

# PRESCOM group

Public & Civil Security – Maritime Safety

People's Safety & Security

Network Interconnection modules – Telecom Cards & Modules



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## Introduction

**The PRESCOM group** has pioneered key technologies including signal processing (echo cancellation, coding, compression, noise suppression ...), signaling (Telephone, radio, IP ...), Multimedia Network Operating and Design of highly available systems.

**The PRESCOM group** is a privately owned company located at Montigny-le-Bretonneux, 30 kms from Paris, near Versailles (Saint Quentin en Yvelines, France). **The PRESCOM group** has a Research and Development branch which is based in the French Telecom Valley at Lannion (Brittany, North West of France).

In the beginning of 2009, **the PRESCOM group** reorganizes as a holding company with three subsidiaries: **PRESCOM**, **NODCOM** and **JD-COM**.

**PRESCOM** focuses its development efforts in the following fields:

- **Public & Civil Security:** Control & Command rooms for the Police, Fire brigades, Emergency Medicine (...)
- **Maritime Safety:** Global Maritime Distress and Safety System (GMDSS), Automatic Identification System (UAIS) and International Ship & Port facility code (I.S.P.S. code) solutions dedicated to Coast Authorities; Commercial radio communication Operators; Ship pilots (...)

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**JD COM** provides **On site mobile radio communication systems** dedicated to people's safety & security, in the medical as well as in the industrial field (medical or Senior nurse call; patient, resident and care assistant Safety & Security systems; anti-wandering system, localization system ...)

**NODCOM** offers **Telecom cards and modules & Network interconnection systems** dedicated to integrators, software application developers and telecom OEMs

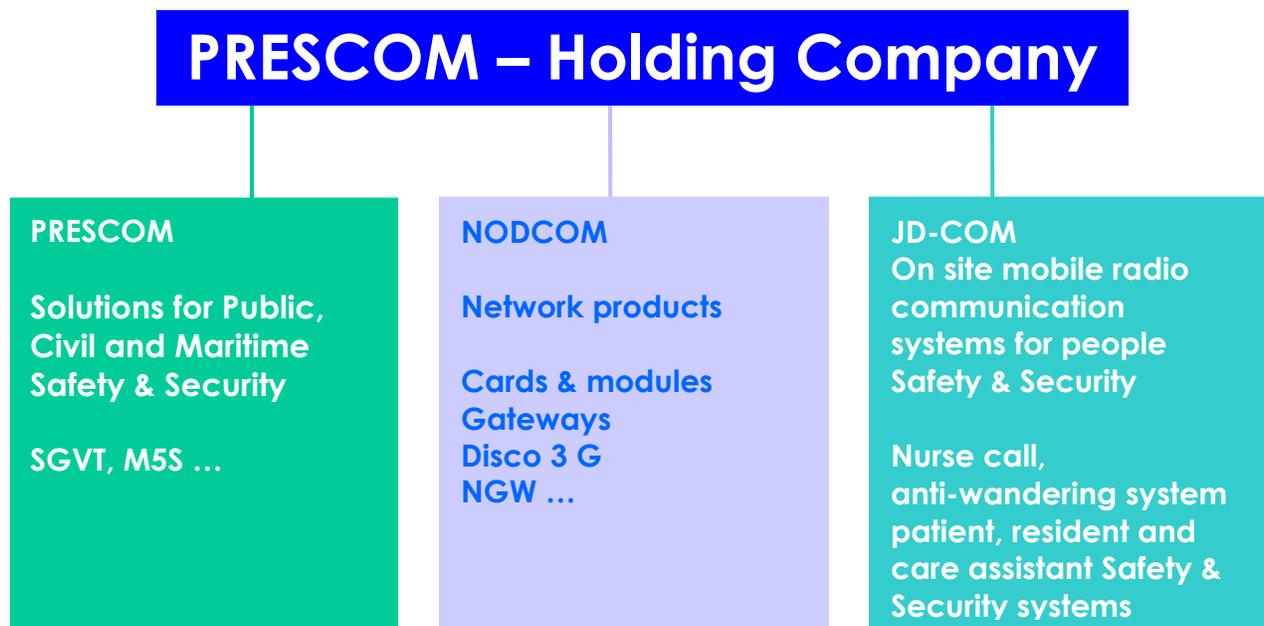
**The PRESCOM group** provides cost-effective & reliable solutions in order to meet its customers' requirements and quality standards. **The PRESCOM group** makes them benefit from its more than 30 years of expertise, its constant Technology foresight and adaptation, the ability of its teams which is used to fieldwork and face many technical constraints.

**The PRESCOM group** sells its solutions to all five continents. Turnover abroad represents 25% of total turnover.

## Milestones

- 1982** PRESCOM's start-up
- 1988** Patent on the distributed switch architecture
- 1992** RINSIS: Control rooms of the civil security services in Belgium
- 1998** PRESCOM acquired **SECTRAD**, a major player in the field of Emergency call centers
- 2000** BEMILSATCOM: satellite communication Network for the Belgium Army
- 2002** PRESCOM, Winner of the Control room tender for ACROPOL, the Digital Network of the French National Police
- 2003** PRESCOM alliance with **SECMAT**, a leading company in the field of maritime security
- 2006** PRESCOM acquired the company **JD COM**, specialized in on site mobile radio communication for People Safety & Security
- 2009** The PRESCOM group reorganizes as **PRESCOM Gestion**, a holding company with three subsidiaries: **PRESCOM**, **NODCOM** and **JD-COM**.

## Organization



## Managers



### *Board of Directors*

**Chairman of the Board:** Philippe PARMENT  
**Vice Chairman:** Henri FOUILLET  
**Member of the Board:** Philippe DUPUIS

### *Executive Board*

**President:** Dominique DUBOURNAIS  
**E VP Operations:** Dominique VINEY  
**E VP Finance:** Denis LAOUENAN  
**E VP Technical:** Yves LE DAMANY  
**E VP Industrial :** Olivier ROUILLARD

PRESCOM includes 49 people of whom 12 are based in Lannion (Brittany, North West of France).



**Chief Executive officer:** Claude VIBERT  
**Executive VP President:** Jean Marie KNOEFLI

NODCOM includes 10 people.



**President:** Dominique DUBOURNAIS  
**E VP Sales:** Albert GARCIA  
**E VP Technical:** Denis CHAVAS  
**E VP Operations:** Xavier POLIDORI

JD-COM includes 14 people.

## Finance

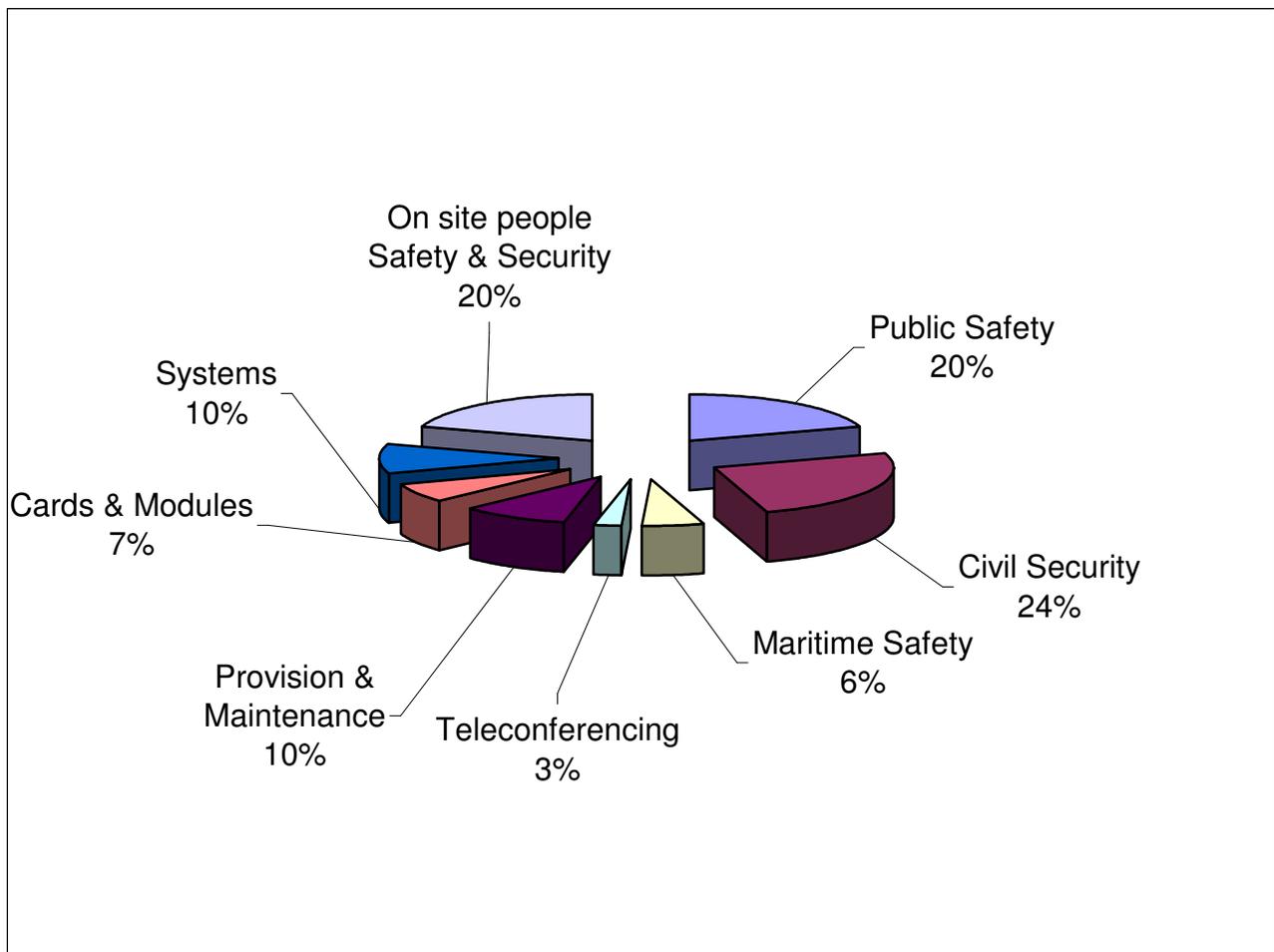
Thanks to a strict management and its anticipation mind, **The PRESCOM group** can:

- afford innovative developments
- perfect its know-how
- invest in the continuing education of its employees

### Consolidate turn over:

	2006	2007	2008
Group turn over	9,6 M €	10,5 M €	10,2 M €

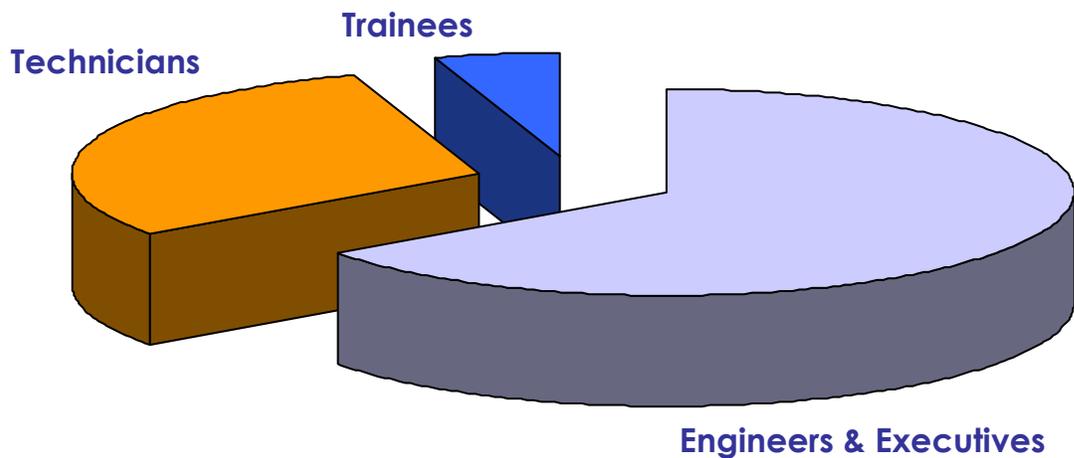
### Product dispatch:



## People

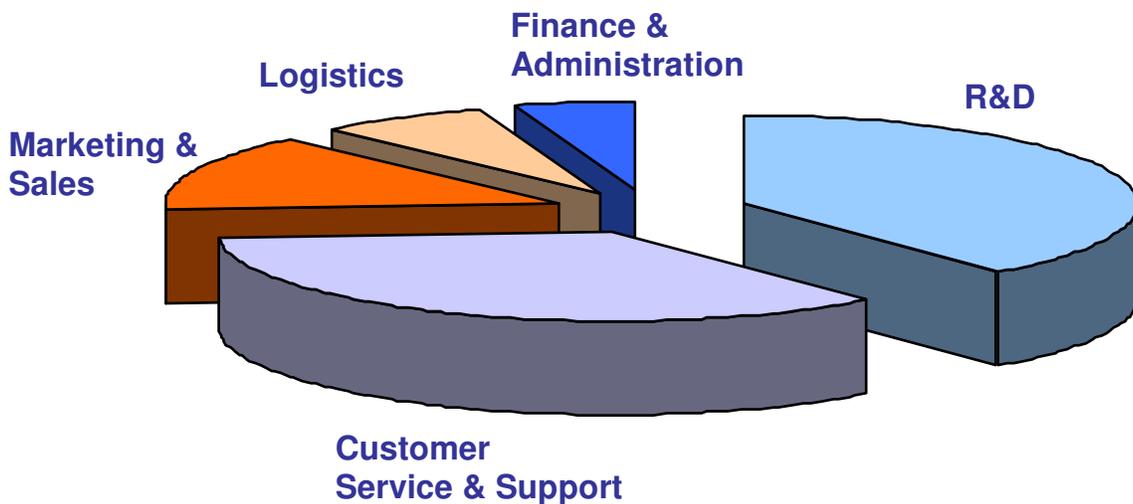
The **PRESCOM group** team includes about 80 people:

- 65% of Engineers & Executives
- 20% of technicians
- 15% of trainees (engineers or technicians)



### Employee breakdown:

- Customer service & support: 39%
- Research & Development: 35%
- Marketing & Sales: 14%
- Logistics: 7%
- Finance & Administration: 5%



## Commercial management

The Sales service follows the project as a whole via the Sales Manager of the project. The Sales service in Montigny follows the project via the Engineer « Chef Project Manager », from the detailed functional analysis up to the end of the Performance Qualification (PQ). Particular developments are run by the « R & D » team.

**The PRESCOM group's** team develops reliable relations with companies and administrations all over the world.

Thanks to close contacts with large companies, **the PRESCOM group** built up partnerships abroad, making more than 30% of its turnover.

## Production

Monitoring technological development, **the PRESCOM group** designs suitable solutions according to the latest state of the electronic art. Looking for the best quality, **the PRESCOM group** subcontracts electronic board cabling & component assembly to companies which meet ISO 9002 requirements.

Test & integration are made by **the PRESCOM group**.

Thanks to its subcontracting policy, **the PRESCOM group** comes up to the client expectations.



M5S Switch

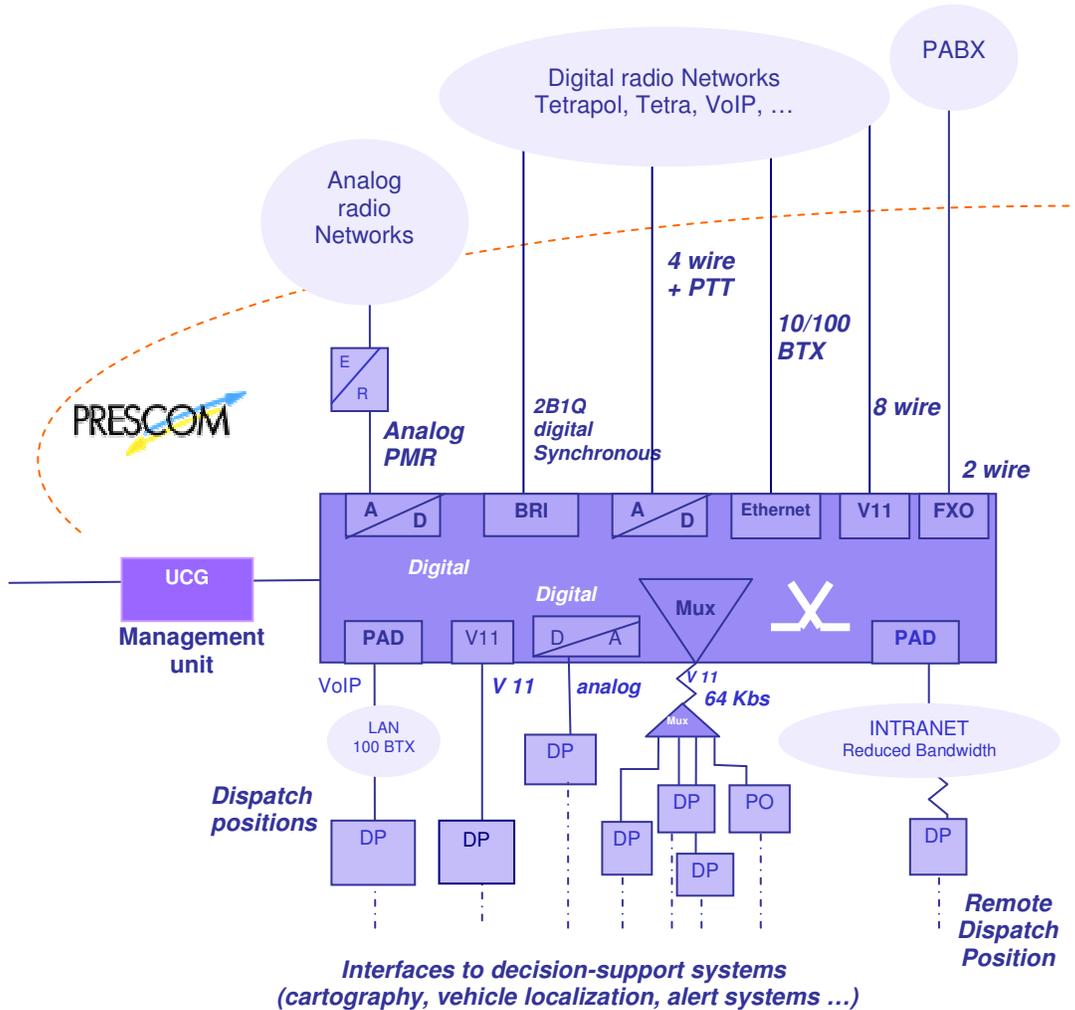
# Activities

## -PRESCOM - Public & Civil Security

PRESCOM designs, develops and markets:

**Multimedia Digital Switches and associated Operator terminals** for Emergency Call Centers dedicated to: fire brigades, Police departments, the Emergency Health Services...

Our Switch M3S enables the Switching, Interphony, and generalized conferencing between control room operators, radio terminals and telephone subscribers. It is compliant with several kinds of media: Analog and Digital Radio Networks (PMR; Trunking; TETRA; TETRAPOL; GSM-R; ...) and analog and digital public and private telephone Networks.





## **Automatic Identification System (U.A.I.S.)**

The Automatic Identification System (UAIS or AIS) is a maritime transponder system defined by the IMO. It is operating in the VHF frequency band (A1 area). The AIS main objective is to improve maritime safety and protection of the maritime environment.

Practically, the AIS assists collision avoidance (AIS ship-to-ship), enables ports and coastal states to identify ships, to manage and supervise the traffic in their waters (AIS Coast station). The AIS can be connected to a Vessel Traffic system (VTS).

The U.A.I.S allows **Automatic Data exchange between ships** (vessel) and **between ships and shore stations**.

Ships transmit\* periodically and automatically their own MMSI\*\*, position, destination, speed, navigation status, length, (etc.) to all other ships and fixed stations (Coast stations, ship, SAR aeroplanes ... Ships receive the data of all the other ships equipped with the AIS within their VHF range, as well as the safety information broadcasted by Coast stations. These data are **processed onboard** by a chart display terminal or an **ECDIS** (Electronic Chart Display Information System). New integrated services are introduced for shore based authorities and for commercial approaches.



**AIS traffic visualisation  
Software**

## **International Ship & Port facility Security (ISPS) code**

Thanks to its expertise in GMDSS and AIS, **PRESCOM** extended its competence to ISPS code requirements. The Group provides turnkey solutions for ISPS code in cooperation with partners specialized in the fields of Vessel Traffic systems (VTS), Vessel Traffic Management and Information Services (VTMIS) and physical security equipment for ports & harbors.

Being aware of the fact that ISPS code "takes the approach that ensuring the security of ships and ports facilities is basically a risk management activity" (IMO), **PRESCOM** offers to port and harbors the capability to communicate with ships (DSC), locate ships (AIS, ECDIS), manage ships movements (VTS, Radar), implement physical security features such as close circuit television, fences system (...) and recommend security organization and facility personnel training ...

## -JDCOM -

### On site mobile radio communication systems for People's Safety & Security:



**JDCOM** develops, imagines and markets on site mobile radio communication systems: wireless paging systems, secured nurse call systems, DECT based wireless telephone, systems, anti-wander systems, lone worker protection systems ...

such as ...

- **SERENITY, radio-secured Senior & medicalized nurse call:**  
Patients or residents can call care assistants from their portable pendant. Calls are acknowledged and may be displayed either:
  - on care assistant pagers, DATI or DECT telephone or
  - on corridor displays
  
- **FUG'ALARM, anti-wandering system :**  
Based on the 868-MHz frequency band, **FUG'alarm** transmits calls to care/service people if a patient goes through a protected exit.
  
- **VIGICALL 800, alarm** detection system for **isolated workers**  
Thanks to technical innovations in matters of accelerometry, **the alarm detection system for isolated workers VIGicall 800** analyzes the movement and the lost of verticality, efficiently and instantaneously. **VIGicall 800** may be programmed according to the activity type.



## -NODCOM - Telecom cards & modules

**NODCOM** develops customer-specific cards dedicated to accelerate product developments, allowing customers to focus on their own value-added solutions.



We offer value-added packages including ISDN communication boards and dedicated softwares.

Our products are used for different kinds of applications, and namely: protocol analyzing, protocol conversion, Call center applications, IPBX applications, Mobile communication applications, SMS gateway application ...

### Network interconnection modules

**NODCOM** also develops interconnection equipment for telephone Networks, dedicated to telecom operators, installation technicians, OEM and army forces. **NODCOM**'s offer includes equipment such as:

- Voice & Data Tactical Terminals
- Automatic switching and routing units for satellite Networks
- SYN2-board replacement inside Subscriber Units (SU)
- PCM time division multiplexers (E1/T1)
- Voice-frequency signalling equipment for analog lines
- Universal interfaces in telephone networks using analog signalling
- Signalling protocol simulators & analysers (E1/T1 links)
- Signalling protocol simulators & analysers (analog lines)
- Signalling converters for digital telephone lines ...

## Main References

### **Civil and Public Security**

- Control rooms of Police and civil security Services in Switzerland - digital radio network **POLYCOM**
- Control room of the French national Police - **ACROPOL** digital Network
- Control room of French fire brigades – **ANTARES** digital Network
- Control room of French Emergency Medicine **ANTARES** & analog Networks
- Control rooms of Safety & Fire services - **Belgium RINSIS Network**

### **Maritime Safety**

- Maritime Administration in Ireland, France, Greece, Latvia, Thailand, Taiwan, Philippines, Ivory coast
- Coast guards (U.S.A.)
- Canadian Coast Guards
- MariNET : Maritime Security System around the Gulf of Mexico (United States)
- OPT (New Caledonia)

### **People's Safety & Security**

- Hospitals
- Clinics
- Retirement Homes
- Airports
- Electricity companies
- Car production sites ...

### **Telecon cards & modules**

- France Telecom
- AETA.com
- INEO SUEZ
- OEM (Alcatel, Thales, Nortel, Siemens, EADS, OTE Selex-comm (Ex Marconi), RADVISION, Eurotech)
- VAR (ATOS Origin, CS SI, KFT – Comstar, MICROTASK, SURF)

### **Teleconferencing**

- Service providers (France Telecom, Genesys, Aduno, Meeting One ...)
- Private Networks (La Poste, SNCF ...)
- Government agencies (South Africa, the European community)
- Learning (University of Quebec ...)

### **Network Interconnection**

- ALCATEL
- THALES
- The Belgium Army
- Telecom operators in Europe (France, Great Britain, Switzerland, Spain, Portugal, Italy, Germany, Belgian, Luxembourg, Greece ...)
- Telecom operators in Africa (Mauritania, Tunisia, Morocco, Benin, ...)

## Contacts

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