

## “The Key to a Reliable Security Master Plan”



### Interview with David Vollmar, Managing Director of unival Group

15:08 GMT, September 26, 2010 [defpro.com](http://defpro.com) | With the increasing threat of attacks with Remote Control IEDs (RCIEDs) against troops deployed in Iraq and Afghanistan, the German unival Group places additional focus on the development and production of detection as well as jamming technology within its range of security and protection solutions.

Luca Bonsignore, Publisher of [defpro.com](http://defpro.com), talked to David Vollmar, Managing Director of unival Group, about the company's activities in this field of technology as well as unival's general outlook on the defence and security market.

**defpro.com:** First, could you please briefly describe the structure of the unival Group and its activities to our readers?

**Vollmar:** We are a Germany-based group of companies with headquarter in Bonn. Our core focus is blast protection, which has become one of the most important segments in the security market. Our product portfolio is divided in three fields under which we market our products: Intelligence, Countermeasures, and Physical Protection.

Analysing the current security threats, it is our strong belief that adequate protection cannot be achieved with stand-alone products. It rather requires a multi-level security system of synergetic elements. The unival products in the fields of explosive detection, night vision, digital bomb jamming, personal, automotive and construction security are highly compatible with each other. Thus, the key to a reliable security master plan is a comprehensive integration of those individual items.

With more than 30 distributors in the key markets in Europe, the Middle and Far East, Asia, Africa and South America we are able to provide customised security concepts for our international clientele based on our own product portfolio.

**defpro.com:** What is the position of your company in the military and security markets?

**Vollmar:** We offer high-end products tailored to the best price/value ratio in their class. Our products equally serve governmental applications as well as the corporate security market. Our highly innovative products are currently in strong demand in the fast-growing markets in the Middle East and Asia, where new technologies are most rapidly adopted. Our strategy is to be a special solutions provider for clients in need of high-end security.

**defpro.com:** Could you please detail the origin of your technology? Are your R&D activities performed completely in-house?

**Vollmar:** More than 90 per cent of our products are developed in-house. We are very much R&D focused, as this allows us to quickly adapt new standards or features, and we are constantly improving our systems based on our own testing as well as on customer reports. As far as possible, we try to develop modular products that can be constantly upgraded and optimised. We try to look at the “big picture” and always focus on integration ability and usability!

**defpro.com:** Which technological and operational advantages of your products are you promoting to ensure their competitiveness? Where do you see the unique selling points of your products compared to your competitors' products?

**Vollmar:** This very much varies for each product line but we always try to have a unique selling point for each individual product, whether in quality, functionality, performance, design or customisability. But at the end it is really the combination of good consultation, communication, integration and maintainability. As a German company we strongly prioritise quality and service, as we have to compete with low-price manufacturers based in cheap-labour countries. Most clients, however, have learned their lessons and prefer to purchase high quality and reliable products especially when operating in dangerous environments, where you might not get a second chance.

**defpro.com:** The threat of Remote Control IEDs (RCIEDs) is continuously increasing in current military operations. What is your assessment of this particular threat and are you able to interface with your customers to develop solutions that stay ahead of it?

**Vollmar:** RCIEDs have indeed become a major threat and we see a lot of demand from our clients both in the military but also the civilian market for VIP protection. This situation will not improve for the next years, as explosives are very cheap and easy to manufacture and terrorists know what fatal damage they can create with relatively simple measures. So our core strategies against RCIEDS are detection of explosives and counter-measures in the form of digital jamming. In both fields our technologies are very advanced, compared to current solutions, and we see a significant growth potential in this field. We are constantly innovating and improving our technologies, and many requirements from our clients are directly implemented in our development activities.

**defpro.com:** How is the unival Group positioned in the field of jamming technology to counter the RCIED threat? Is this field receiving an increased importance in your overall activities?

**Vollmar:** We clearly aim to be the leading high-end supplier in this field. Our new generation of SMART WIDEBAND JAMMING SYSTEMS is now in serial production. We have managed to win a number of very important reference contracts in a relatively short time, and we are currently very busy carrying out tests with our clients in order to provide them with local databases for optimum real-time programming of their systems. Our systems can be fully customised to the clients' requirements and for the first time high-end performance and user-friendliness are brought together in the jamming field. So, yes, digital jamming will be a core part of our future activities.

**defpro.com:** How do RCIED jamming solutions fit into the present range and philosophy of offered solutions?

**Vollmar:** It is a vital part of our multi-level-security strategy. We strongly believe that only the interaction of complementary technologies can provide real security, especially when operating in high-threat scenarios. This means only the interaction of Intelligence, Counter-Measures and Physical Protection products will provide an efficient protection level. If you use a jamming vehicle, you will still be vulnerable to ballistic and blast threats that are manually triggered. So the best protection will be achieved, if a jamming system is installed in an armoured vehicle. unival group can provide customized turn-key solutions from our own product portfolio, which we consider a major advantage over our competitors. The same applies to stationary systems that can be integrated as part of a construction security upgrade.

**defpro.com:** Which particular products do you offer in the field of jamming and what are their key characteristics?

**Vollmar:** Digital jamming is part of our "Counter-Measures" section. We have three main product lines in this section: DWJ1® (convoy protection), PWJ1® (portable use) and SWJ1® (stationary use). All of these are fully digital systems and are developed based on a modular architecture being adaptable to the required conditions of use. The systems are freely programmable and are much advanced in comparison to existing systems in performance, functionality and operability.

**defpro.com:** You mentioned the DWJ1 Digital Wideband Jamming system. What will be the scenarios in which this product will be used?

**Vollmar:** The DWJ1® system was specially developed for motorcade and VIP protection. The standard configuration from 20 - 6.000 MHz covers the main threat frequencies. The system is freely programmable in order to allow our clients to choose the best programming for individual scenarios in order to provide optimum protection distances. Especially in multi-system operations the advantage of a fully synchronized system that allows real-time switching of profiles and communication windows is significant. We are also devoting high attention to EMV protection of the passengers, which most companies are carelessly neglecting.

**defpro.com:** Do you see a possible synergy between your earlier detection and security solutions and your activities in the field of RCIED technology?

**Vollmar:** Absolutely, this is the core part of our multi-level security strategy. You can only provide sustainable protection through an intelligent synergy of products that support each other. These technologies work perfectly together and their interaction will immediately boost security.

**defpro.com:** Which particular markets are you currently targeting with your new range of jamming solutions?

**Vollmar:** We are specially targeting the markets in Middle and Far East as well as Asia, however we are also receiving inquiries from potential clients in other areas. Our systems provide real strategic advantages to users and are at the same time very easy to integrate into existing structures. Especially in the Middle East clients are willing to swiftly adapt new technologies. This helps us to continuously improve our technology as we do a lot of joint testing with our clients.

**defpro.com:** Concluding, which technological trends do you observe in your market segment and how is the unival group positioning itself to meet current and future customer requirements?

**Vollmar:** We want unival to be considered as a global security brand that represents quality, innovation and trust. The world has become very transparent and clients are demanding reliable, user-friendly products at highest quality and security standards. I expect more clients to demand fully integrated multi-level security products and we will further invest in high-end product customization. In addition, we have a number of very innovative products releases that will be launched over the next 12 months to further advance our position in the market. Thanks to our well-organized distribution network we can quickly release products in our key markets. We are currently preparing a new unival group consulting company that will entirely focus on risk assessment and risk awareness training in our special product fields in order to help our clients to use and integrate new technologies more easily.

**defpro.com:** Thank you very much, Mr Vollmar.