armasuisse – the Competence Sectors
Expertise in the areas of procurement, technology and real estate management
**Manifold skills from one single source**

Armasuisse combines manifold skills under one roof, thus covering a wide range of business activities and services. As one of four federal procurement entities, Armasuisse works for the Swiss Armed Forces and for various other units of the federal administration. However, its customers also include partners from the field of national security cooperation and customers outside the federal administration. Its tasks include the unbiased evaluation and timely procurement of technologically sophisticated systems and materials, commissioning maintenance services, purchasing and disposal. It operates a centre of excellence where WTO tendering procedures for the DDPS are handled; it carries out a wide range of scientific and technical services and looks after real estate management within the DDPS.

**Highly specialised know-how**

Highly qualified and experienced personnel form the basis for successful services and products. Our employees offer a wide range of technical and market know-how, and they work according to certified business processes (ISO 9001/14001). A profound knowledge of current and future technologies as well as long-standing relations to national and international industry count among the many assets of our specialists. This know-how allows them to advise their customers in a competent manner and according to economic principles during the definition of requirements and when selecting technologies, systems and materials. Process-controlled evaluation procedures are used to find the system, material or the collaborative arrangement which offers the customer the best possible value for money. Risks are assessed and minimized by means of system requirements, job specifications and careful credit management.

**Extensive networking**

Armasuisse closely cooperates with domestic and foreign industrial partners. It has established comprehensive, long-standing relations to manufacturers all over the world and is in direct contact with procurement organisations operating on an international level. In its role as central procurement agency, Armasuisse plays an active part in establishing ties with the Swiss security industry. Strong national and international networking is a central success factor for Armasuisse and its customers. Because the federal government’s armaments policy is for in-house developments to be the exception, the majority of large military systems have to be procured abroad. In these cases Armasuisse ensures adequate direct and indirect participation by Swiss industry (offset deals).

**Armasuisse is the centre of expertise for:**

- the procurement of technologically complex systems and goods for the Swiss Armed Forces
- commissioning maintenance services during the utilisation phase of systems and goods by the Swiss Armed Forces
- the performance and integration potential of military systems, system components and materials during their entire life cycle
- the sale or disposal of systems and goods no longer required by the Swiss Armed Forces
- the procurement of goods for the Swiss Confederation according to the Decree on the Organisation of Government Procurement
- public invitations to tender within the DDPS
- security-relevant technologies
- real estate management within the DDPS
Armament policy

Armasuisse assists in formulating the principles on which armaments procurement policy is based. The Federal Council’s armaments procurement policy sets out the principles of, and the guidelines for, this policy as regards:

- ensuring that the materiel needs of the Armed Forces – and, as the case may be, of other national security agencies – are properly met
- the need for security-related capabilities and expertise
- how best to proceed, given the potential conflict of interests between fulfilling the federal government’s national tasks with the greatest possible degree of independence, ensuring commercial and/or industrial feasibility and handling resources economically

Participation of Swiss industry

Armasuisse is responsible for framing the precise detail of Swiss policy regarding offset agreements. Offset or compensation transactions for procurements abroad have proven their worth both with respect to armament and economic policy. They serve to open foreign markets to Swiss industry or to strengthen its position in these markets. The know-how thus acquired can lead to additional contract and export volumes, provided Swiss industry is able to offer its services at competitive conditions. At the same time compensation transactions are used to safeguard national interests in the domain of security.

Offset Office Bern (OBB)

The Offset Office Bern is run by its umbrella association, ASIPRO (Association for Swiss Industry Participation in Security and Defence Procurement Programs), under the joint supervision of armasuisse and Swiss industry. Under the overall direction of armasuisse, the Offset Office Bern monitors how the individual offset programmes are handled with the aim of achieving, as far as possible, top-quality business opportunities for Swiss industry and of ensuring that the sums committed are disbursed economically. An additional aim is to ensure that all these business dealings are fully transparent to all stakeholders (industry, politicians, the media and administrative agencies).

Transport and Customs services

On behalf of its customers, the armasuisse Transport and Customs sector carries out all the preparatory work to ensure that goods purchased abroad arrive on time, safely, in perfect condition and at competitive market prices, including customs clearance. In the case of international shipments, especially hazardous or other sensitive goods, providing this service may involve comprehensive planning and coordination work and obtaining permits. Where necessary, the services of forwarding companies, freight hauliers, shipping companies and insurance are arranged. The service portfolio also includes advice on VAT matters related to cross-border commerce (both goods and services). As a specialist agency, Transport and Customs also supports all international troop deployments undertaken by the DDPS.

Broad know-how on legal and formal questions

Armasuisse offers comprehensive knowledge on the guidelines and directives concerning the procurement of goods and services. This guarantees that the laws on procurement, the Financial Budget Act, and other federal directives regarding quality, environment and safety are complied with. Armasuisse can also put its know-how at the disposal of other federal offices, e.g. by providing consulting services on topics such as the transport of hazardous goods or customs formalities for the transnational movement of goods.
Command and Control and Reconnaissance Systems
Investments for the future

The Command and Control and Reconnaissance competence sector is responsible for trendsetting C4ISTAR systems. Its employees evaluate, procure and support systems, and provide services, primarily for the main source of orders, the Swiss Armed Forces. The services and products are also available to other customers within the Federal Department of Defence, Civil Protection and Sport (DDPS), and to third parties.

Successful communication

The Swiss Armed Forces – the main source of orders – are being transformed into a modular, mobile operating force which has to provide a great number of services simultaneously and within a short time. The extended range of duties makes the highest demands on the equipment, with the main emphasis of investments on command and control, telecommunications and training systems. The availability of up-to-date information and the exchange between management levels as required become a decisive factor for the defence forces’ successful operations.

Command and control systems

Command and control and reconnaissance Systems
- Radar and airspace surveillance systems
- Monitoring systems for protecting fixed installations
- Meteorological systems
- Optronics

Communication systems

Fixed and mobile networks
- Radio and broadband systems
- Planning and management systems
- Antenna and telemetry systems
- Navigation systems
- Batteries and charging systems

Computer systems

Military IT
- ICT platforms
- Security solutions and security systems
- Computer networks
- Software solutions
- Encryption devices
- Multimedia

Reconnaissance and surveillance systems

Systems for the acquisition and evaluation of information
- Electronic warfare systems

Direction finders for meteorological balloons
Decisions are based on a comprehensive analysis of a problem and assessment of the situation. We provide resources for both – also in the domain of meteorology.
Land Systems
Certainty during training and on operations

The Land Systems competence sector is responsible for heavy and light land systems, ammunition, all types of transport vehicles, engineer, rescue and NBC protection equipment as well as modern simulation and training facilities. Its employees evaluate, procure, support, sell and dispose of systems and goods. They provide their services for the main source of orders, the Swiss Armed Forces, but also for other customers.

Weapon systems, vehicles and equipment from a single source

The Land Systems competence sector is the connecting link between customer and industry. As procurement entity, the competence sector assumes the responsibility for compliance with the defined specifications regarding costs, deadlines, performance and quality. On behalf of the customers, specialists also handle the sale and disposal of systems and goods.

Training systems

Simulators are indispensable instruction and training systems for military personnel at all levels. Limited possibilities for exercises with real systems, the need to protect the environment and conserve materials increasing cost pressures and ever shorter training periods all contribute to the value to be gained by greater use of simulation. Training resources – from live-firing combat training facilities to highly sophisticated simulators for formation exercises – are evaluated and procured by specialists from this competence sector. Simulators are employed in command and control, tactics and combat training of formations, units and staffs during combined arms missions, as well as for collective and individual training in diagnostics, driving and firing.

Land Systems

- Battle tanks
- Armoured infantry fighting vehicles
- Armoured support vehicles
- Wheeled APC’s
- Command vehicles
- Reconnaissance vehicles
- Artillery systems
- Mortar systems
- Multi-purpose weapons
- Cannons
- Small arms and handguns
- Ammunition
- Pyrotechnic devices
- Detonating agents and explosives
- Non-lethal weapons

Transport vehicles, engineer, rescue and NBC protection equipment

- Transport vehicles
- Special vehicles
- Transport trailers
- Containers
- Power current systems
- Engineer equipment
- Rescue and medical equipment
- Supply and special equipment
- NBC protection equipment

Procurement of government vehicles

The Land Systems competence sector procures the civilian vehicles for the federal administration. In addition to passenger cars and delivery vans, they also include government and representation vehicles.
Aeronautical Systems
Aviation Systems is responsible for the systems used by the Swiss Air Force; it monitors and assists with projects for the Air Force through each phase of the arms procurement process. Aviation Systems operates independently of manufacturers and is responsible for evaluating and procuring military aviation systems and ground-to-air defence systems; it also issues amendments to the relevant documentation and approves the systems for use. The range of services it provides depends on public-sector requirements.

Specific know-how
In selected core areas the Aeronautical Systems competence sector has developed specific know-how and a state-of-the-art infrastructure (incl. aircraft). As military units are increasingly interconnected, other competence sectors are supported – e.g. with homing and acceptance inspection flights. In addition, the Aeronautical Systems competence sector acts as the official certification authority for all Swiss aeronautical systems with military registration.

Evaluation
During evaluation the Aeronautical Systems competence sector assesses the systems independently and in their entirety. In addition to life cycle costs, system performance and system suitability are compared against the requirements. The consolidated findings of the evaluation result in a proposal for an optimum configuration and system solution.

Procurement
Procurement contracts are negotiated based on the evaluation data. As prime contractor, the Aeronautical Systems competence sector implements the projects and provides the Air Force with an integrated solution on time and within budget. In addition to the aircraft, they include the operational logistics package and the initial training, including training systems, as well as the interfaces to the buildings. Moreover, compensation transactions are dealt with and the required know-how transfer for system support is ensured. This may also include national cooperation agreements.

Certification
The admission and certification of all modifications and procurements of aeronautical systems as well as their training and maintenance equipment require an in-depth system know-how and a technologically advanced infrastructure. During the admission and certification process, system safety and system function based on internationally recognised procedures are verified and effectiveness is compared to the specification. The overall readiness for operation is checked. Based on proven test criteria and solid processes, only mature solutions are deployed with the defence forces.

Decommissioning
At the end of a system’s service life, Aeronautical Systems ensures the economical and environmentally compatible decommissioning of systems, including peripheral equipment, as well as deletion of any data which is no longer needed.

Aeronautical systems
- Fighter aircraft
- Helicopters
- Training aircraft
- Transport aircraft
- Special aircraft
- Unmanned aerial systems (UAS)
- Ground-to-air defence systems
- UAVs
- Air-to-air missiles
- Pilot equipment
- Equipment for parachutists
- Space travel (ESA)

Training systems
- Aircraft simulators
- Mission simulators
- Embedded training systems
- Computer Based Training (CBT)
- Maintenance simulators

Certification of military aeronautical systems
The Aeronautical Systems competence sector is responsible for the certification of military aeronautical systems. This function is comparable to that of the Federal Office for Civil Aviation for civilian aeronautical systems.
Purchasing and Cooperations
Central procurement of goods and services

As one of four central entities, the Purchasing and Cooperations competence sector is responsible for acquisition management within the federal administration. The comprehensive services offered by armasuisse in the field of evaluation and procurement support are available to the Swiss Armed Forces, to the federal administration and to third parties.

Purchasing expertise
Both internally and for external customers, the specialised personnel of armasuisse Purchasing and Cooperations offer comprehensive services for an efficient and coordinated purchasing process: for orders and settlements, for purchasing information, as well as for supplier and contract management. In the Equipment and Clothing business area, they provide a range of services for the Swiss Armed Forces and the federal administration. The Third Party Purchasing sector makes sure the armed forces are supplied at all times with the equipment and services they need to accomplish their mission. The CC WTO supports customers during all phases of a public invitation to tender. Working together with the customer, it aims at achieving legal and procedural compliance as well as economic efficiency.

Economic efficiency
The Purchasing sector’s tasks include increasing economic efficiency when purchasing goods and services. To this end, purchasing procedures are optimised and duplication is avoided so as to ensure a lean, transparent procurement organisation with better use made of human and financial resources.

Two areas of action support these objectives:
1. Process costs are reduced through increased efficiency. This includes optimising IT solutions, such as e-Procurement.
2. Bundling lowers costs. Framework contracts are negotiated and concluded; wherever possible, standardisation is introduced.

Specialists in WTO tendering procedures
The Purchasing and Cooperations sector also operates the WTO Center of Competence, which deals with current or future public invitations to tender under the GATT agreement. The Center of Competence is in charge of commercial and legal counselling as well as providing its customers with administrative support. Its services enhance legal and procedural compliance and guarantee optimum, uniform tendering procedures. The services it provides also include translations, deadline monitoring, dispatch of tender documentations, support during the presentation of tenders, contract negotiations, and central filing of documents.

Equipment and clothing / textile technology
Combat dress and work clothes
Weatherproof and protective clothing
Uniforms
Footwear
Baggage
Ballistic protection
Technical textiles
Musical instruments
Quality inspection
Cutting technology

Purchasing third parties
Fuel and lubricants
Energy
Food and drink
Vehicle accessories and spare parts
Chemicals and cleaning materials
Workshop and catering equipment
Sports equipment
Hardware, software and licences
Service provision for all areas
Procurement accounting
Procurement management

The Swiss Soldier’s Knife
The soldier’s knife is often used as a symbol for multifunctionality, Swiss quality and defence readiness. In 2008, after almost 50 years, the old Soldier’s Knife 61 was replaced by a new model which meets today’s standards with respect to safety and technology.
Science and Technology
The Technology Centre

As the DDPS Technology Centre, armasuisse Science and Technology is responsible for technology management and for carrying out independent expert assessments and testing. Advice on technological aspects relating to innovation, benefits and risks is given at an early stage to the Armed Forces and to Procurement. Highly qualified experts also trial and assess the operational and functional capabilities and the effectiveness of current and future systems for the Swiss Armed Forces as well as their safety requirements.

Technologies

The Technology Centre is responsible for technology management within the DDPS. In particular, this includes the early identification and assessment of emerging technologies and formulating a strategy. The aim is to introduce innovation, increase the benefit and reduce risk. The technological expertise which the DDPS needs is developed through carefully targeted applied research activity both in-house and within specialist networks involving universities and industry.

Expert assessment and trials

Science and Technology carries out independent expert technological assessments and conducts trials to optimise the benefits of the systems employed by the Armed Forces and by other customers. Specialist technological knowledge, selective testing and trialling methods plus a cutting-edge measurement and trials infrastructure lay the foundation for sustainable decisions and solutions.

Technology expertise for Switzerland’s security

Technology management
Sensor technology
Communication and electromagnetic protection
Information technology and cyberspace
Research management
Modelling and simulation
Weapon effects and protection
Explosives and ammunition monitoring

Measurement and trialling facilities

The systems and components employed by the Armed Forces are tested at the measurement and trialling facilities. All these facilities boast the very latest equipment, some of it portable. They are available for use by Swiss and international customers. Science and Technology ensures that testing is conducted in a professional manner.
armasuisse Real Estate
A wide range of real estate expertise

The DDPS Real Estate Competence Centre is responsible for managing some 24,000 hectares of land plus 9,500 buildings and facilities belonging to the Federal Department of Defence, Civil Protection and Sport (DDPS). Within its wide-ranging portfolio, armasuisse Real Estate is responsible for planning and implementing existing and future customer needs, for the management of objects in military use, for the realisation of new developments and reconstruction, and for the disposal and demolition of infrastructure which is no longer needed.

Real estate management from one single source

The real estate portfolio is one of the largest and most diverse property holdings in Switzerland; it includes infrastructure for administration and the daily running of the department, for training, operational missions, logistics and support. The portfolio includes training areas and firing ranges, barracks and military airbases as well as bunkers, armouries, underground and mountain-top installations and sophisticated facilities housing simulators. Within the DDPS real estate division, armasuisse Real Estate acts as the property owner’s representative, providing its internal and external customers with a comprehensive range of real estate services from a single source.

Plan, manage, build and sell

At eleven locations around Switzerland, some 200 construction and real estate specialists deploy their expertise to ensure that the real estate is managed professionally and sustainably across its entire life cycle.

• Portfolio and Environmental Management manages the demanding real estate portfolio with a view to the longer term. It also works out all-round solutions for customers’ individual infrastructure requirements and tries to ensure that properties which are no longer needed are properly looked after.

• Construction Management works closely with the Swiss building industry to complete several hundred new-build and conversion projects every year, in addition to carrying out renovation and maintenance projects.

• Facility Management is responsible for managing static structures and installations. It plans value-preserving measures, commissions the necessary work, and ensures that the properties are run safely and efficiently.

Responsible, innovative and environmentally compatible

With their daily commitment and wide-ranging specialised know-how, the personnel of armasuisse Real Estate implement innovative real estate solutions in compliance with legal regulations. The way in which buildings and installations influence their surroundings and the environment are analysed and continually optimised. The technical experts ensure that scarce resources are handled responsibly and that customers are provided with products and services of the appropriate quality. Thus both customer needs and the property owner’s strict requirements are consistently met.

Further information: www.armasuisse.ch/nachhaltigkeit

Military and ecology – no contradiction

Military training grounds are also a habitat for many plants and animals. The „Competence Centre Nature“ within armasuisse Real Estate makes sure that, as part of DDPS real estate management, nature conservancy as well as landscape and cultural heritage protection are taken into account in areas which are in military use. Ecological improvement measures ensure that the natural world and biodiversity are preserved, cultivated and enhanced.