



The Security NetworkSM

Fostering Innovation Through Collaboration



The 5th annual The Security Summit – June 4-5, 2008

“The Security Summit is unique in its tight focus ... every contact we made or renewed at this event is a valuable sales lead or potential partner. Time and money well spent!”

-Skip Powers, *Pixon Imaging*

“Great conference. The NZ business delegation that participated offers a big thumbs up in terms of leads generated and contacts made.”

- Robert Cunningham
*Business Development Manager,
New Zealand Trade and
Enterprise*

“As a UK based company thinking about entering the US market, The Security Summit was an ideal testing ground for our product. The event was well run and provided a number of follow up opportunities that we hope to take forward in the coming months.”

-Jonathan Gahagan, *BOM Group*

“The Security Summit provides an excellent opportunity to meet with key contacts. Introductions are quickly made that may lead to success. I would recommend The Security Summit as the place to expand your contact base.”

- Wally West, *CEO, BW Solutions*

“Excellent venue with excellent presentations and presenters. I would recommend this event to anyone in the industry.”

- Captain Kirby Beyer
San Diego Sheriff's Department

“The Security Network has demonstrated a very focused approach to networking with best-of-breed in the industry through their 5th annual The Security Summit. Their openness to international collaborations is of great benefit for all. I will attend next year.”

-Jeff Gray
*Trade Commissioner, Canadian
Consulate General, Los Angeles*

The Security Network held the 5th Annual The Security Summit – its' most successful to date – on June 4-5, 2008. Representatives from Australia, Canada, Israel, New Zealand, the U.K., and U.S. participated in the two day event.

The first Keynote address was given by Rear Admiral Bill Landay, Chief of Naval Research, the Office of Naval Research. He delivered an overview of the Office of Naval Research and areas of ONR Science & Technology focus over the next decade. He stressed the importance of Port & Maritime Security and the need for innovation and collaboration. The second keynote address was delivered by Gil Nolte, Chief of Direct Support in the Office of Direct Support – Space and Weapons Systems at the National Security Agency (NSA). Mr. Nolte (*photo to the right*) focused on the critical importance of information assurance.



This year's The Security Summit, which consisted of the “Most Innovative Security Products & Services” Competition and Exhibition, speeches and panels with top security experts from four countries and two days of outstanding networking opportunities, drew approximately 150 attendees with over 200 at the 1st night reception.

Over 30 companies and government agencies participated in the Exhibition, and 27 of them participated in the Competition. A large delegation attended from New Zealand (*photo to the left*) – four companies entered the competition and Superintendent Sandra Manderson of the New Zealand Police was a judge and panelist.



The Competition had four categories: “First Responders & Maritime Security”, “Information Assurance & Security Software”, “Sensors”, and “Surveillance”. Twenty six judges representing public and private organizations from four countries divided into four teams to listen to presentations and ask questions before selecting a winner and runner up in each category.

Approximately half of the world's security S&T dollars are spent outside the U.S. – interestingly the results of this competition exactly mirrored that fact. Of the four winning companies, two were from the U.S., one was from Australia and one from Canada. Of the four runner-ups, two were from the U.S., one was from Canada and the other was from New Zealand.

But at the end of the day, it was not about winning and losing, but rather whether valuable connections were made. Chris Clarke, President of Mobile Detect, Inc. said: “The 5th annual The Security Summit was a great event for Mobile Detect. It allowed us to talk to potential clients, potential investors, future partners, government labs, and advocates in an excellent venue. We demonstrated our technology and had meaningful discussions at the booth, which was (ideally!) well-attended and never crowded.” One judge – Roger Cook, Waterside Security Systems Director for L-3 Communications – said: “The Security Summit provides a unique venue where international government and industry participants can interact with creators and users of innovative technology in an inviting and collaborative setting.” (More testimonials are available in the column to the left)

Planning has already begun for the 6th annual The Security Summit scheduled for May 20-21, 2009. For more details, please contact Nick Hallett at nhallett@thesecuritynetwork.org.

“Save the Dates!” - Future Events of The Security Network

The Security Network is pleased to announce the following four events:

Sept. 24-25, 2008 – the 1st annual “C4ISR, Robot Platforms and Sensors: Ensuring Secure Information Sharing from Sensor to Responder” Conference in San Diego, CA

November 12, 2008 – “Maritime Law Enforcement & Security” in conjunction with the 115th annual conference of the International Association of Chiefs of Police in San Diego, CA

February 23-26, 2009 – The one day 2nd annual “Regional Intermodal Transportation Security” Conference inside the four day DHS S&T West Coast Stakeholders conference in Bellevue, WA

May 20-21, 2009 (tentative) – The 6th annual The Security Summit in San Diego, CA

Center for Maritime Systems & Security

"Promoting Maritime Business & Security"



CfMSS

"Promoting Maritime Business & Security"



**"Most Innovative Security
Products & Services"
Competition Winners
June 4, 2008**

First Responders & Maritime Security Category

Winner:

DetectaChem (Houston)
www.detectachem.com

Runner Up:

SeaBotix (San Diego)
www.seabotix.com

Information Assurance & Security Software Category

Winner:

*Spark Integration Technologies
Inc.* (Vancouver, Canada)
www.sparkintegration.com

Runner Up:

Endace (New Zealand)
www.endace.com

Sensors Category

Winner:

BioRecognition Systems
(Sydney, Australia)
www.brsgrp.com

Runner Up:

Mobile Detect (Ottawa, Canada)
www.mobiledetect.com

Surveillance Category

Winner:

Pixon Imaging (San Diego)
www.pixonimaging.com

Runner Up:

3VR (Silicon Valley)
www.3vr.com

Many thanks to our Sponsors!



LUCE FORWARD



The Security Network hosted a technology trade mission from St. John's, Newfoundland from April 7-10, 2008 for nine companies and one research institute to San Diego, the leading maritime technology center in the U.S. The four day maritime focused trade mission was organized by the Canadian Government together with Nati (www.nati.net), the Newfoundland and Labrador Association of Technology Industries, and Oceans Advance (www.oceansadvance.net), a multi-stakeholder, regional technology maritime cluster initiative in St. John's, one of the leading maritime centers in Canada. During the mission, the group met with numerous companies and organizations in both Mexico and the U.S., including CICESE (technical university), the Mexican Navy and the Port of Ensenada in Ensenada and U.S. Navy Region Southwest, the Port of San Diego, and SPAWAR Systems Center San Diego, among many others.

The group was accompanied by Minister Trevor Taylor of Innovation, Trade, and Rural Development. Minister Taylor stated: "The trade mission represented a considerable opportunity to acquire a greater understanding of the opportunities in this region. Throughout the mission the market potential for our technologies in these markets was clear. The delegation was warmly-received and we anticipate this relationship will continue to grow."

Neil Chaulk, President & CEO of ICAN stated, "From ICAN's perspective, we were very pleased with the results of the trade mission. It was very well organized and we secured individual meetings with two large companies that we targeted as potential partners. The mission was certainly a success."

Piotr Waclawek, President & CEO of NavSim Technology Inc had this to say: "NavSim's introductory visit to San Diego was positive and mutually beneficial. Learning about San Diego's security needs and sharing our technologies one-on-one with potential players such as Northrop Grumman and Cubic Defense Group sparked enough interest to prompt future building and expansion of business relationships in the San Diego area."

Participating organizations included:

C-CORE www.c-core.ca

Compusult www.compusult.net

GRI Simulations <http://www.grisim.com>

ICAN Inc. www.icanmarine.com

Marport www.marport.com

NavSim Technology Inc. www.navsim.com

Q5 Systems www.q5systems.com

RUTTER www.rutter.ca

Virtual Marine Technology www.vmtechnology.ca

Marine Institute of Memorial University of Newfoundland www.mi.mun.ca

Canadian Maritime Trade Mission Visits Ensenada

The maritime mission from St. John's, Newfoundland that visited San Diego April 7-10 took part in a groundbreaking visit to the Mexican port city of Ensenada, the leading maritime center in Mexico. In recognition of the St. John's maritime cluster's position as a leading maritime center in Canada and San Diego as a leading maritime center in the United States, *The Security Network* worked closely with the Canadian Embassy in Mexico City and the Honorable Grant Manuge, Senior Trade Counselor, to create a mission to the beautiful and historic coastal town of Ensenada, just 2 hours south of San Diego.

The Mexican Navy, the Port Authority of Ensenada, and the Center for Scientific Research and Higher Education at Ensenada (CICESE) hosted the mission on its visit. The first stop of the day was at the Mexican Naval base on the southern edge of downtown Ensenada. Vice Admiral Alberto Castro, Base Commander, greeted the mission. While at the base, the Canadian delegates met with two dozen members of the Admiral's Command Staff and toured the base. They learned that one of the more interesting roles of the Mexican Navy is in providing support in academic oceanic research. Next up on the agenda was the Port Authority. The delegation was treated to lunch by General Director Carlos Jauregui Gonzalez and his staff. A presentation on the activities of the port was followed by meetings between the Canadians and representatives of some of the leading companies in the port. Jauregui said afterwards: "Events such as this provide benefits to our respective nations. Having access to unique and varied technologies can only add value to the activities of our many partners."

The final stop was at CICESE, one of the leading graduate institutions in Mexico. Situated on a hill leading into the city, the meeting room offered panoramic views of the Pacific and the harbor. The campus provided the perfect setting to wrap up the day's events with presentations by the nine Canadian companies and the Marine Institute and a reception featuring delicious Mexican cuisine and the award-winning wines of the nearby Valle de Guadalupe. Dr. Federico Graef Ziehl, Director General of CICESE and a valued partner of *The Security Network* and **Center for Maritime Systems & Security (CfMSS)**, said: "Events like this add value to all of those involved. As long as there continues to be value added for all of us, CICESE very much wants to be part of such missions to Mexico."