



## OUR NEXT STEP IS THE FIRST NATIONAL TRAINING NETWORK



The "I" in IFAD means "Institute" and shows that the company has a history a little different from most other. CEO and owner, Benny Graff Mortensen explains:

- In the mid-eighties the Software Engineer Line on Odense Technical College were up for closure and a dozen of local business men founded the private IFAD, Institute For Applied Data-technology to undertake technical-scientific research and development since they feared the local labor market would run dry on software engineers.

Mr. Graff Mortensen, at that time a teacher on the Software Engineer Line, was in charge of IFAD from the start and took over as CEO in 2004, one year later to become the sole owner of the company.

### NATO project was turning point

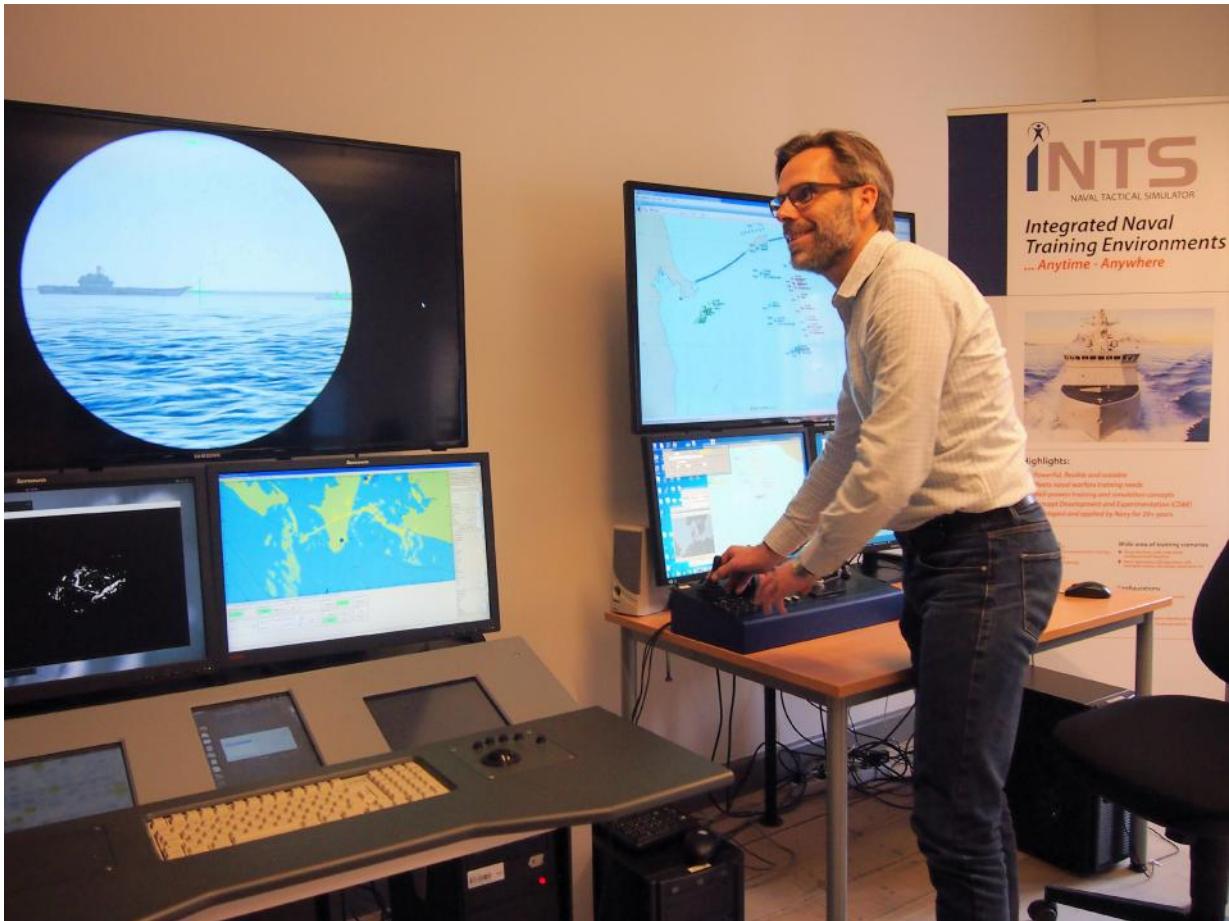
In the first years, IFAD was executing R&D projects for academia and small businesses but in 1998 Boeing invited the company onboard her Joint Strike Fighter program and that way got IFAD involved in defense software. That was only the beginning and two years later, the company faced a turning point:

- IFAD were invited to become members of a NATO research program on trans-border simulation. By taking part in this initiative we gained a profound knowledge on the core technologies behind simulation based training solutions, the IFAD CEO says, adding: - With that knowledge we decided to strengthen our profile, to put all our money on this business area and since 2004 this is all we do.

### Outstanding support from the navy

From the beginning in defense business IFAD has appreciated valuable support from the Danish armed forces. Shortly after joining the NATO project, a dialogue with the Danish Navy was initiated and three years later the first contract on naval simulation training was awarded:

- Our cooperation with the Danish Navy has been outstanding and their support are one of the main reasons we are here today, the IFAD CEO states. – Not only did they award us the first contract the navy has also been helpful in marketing and with backing from the navy we added vital knowledge on radio simulation, one of our key businesses today.



VP Henrik Voss demonstrates the naval tactical simulator in this case simulating Danish waters and ships, incl. the Russian aircraft carrier Admiral Kutznetzov

#### Training during deployment

In the early days, IFAD's systems were running on distinct computer networks and only on The Naval Warfare Center in Frederikshavn, but things have changed dramatically since then. Today all the simulation is done on common PC's and servers. By connecting the Warfare Center to the vessel's network, students onboard a ship can be trained while the instructor is teaching from The Naval Warfare Center - or the other way around. Mr. Graff Mortensen adds:

- A long-term vision for IFAD is to provide simulation-based training onboard a ship. Such solutions will make it possible to teach personal when the ship is away, participating in international missions.

#### Supporting the troops

Since 2010 IFAD have also provided the Danish Army with simulation based training solutions. A few years earlier the company realized that the army had no such solutions and decided to invest in that market, today providing both Forward Air Controller and Artillery Observer simulation training solutions. The next goal is the Danish Air Force for which IFAD anticipates to develop a joint system combining the various present training systems of helicopters and fighter aircrafts. When this is in place the next step is to create a national simulation-training network across all platforms in all services.

All aims driven by a personal ambition of CEO and owner Benny Graff Mortensen:

- I want to provide the finest possible training solutions to our soldiers, this is the best way IFAD can support our troops.