TERMA STRENGTHENS COLLABORATION WITH STRATEGIC SUPPLIER

It was announced from Aarhus, Denmark, on 20 October that the two companies ISIC A/S and Terma A/S have entered into a strategic partnering agreement. As a result of this agreement, the two companies further strengthen a well-established collaboration. ISIC, headquartered in Brabrand near Aarhus, Denmark, is a leading Danish supplier of computers and monitors for the defence and marine sectors and industrial customers. These sectors require reliable equipment that must operate in extremely demanding environments.

Since 2006, ISIC has provided various types of custom-made computers which are applied in Terma’s radar systems and in command and control systems for warships. Within the last two years, the collaboration has evolved from a supplier relationship into a true partnership.

Jens Husted, Vice President, Supply Chain and Procurement in Terma, explained, “We have a good collaboration with ISIC. Over a number of years, ISIC has demonstrated the ability and willingness to supply the custom-made computer solutions we require. ISIC has gradually completed more and more complex tasks for us, and on their own initiative, they contribute to design and development with their valuable domain knowledge.”

Said President and CEO Bo Lander Rasmussen of ISIC, “It is part of our company mission to establish close and long-term relations with high-tech companies in the sectors we address, that is to say the defence area, the marine sector, and the industrial segment. We emphasize being in close dialog with our customers and to develop products based on customer requirements and needs.” He continued: “We have benefited significantly from our collaboration with Terma. We have to meet strict quality and documentation requirements which we can also benefit from in other contexts. We have also gained a new understanding of the relationship between quality and production methods, and our quality system has been tested thoroughly.”

The continued closer relationship is formalized in a Memorandum of Understanding which was signed on 20 October at ISIC. The agreement implies that the partners agree on the continuation and expansion of the collaboration.

Said Jørn Henrik Levy Rasmussen, Vice President, Terma Global: “For Terma, it is crucial that we have competent and reliable partners such as ISIC which can deliver advanced computer equipment for our solutions and systems. Radar systems are often placed in environments with very harsh weather, and we must guarantee our customers that the equipment works in all weather conditions.
This is one of the reasons for ISIC being a key collaboration partner for Terma. High-tech jobs are also part of the recipe for creating growth and jobs in Denmark, so we are very excited to take the next step and together look at the future requirements for advanced technology.”

About ISIC
A/S:ISIC is a leading Danish supplier of rugged computers, monitors, and hardware equipment for defence, maritime applications, and the industry. ISIC was founded in 1990 and currently has 50 employees. The company is headquartered in Brabrand and is owned by the Swedish Lagercrantz Group AB.

About Terma
The high-tech Group Terma develops products and systems for defence, non-defence, and security applications, including command and control systems, radar systems, self-protection systems for aircraft, space technology, and aerostructures for the aircraft industry. The company has a total staff of 1,100 and realized in fiscal year 2013/14 revenues of DKK 1.137 million. Terma A/S is headquartered at Lystrup, Denmark and maintains Danish departments at Herlev and Grenaa. Internationally, Terma has subsidiaries and operations in The Netherlands, Germany, the US, Singapore, India, the UAE, and England.