

## Yüksel Savunma comes to IDEF with Innovations



In relation to the work of Yüksel Holding, that decided to invest in the defense industry in order to design and produce fully original products for Turkey, we conducted interviews with Yüksel Holding's CEO Emin Sazak and Executive Member of the Board of Directors of Yüksel Savunma Sistemleri A.Ş. (YSS) Hayri Eren from Yüksel Holding Companies in our previous issues, and talked about NÖBETÇİ that enables the soldiers that stand guard in guard posts to oversee the surrounding area from a more secure zone and intervene by firing if needed.

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We obtained information on the activities of YSS, which is now specialized in remote control surveillance and weapon systems and which developed the weapon stations it called YAK for land vehicles and D-YAK for sea platforms from Eren, with whom we met once again.

ÜMIT BAYRAKTAR: You participated in the IDEF Fair for the second time. What did you do from IDEF 2009 until today? We predict that there are good developments for you. Could you please tell us about these developments?

Hayri EREN: We have determined our industrial strategy as developing beneficial end products based on technology and being one of the leading companies of the defense industry and started working by designing a remote control weapon platform. We presented this strategy in the IDEF 2009 Fair with İMTAKS, which is an experimental work. Since the work we showcased in that fair, we developed products completely different from the former ones that are based on an advanced engineering study.

In other words, there is no change in our strategy. We receive great attention especially from abroad with NÖBETÇİ. We conduct collaborations with some countries in order to develop our various projects. In this context, 2011 passes very fast for us. We have a design and engineering team consisting of experienced engineers that work in the industry for a long time. İMTAKS that we showcased in IDEF 2009 was a study that we started under Yüksel Holding before our company, i.e. before YSS, was established. After IDEF 2009, we worked on a brand new and very different platform. From body design to electronic equipment, from video processing software to mechanical features, everything was designed and created from scratch. That's why we named the system "NÖBETÇİ". We use the name "BıboğGüat" in the international platform.

We introduced NÖBETÇİ to the Ministry of Defense and Turkish Armed Forces with a show featuring shots in March 2010. While we carried out our work in relation to NÖBETÇİ, the design and then production work for the Yığış Firing Tower (YAK) and D-YAK, which is the version of this product that will be used in sea platforms, started in the meantime. YAK and D-YAK will be present in our stand in IDEF 2011. These are systems with stabilization skill, on which 12.7 mm machine guns are installed and all software skills of which are the same with NÖBETÇİ. Compared with other examples, YAK provides the military units and guard posts the ability to conduct surveillance and fire if needed in tower position with a vehicle like an armored combat vehicle. D-YAK is designed lighter and more powerful than its counterparts.

Our other product that we named Yığış Detection and Following System (YAT) and we are currently developing a product that we will realize within the context of guard post production that can conduct all-around surveillance and which we believe will provide great benefits to guard posts.

ÜMIT BAYRAKTAR: We observed that your works including NÖBETÇİ received great attention in fairs such as DGA held in Malaysia last year and IDEE held in United Arab Emirates this year. Do you think this kind of attention is enough for the products like NÖBETÇİ to be used by our Armed Forces?

Hayri EREN: NÖBETÇİ is above all a proposal for concept change. Of course, as innovative products that will provide maximum benefits are developed, the concepts of use related to these products will also develop. Because Turkish Armed Forces follows the technology advances very closely, Technology never stays still. There are technology following units in headquarters of Military Departments and Grounds General Command. Our Turkish Armed Forces has a tradition, a habit that follows and applies all new developments. In the history, Turkish Armed Forces has steadily planned and proceeded. Defense systems develop in parallel to technological developments. We think that NÖBETÇİ will be very beneficial for executing the tasks targeted.



ÜMIT BAYRAKTAR: As YSS, where do you see yourself in the defense industry? What do you expect from the defense industry authorities?

Hayri EREN: As YSS, by keeping our system integrator identity forward, we follow a strategy to use the opportunities and skills of the SMEs and techno city companies in order to gain end products that are based on the defense industry, technology and are tactically beneficial and to

develop new projects. We also have skills such as electronic cards, system installation and wiring design, test planning and execution within the context of our software, electronic, mechanical design engineering, production and system engineering works. We are a company that has an infrastructure suitable for collaborating with other companies in the defense industry as a main contractor. In particular, we will continue our work in the field of manned security. Our R&D activities on adaptation of our existing work on weapon systems to more major-caliber weapons and many more new projects continue.

Our final goal is exporting to friend countries. Turkish Defense Industry can grow by supporting internally and therefore by leaning towards export eventually as in all world countries. At this point, the purchases that the Ministry of National Defense and Turkish Armed Forces will make from us are of course very important. The first question of nearly every country delegation we encounter for various reasons is "Does your army use this?". When we look at developed countries in the defense industry, we see that they are supported by their armies and defense industry organizations. We are at an era when we see a French military officer hopping on the Leclerc tank and promoting the tank, and a major general, who is the Armament Director of Italian Ministry of Defense giving an opening speech in his uniform in the collaboration event named "Eurasian Industry Days" organized by Italian Euronaval in Ankara in 2009. We wish to represent our country with success in the international platform with similar support.

We thank Mr. Eren for the information and wish the best for YSS that will showcase its YAK and D-YAK systems for the first time in IDEF in its introduction works for the world market in the fair and after the fair.

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