



U.S. Commercial Service

# Trade Mission to Saudi Arabia and Kuwait

Riyadh and Kuwait City

September 29—October 2, 2013





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Dear Participants and Honored Guests,

I would like to extend a warm welcome to you on the occasion of the 2013 U.S. Cyber Security and Critical Infrastructure Protection Trade Mission to Saudi Arabia and Kuwait. This mission marks the continued strengthening of our bilateral commercial relationship with both countries, as members of the private sector have a critical role to play in forging a lasting economic partnership between the peoples of the United States, Saudi Arabia, and Kuwait.

During the next week, I encourage you to take full advantage of matchmaking events to exchange views and perspectives. The structure of the mission is designed to foster commercial engagement by creating a forum to discuss prospective business opportunities and to explore avenues for collaboration. American businesses have a great deal of experiences and expertise to share with local partners, and the government ministers and private sector representatives you will meet have invaluable insights to share about their countries. The Saudi and Kuwaiti markets offer tremendous opportunities, and the United States wants to be a partner in their continuing efforts to diversify their dynamic economies. Now is the time to build on past commercial successes between our nations to ensure a fruitful partnership continues well into the future.

I am proud to represent the Department of Commerce's International Trade Administration, the premier resource for U.S. companies competing in the global marketplace. It is our mission to strengthen the global competitiveness of U.S. industry, promote trade and investment, and ensure fair trade. I look forward to our growing relationship.

Sincerely,

A handwritten signature in black ink that reads "Francisco J. Sánchez". The signature is fluid and cursive, with the first name being the most prominent.

Francisco J. Sánchez  
Under Secretary for International Trade

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## About the U.S. Commercial Service

The U.S. Commercial Service (CS) is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration.

### Who we are

- 1400+ trade professionals
- 108 domestic offices
- 115 commercial offices located in U.S. Embassies and Consulates in more than 70 countries
- Advocacy Center

### What we do

- Support American businesses with inherently governmental and trade promotion activities
- Connect prescreened foreign companies with U.S. suppliers

### How we do it

- Trade Counseling
- Market Intelligence
- Business Matchmaking
- Advocacy and Commercial Diplomacy
- Trade Promotion Programs

### The result

- Increased U.S. exports and U.S. jobs supported
- Level playing field for U.S. companies exporting abroad
- Increased number of U.S. exporters

For more information about CS products and services, please visit [export.gov](http://export.gov).

# AirPatrol Corporation

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AirPatrol Corporation develops mobile device identification and locationing systems. ZoneDefense, our security platform for wireless and cellular networks, can detect, monitor, and manage the behavior of smartphones, tablets, laptops, and other mobile devices based on their location. Our systems combine wireless infrastructure tools with endpoint software, to enable enterprise-class end-to-end network risk management capabilities; we also support IT best practices and comply with industry regulations. As a result, clients can enforce wireless policies and react to threats in real-time. Current customers include numerous government agencies, and military agencies, and large enterprises around the globe.

## Mission Goal

To meet with private and public sector officials with a need to enforce security policies against mobile devices in a secured zone.



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DataLocker is an innovative provider of encryption solutions. DataLocker products secure systems, media, external storage and cloud services for governments, military and enterprises around the world. DataLocker's Enterprise and DL3 encrypted hard drives and SkyCrypt, a cloud encryption solution, have received prestigious awards and recognition from organizations such as CES, MSNBC, Storage Visions, and Network World. Headquartered in Overland Park, Kansas, DataLocker products combine superior convenience and usability with state of the art security. DataLocker is "Simply Secure."

## Mission Goal

To build relationships with military and energy sector decision makers. DataLocker is also seeking distribution partners in Saudi Arabia and Kuwait



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Imagine IT is a professional services company based in the Washington, DC metropolitan area. We specialize in delivering innovative, cost conscious solutions to help our commercial, federal, state and local government clients become high performance businesses and governments. Imagine IT provides strategic leadership and execution within all facets of management consulting including our core competencies: infrastructure, mobility, cloud, and cyber security. We have a track record of delivering programs ahead of schedule and under budget, and have successfully revitalized at risk projects. Through a dynamic and collaborative approach that drives efficiency and continuous program improvement; we provide solutions that work seamlessly within our customer's environments.

## Mission Goal

To develop relationships with private and public sector decision makers in need of a comprehensive IT and security solution.



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**emagine**   
consider it solved.

# FireEye

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Security-conscious organizations choose FireEye for industry-leading protection against advanced targeted. FireEye Malware Protection System (MPS) supplements traditional and next-generation firewalls, IPS, AV, and gateways, whose signatures and heuristics cannot stop this next generation of threats. Today's defenses—even next-generation firewalls—leave significant security holes in many corporate networks. Traditional tools were designed for the known patterns of attack and not the increasingly-dynamic advanced attacks specifically devised to evade detection. Attacks now blend tactics like delivering malicious URLs and infected attachments through highly-personalized and effective spear phishing emails. Then, malware exfiltrates data and spreads through file shares. Firewalls, IPS, AV, and web/email gateways offer little protection against coordinated, blended attacks. By combining signature tools and strategies, FireEye stops today's advanced targeted attacks with near-zero false positive rates.

## Mission Goal

To develop relationships with private and public sector decision makers for the advanced protection of IT infrastructure.



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At Glimmerglass Optical Cyber Solutions, we revolutionize the way actionable information is derived from optical and electronic signals. Our fast and agile solutions derive results and discover the source in near real time to counter cyber terrorism, cyber crime, and ensure public safety. Glimmerglass serves a global customer base in Cyber Security, Defense, and Telecommunications.

## Mission Goal

To introduce the Intelligence Community to the Glimmerglass CyberSweep™, the world's only fully-integrated, centrally-controlled solution for instantly acquiring actionable intelligence from massive complexes of electronic and optical signals. Additionally, to develop local partnerships, which are critical to serving the cyber security requirements in Saudi Arabia and Kuwait.



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**Glimmerglass**   
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# Implant Sciences Corporation

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Implant Sciences is the leader in next generation Explosives Trace Detection (ETD), an established counter-terrorism technology; providing explosives and drugs trace detection solutions. Our technology is crucial to protecting major airport, oil and gas, and key infrastructure projects in KSA and Kuwait. IMSC products can be used stand-alone, or fully integrated. Our partner, Building Defence Systems (BDS) offers a full range of physical and software security products and has relationships with Saudi Aramco, Bahrain Petroleum Co., and the Ma'aden Aluminum project in KSA, etc. The QS-B220 is TSA-Approved and is a designated Anti-Terrorism Technology by the U.S. Department of Homeland Security under the SAFETY Act.

## Mission Goal

To develop relationships with key decision makers at airports and port agencies, oil and gas infrastructure installations, and military/defense agencies.



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# Lockheed Martin

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As a government and commercial contractor with worldwide employees, Lockheed Martin's enterprise computer network is continually exposed to a full spectrum of adversarial cyber threat activity. To counter these complicated threats, we developed an Intelligence-Driven Defense™ framework utilizing our experience in protecting our network and the networks of our government and commercial customers. This intelligence-driven approach to cyber security relies equally on technology, people and processes. Our unique solution, which has been applied across government agencies, commercial and industrial sectors focuses on creating a partnership to understand the current threat landscape and implements a comprehensive approach to enterprise resiliency.

## Mission Goal

To meet and develop relationships with officials and agencies with systems in need of advanced protection from cyber security threats.



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# The National U.S.-Arab Chamber of Commerce

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The National U.S.-Arab Chamber of Commerce (NUSACC), established over 40 years ago, is America's longest serving organization dedicated to U.S.-Arab business. On a daily basis, NUSACC works closely with leaders throughout the Arab world, as well as high-level decisionmakers in the U.S. business community, public policy research centers ("think tanks"), multilateral institutions, nongovernmental organizations (NGOs), media, and the U.S. government. With offices in New York, Houston, Salt Lake City, Los Angeles, and Washington DC, NUSACC covers the nation and is the only entity in the U.S. with official recognition conferred by the League of Arab States and the General Union of Arab Chambers of Commerce, Industry, and Agriculture. NUSACC is in touch with business communities across the U.S. and serves as the U.S. point of contact for the national chambers of commerce in the 22 Arab nations.

## Mission Goal

To reaffirm relationships with government ministries and chambers of commerce to promote closer cooperation among the United States, Saudi Arabia, and Kuwait.



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# OSI

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A global company, OSI is the leading supplier of open automation solutions for real-time management and optimization of complex production, transport, and delivery networks for utilities in the electric, oil and gas, transport, and water industries. OSI offers high performance, highly secure and reliable systems solutions to utilities worldwide. These solutions include Supervisory Control and Data Acquisition (SCADA) Systems, Energy Management Systems (EMS), Distribution Management Systems (DMS), Outage Management Systems (OMS), Generation Management Systems (GMS), Market Operation Systems (MOS) and Substation Automation Systems (SAS) as well as hardware products for security compliance and remote telemetry for utility operations. OSI clients cover the full spectrum of the industry and are spread across the globe with more than 350 installations worldwide.

## Mission Goal

To develop relationships with public and private sector decision makers with connections to the oil and gas industries and public infrastructure systems.



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**OSI**

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Raytheon is a technology and innovation leader specializing in defense, homeland security, and other government markets throughout the world. With a history of innovation spanning over 100 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of; command, control, communications, intelligence, detection, monitoring, reconnaissance, guarding, observing, sensing and effects, as well as a broad range of mission support services. Our history starts in the Middle East over 40 years ago with the first sale of the Hawk to Saudi Arabian Programs. It continues on during the 70's, 80's, and 90's with Hawk sales to Jordan, Egypt and Kuwait. Our commitment to the region continues today with local offices, first-in-class technology and service in Defense and Homeland Security, and a full spectrum of educational initiatives for industrial development and jobs.

## Mission Goal

To develop relationship with military and infrastructure protection agencies.

# Raytheon



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SEL makes electric power safer, more reliable, and more economical. To accomplish this mission, we design, manufacture, and support a complete line of products and services for the protection, monitoring, control, automation, and metering of electric power systems. Our solutions range from comprehensive generator and transmission protection to distribution automation and control systems. SEL serves utilities and industries around the world from 55 domestic and 45 international locations. Innovative SEL communications technology enables customers to monitor, control, and automate the operation of power systems.

## Mission Goal

To develop relationships with utilities agencies in need of infrastructure monitoring and protection solutions.



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Sourcefire provides a new model of security allowing defenders to be more effective before, during and after an attack; across all attack vectors; and respond at any time, all the time, in real-time. Our agile security solutions work not only at a single point in time, but also have continuous capability—always watching, never forgetting, and able to turn back time. We call this Retrospective Security. Sourcefire offers one scalable platform for network (FirePOWER): NGIPS, NGFW, Advanced Malware Protection; one solution for endpoint (FireAMP): advanced malware protection for endpoints, mobile devices, virtual environments; and one management console (FireSIGHT)—all working together to detect, understand, and stop threats.

## Mission Goal

To develop relationships with private and public sector decision makers for the advanced protection against malware and cyber threats.



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Tecore Networks is a global supplier of multi-technology 2G, 3G, and 4G mobile network infrastructure. Built with the same standards-based voice and data technologies available to global carriers on an IP-based architecture, we have dramatically enhanced functionality while minimizing space requirements, installation time and cost of ownership. We also offer integrated value-added features to enable our customers to increase ARPU and retention. Our solutions include core as well as radio access network infrastructure, supported by state-of-the-art professional services. Founded in 1991, Tecore is ISO 9001:2008 certified, and is a three-time winner of the Global Mobile (3GSM) Award.

## Mission Goal

To develop relationships with private and public sector decision makers needing to deploy telecommunications networks or control access to networks already deployed.



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