Sagem (Safran group) on November 13 signed a contract with MBM Aeronautics, a company based in the United Arab Emirates, concerning the promotion and distribution of its new Cassiopée Exclusive service to operators and owners of business airplanes and helicopters in Gulf Cooperation Council countries (Saudi Arabia, Bahrain, United Arab Emirates, Kuwait, Oman and Qatar).

Cassiopée Exclusive runs on iPad and offers innovative and user-friendly services for the management of business airplane and helicopter flight data. It covers an array of ground and flight operating aid services for business aircraft fleets. The Cassiopée offering comprises five service modules:

- Flight Safety & Risk Management
- Maintenance Performance
- Flight operations
- Airline Organization
- Cost Savings.

The contract was signed by HRH Sheikh Mohammed Bin Maktoum Bin Juma Al Maktoum, Chairman of MBM Aeronautics, HH Sheikh Ahmed Bin Dalmook Bin Juma Al Maktoum, second chairman of MBM Aeronautics, and Philippe Petitcolin, Chairman and CEO of Sagem, in a ceremony also attended by Jean-Paul Herteman, Chairman and CEO of Safran.

First unveiled at the 2011 Paris Air Show, Sagem’s Cassiopée service addresses all types of airlines and operators (major, cargo, regional, low-cost, etc.), plus aircraft owners and leasing companies, aircraft and equipment manufacturers, service centers and insurance firms.

Tailored to the specific requirements of each operator, Cassiopée is designed to support the new business models implemented by airlines and operators, designed to enhance risk management, reduce operating costs (MRO, fuel, etc.) and improve environmental protection (CO2 emissions).

"Through this contract with MBM Aeronautics, a major UAE operator, Sagem can meet the needs of users operating more than 650 business planes and helicopters in GCC countries," said Philippe Petitcolin, Chairman and CEO of Sagem. "MBM Aeronautics' selection of our service confirms the expertise of Sagem in the critical area of aviation risk management and safety services."
This latest business win follows the first selection of Sagem’s innovative new service by the Chinese civil aviation safety technology center last June.

The Cassiopée service builds on more than 20 years of experience acquired by Sagem in the management and processing of flight data, including its AGS (Analysis Ground Station) flight data analysis system, and in-depth knowledge of the requirements of some 160 airline customers.

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Sagem, a high-tech company in the Safran group, holds world or European leadership positions in optronics, avionics, electronics and safety-critical software for both civil and military markets. Sagem is the No. 1 company in Europe and No. 3 worldwide for inertial navigation systems (INS) used in air, land and naval applications. It is also the world leader in helicopter flight controls and the European leader in optronics and tactical UAV systems. Operating across the globe through the Safran group, Sagem and its subsidiaries employ 7,000 people in Europe, Southeast Asia and North America. Sagem is the commercial name of the company Sagem Défense Sécurité.

For more information: www.sagem-ds.com

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