

# THALES

## Finance, huisvesting en innovatie: een bijzondere combinatie?

*- uitdagingen omzetten in kansen -*

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# Our Mission

Wherever Safety and Security are critical, Thales delivers. Together, we innovate with our customers to build smarter solutions. Everywhere.

AEROSPACE	SPACE	GROUND TRANSPORTATION	DEFENCE	SECURITY
				

**TRUSTED PARTNER FOR A SAFER WORLD**

# Thales in the Netherlands

Sales: 500M€  
Export: 400M€  
R&T spend: 115M€  
Employees: 2,000

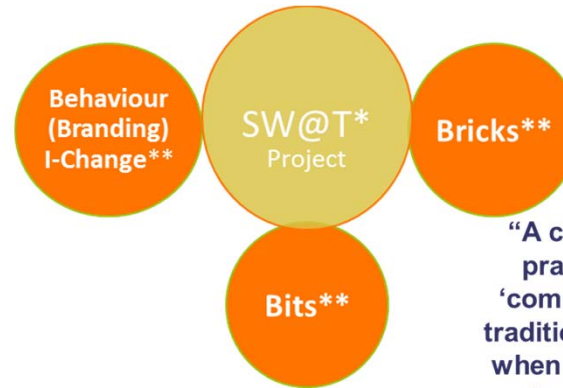


# Business challenge: renewal Hengelo site (2012)



## Challenge:

- Site based on industrial company with up to 5,000 employees (42 Ha)
- Currently 1,500 employees working in Hengelo
- From Manufacturing to Engineering and Test & Integration



## Smart Working:

“A commitment to modernize working practices, by moving away from the ‘command and control’ assumptions of traditional styles of working about where, when and how work should be done. It’s about doing more with less, working wherever, whenever and however is most appropriate to get the work done”

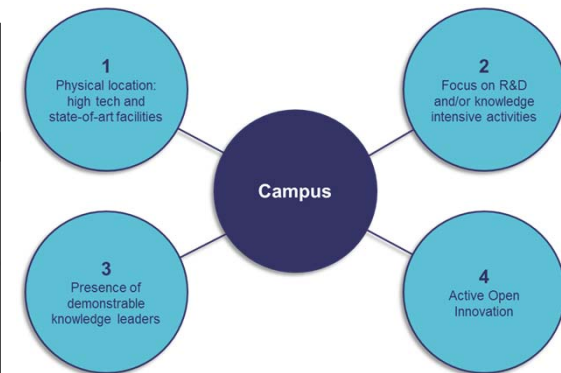


Main driver business case: **efficiency**



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# Business challenge: create opportunities for disposal land (2014)



Buck Consultants International, Nijmegen, NL

- Smart co-operation with external parties: create an open-innovation platform
- Attractive environment to sell the property
- Share facilities for efficiency: decrease cost level

## Create solutions out of complexity:

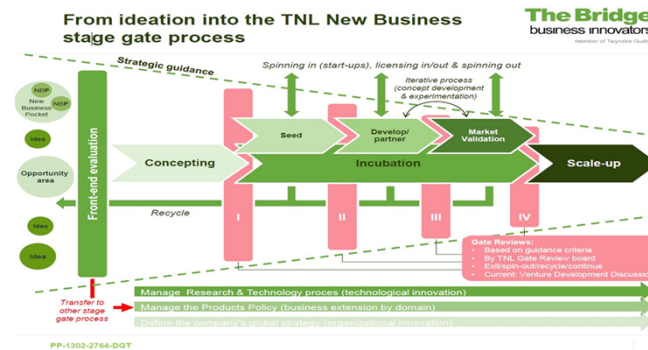
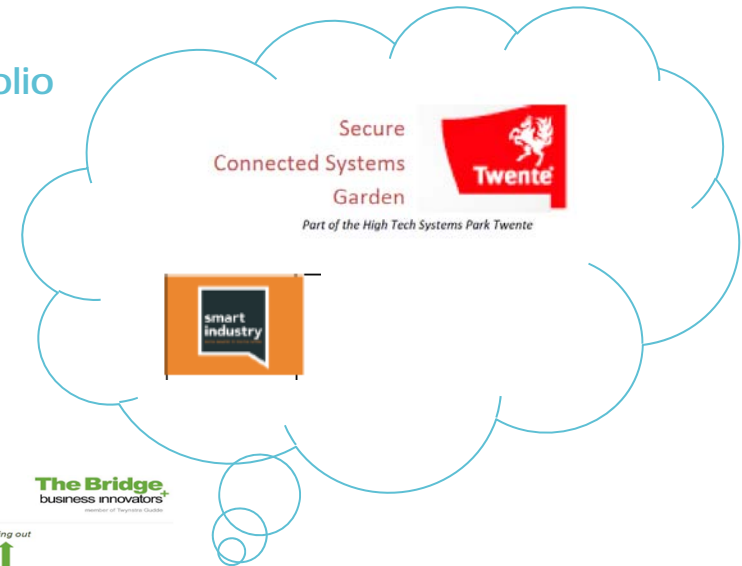
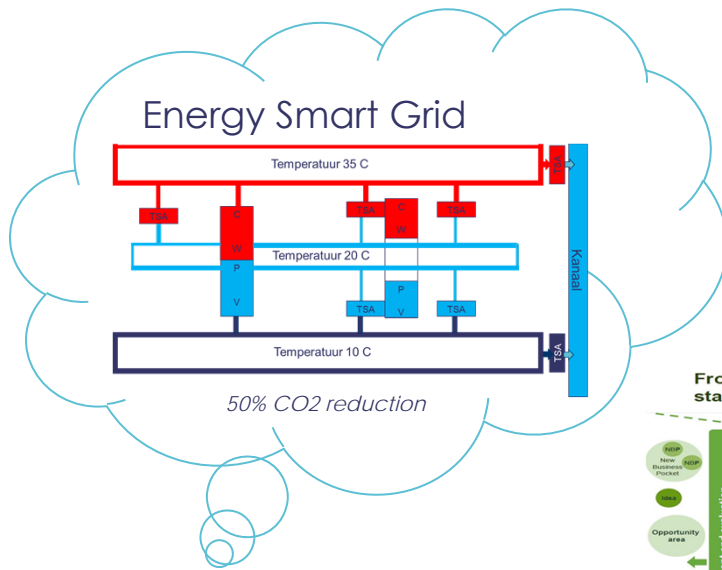
- Joint initiative of industry and government (TopSector HTSM and economic growth)
- Platform for 'smart partnering'
- Demonstrate 'implementation' rather than 'slideware'

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# Business challenge: connect our business core competences (2015)

## Ambition: new business strengthening current portfolio



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