

# SECURITY FAIRS



**FINAL REPORT**



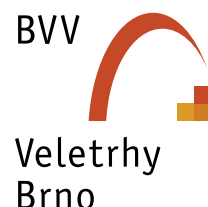
31. 5. – 2. 6. 2017



31. 5. – 3. 6. 2017



BRNO – CZECH REPUBLIC







## IDET EXHIBITORS

**388** exhibiting companies

from **30** countries

**58%** from abroad

### Largest foreign participations

Turkey, Austria, Germany

### List of represented countries

Austria, Belgium, Bulgaria, Canada, China, Czech Republic, Denmark, Estonia, France, Germany, Gibraltar, Great Britain, Hungary, Israel, Italy, Japan, Lithuania, Luxembourg, Netherlands, New Zealand, Norway, Poland, Russia, Slovakia, Sweden, Switzerland, Turkey, Ukraine, United Arab Emirates, USA

**IDET**  
2017

**Turkey**  
**Czech**

### Turkey – Partner Country of IDET 2017 14 exhibiting companies

**Petr Hák, Department for Industrial Co-operation and Organization Management, Ministry of Defence of the Czech Republic:**

We are glad that Turkey has become the main trade fair partner and we held quite extensive discussions about cooperation between the defence industry entities. A Memorandum of Understanding between the ministries of these two countries is under preparation. Turkish companies have come here to show technologies that are not produced in the Czech Republic, such as identification systems for internal and as well as foreign aviation, aircraft missile technology, avionics, armoured equipment, weapon systems, ammunition, precise ammunition. There is certainly room for new contacts here.





# PYROS, ISET EXHIBITORS

**127** exhibiting companies  
from **16** countries  
**35%** from abroad

## Largest foreign participations

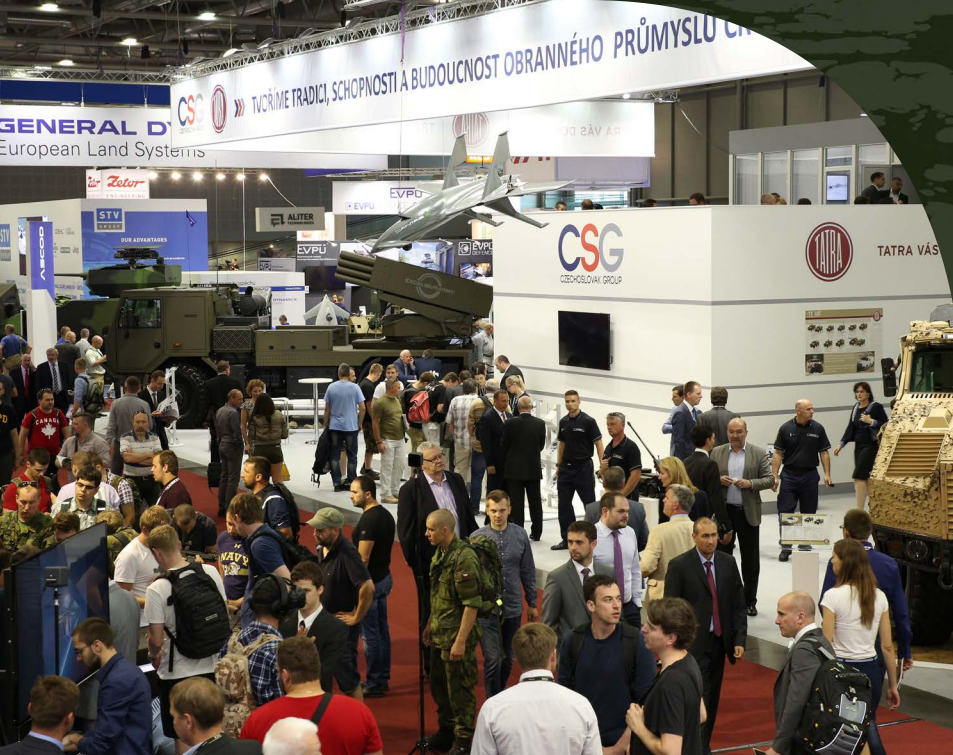
China, Germany, Slovakia

## List of represented countries

Austria, Canada, China, Czech Republic, France,  
Germany, Great Britain, Italy, Netherlands, Norway,  
Poland, Slovakia, Sweden, Switzerland, Taiwan, USA







## VISITORS – IDET, PYROS, ISET

Total of **32,828** visitors from **48** countries

**1,184** registered foreign visitors

**Visitors' preference:**

**IDET 76.1%, PYROS + ISET 23.9%**

**223** journalists from **10** countries accredited for the event.

The highest number of foreign visitors came from Slovakia, Poland, Austria, Germany and Turkey.

Security day on 3 June 2017 was visited by 6,522 visitors.

### The visitors came from these countries:

Austria, Belgium, Brazil, Bulgaria, Canada, China, Croatia, Czech Republic, Denmark, Egypt, Finland, France, Germany, Great Britain, Greece, Hungary, Indonesia, Ireland, Israel, Italy, Japan, Kazakhstan, Latvia, Lithuania, Macedonia, Moldavia, Netherlands, Norway, Pakistan, Philippines, Poland, Romania, Russia, Rwanda, Serbia, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sweden, Switzerland, Togo, Turkey, Ukraine, United Arab Emirates, USA

### Which branches were the visitors most interested in

Weapons and ammunition	10.2%
Battle tanks, vehicles and means of transport	8.9%
Aircraft	6.9%
Security technology and services	6.0%
Personal security and protection	5.8%
Fire equipment and services	6.6%
Safety equipment and services	5.1%



# QUOTES ABOUT THE FAIRS

I welcomed the invitation to IDET as I believe that the arms industry is an industry just like any other and arms exporters must be supported just like all the others.

**Miloš Zeman, President of the Czech Republic**

The Army and the Ministry of Defence of the Czech Republic strongly cooperate on IDET, I take this as a matter of course and I will especially appreciate if IDET gets visited by as many citizens as possible. IDET has several dimensions and first of all I wish to express how immensely important it is for our citizens to know that they have an army, what the army does and what arms it is equipped with – so that they know what their taxes are spent on. In today's rather complex security situation this is all the more important.

**Martin Stropnický, Minister of Defence of the Czech Republic**

The army is present at every IDET edition. This year, there are close to three hundred soldiers here who support the exhibition and fifty pieces of equipment, i.e. ground and air force equipment. This is a good opportunity to show how the army has evolved and what equipment it uses. The public can see how funds are spent on the defence of the state. And we feel really at home here.

**Josef Bečvář, Chief of General Staff of the Armed Forces of the Czech Republic**

Unfortunately, there is no ideal world of good. That is why there must be an army, security forces and security fairs. I believe that the IDET/PYROS/ISET fairs will contribute to improving our security.

**Jiří Kuliš, CEO, BVV Trade Fairs Brno**

At the trade fair we signed an agreement between AOBP and our Hungarian counterpart, the Hungarian Defence and Security Industry Association, which aims at closer cooperation. Furthermore, at the Czech-Austrian Forum I invited our Austrian colleagues to join this agreement and support us in our efforts. I have some concerns over the current ideas of the European Commission to set up the European Defence Fund and over its impacts on small and medium-sized enterprises in small countries. We want to protect our industry and we wish to invite other countries, such as Austria, Slovakia or Slovenia to join forces to counterbalance pressures of large corporations.

**Jiří Hynek, President of the Defence and Security Industry Association of the Czech Republic (AOBP)**

The Police of the Czech Republic has focused its exhibition this year on introducing the specific work performed by the Foreign Police Service, which is not so visible to ordinary citizens. Under the working title "Migration" we wanted to introduce to the public what technology we

use to protect the state borders and how it would work if we were to detain a group of refugees. The visitors were most interested in testing the technology at the registration point we set up in our exhibition stand. From our point of view, IDET was a success, a large number of visitors arrived and a lot of young people asked about the police work. We also had an HR manager from the Police of the Czech Republic present here.

**Miroslav Tóth, Head of Foreign Police Department, Regional Directorate of the Police of the South Moravian Region**

City police from 16 cities have introduced their diverse activities at the security fairs in Brno. Even at first sight it is clear that the needs and equipment of the police officers vary according to the location where they operate. We had the opportunity to present individual city police forces of the statutory cities to the general public as well as to security experts, which I consider very important. This is the first time in 25 years that we have made this joint form of presentation.

**Milan Kladníček, Director of the City Police in Zlín and Chairman of the Collegium of City Police Directors of the Statutory Cities and the Capital of Prague**

We take part in various defence trade fairs around the world, with IDET being one of the prominent ones. Turkey and the Czech Republic cooperate within NATO and, at the same time, our defence contractors cooperate individually. Turkey has been buying light weapons of Czech production for a long time since the times of Czechoslovakia. Therefore, our cooperation is nothing new. We are pleased to be a regular participant at the IDET fair and this year we will even become the partner country. This confirms the emphasis we place on the cooperation between the Czech Republic and Turkey in all areas including the defence industry.

**Fethi Etem, First Secretary of the Turkish Embassy in Prague and Deputy Ambassador**

I would like to acknowledge the cyber security secondary school competition. We face a huge shortage of people, IT specialists and therefore it is good to start at secondary schools and I hope that it will continue at universities.

**Dušan Navrátil, Government Cyber Security Authorised Officer**





# FOREIGN DELEGATIONS AT IDET FAIR

**Official delegations and representatives of foreign armies from 17 countries, invited by Minister of Defence of the Czech Republic and Chief of General Staff of the Armed Forces of the Czech Republic, participated in the fair:**

Austria, Belgium, Brazil, Egypt, France, Germany, Hungary, Kazakhstan, Latvia, Macedonia, Norway, Philippines, Poland, Rwanda, Slovakia, Sweden, Turkey



## GOLDEN IDET 2017

### Awarded exhibits



**Mobile field kitchen  
PK 4 Kaga**

**Producer:** Agados, spol. s r.o.

**Exhibitor:** Agados, spol. s r.o.



**PERUN ST**

**Producer:** SVOS spol. s r.o.

**Exhibitor:** SVOS spol. s r.o.



**The semi-automatic  
rifle model XCR-M**

**Producer:** Robinson Armament Co.

**Exhibitor:** Meopta-optika, s.r.o.

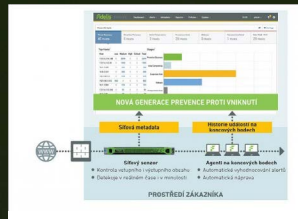


More at [www.idet.cz](http://www.idet.cz)

### Integrated solution Fidelis Network & Fidelis Endpoint

**Producer:** Fidelis Cybersecurity

**Exhibitor:** Fidelis Cybersecurity



### BM-21 MT 4x4

**Producer:** EXCALIBUR ARMY spol. s r.o.

**Exhibitor:** EXCALIBUR ARMY spol. s r.o.







## CYBER PAVILION

**presented current trends in cyber security and offered the visitors dozens of demonstrations and workshops.**

During IDET, the cyber pavilion received nearly two thousand visitors, of whom about 1,200 took part in some of the accompanying activities.

The main partner of the cyber pavilion was CyberGym Europe, a.s., who presented modern methods of preparation of security teams.

Great attention was aroused by a hacker contest, in which dozens of visitors took part.

The climax of the programme was the Secondary Schools Cyber Security Competition final with the participation of 1,100 students of 162 secondary schools. 29 students from 17 Czech secondary schools qualified for the final. The winner is Jakub Smejkal from the Secondary School of Informatics and Communications in Brno.

**General Partner**







## IDET ARENA 2017





# SECURITY DAY

on 3 June 2017 was visited by 6,522 visitors





# EXHIBITOR'S VIEW

## **Lukáš Novotný, Marketing Manager, CZECHOSLOVAK GROUP**

We are pleased to be able to present our products to the professional and general public. IDET was larger than last time, but on the other hand there were a lot of lay visitors here but we do not mind because our products are intended to serve people across the individual sectors. We received the GOLDEN IDET for the BM-21 vehicle, which is a modernized rocket launcher built on the Tatra chassis. Overall, about two thousand people came to visit our stand. For three days we held continuous negotiations in all areas offered by our stand, which was the largest at the fair, we occupied over 500 m<sup>2</sup> of indoor space and another 400 m<sup>2</sup> outside. We signed several cooperation agreements, several memoranda, and met both the existing as well as new business partners.

## **Martina Jelenová, Office Manager, BAE Systems**

This year's IDET is far better than the one two years ago, there were many more political and army representatives as well as the public coming here. We expanded our exhibition and brought interesting exhibits here attracting the interest of visitors. We have a very positive opinion of the fair and we are satisfied with the business, too.

## **Jiří Musil, Sales Specialist, KÄRCHER**

This is our first time at IDET. In our portfolio we have a range of products suitable for the army, rescue services and similar entities, which we have been offering in the Czech Republic for only two years and therefore this is our premiere cross-section presentation of the of our offer. We are very happy with the business here; I have held



meetings with people from our target group, i.e. soldiers, fire-fighters and rescue workers. We could talk in person about different details of the technology, which was certainly a benefit and I have also arranged further meetings and product presentations for the future. The total offer presented at IDET is excellent, there are interesting technologies here, many of which complement our products. I think that the trade fair standard was very high.

## **Daniel Bednařík, Chairman of the Board, FT Technologies**

City police are not centrally controlled as the Police of the Czech Republic and, in particular, the city police officers in small towns and municipalities have no place to meet and exchange new information, and therefore we have organised for them the second conference in cooperation with BVV Trade Fairs Brno. The aim is to create a platform for such meetings and give them an opportunity to discuss topics that are urgent, such as migration, cyber security and current legislation. The in-





terest of more than 170 participants from the Visegrad countries, especially from the Czech Republic and Slovakia, confirms the importance of this meeting.

**Pavel Boháč, PR Manager, FT Technologies**

Excellent synergies with BVV Trade Fairs Brno and the ongoing security fairs have been established. Our conference attendees were given the opportunity to visit IDET, PYROS and ISET, to become acquainted with technical matters, meet technology vendors as well as partners they normally meet in the street in relation to security matters such as police, firemen, and so on.

**Jan Kupský, Managing Director, ALFAVARIA Group**

The Prague City Police stand presents our now product, a two-story extendable system built into the river police service vehicle. Other extendable systems for utility vehicles, built-in structures and unbreakable outdoor cases, ideal for storing sensitive equipment. There is great interest in our solution and this trade fair is generally very positive from our point of view. It is not about the number of visitors but about the quality of potential customers and I feel very good about that.

**Pavla Šimíčková, Marketing Coordinator – Primus, Alliance Laundry CE**

Our company's exhibition stand is somewhat non-typical at security fairs as we came here with our laundry technology. The visitors are surprised to see a washing machine in operation here but then they realize that in every industry where there is work to be done one gets dirty and clothes need to be washed. That is why we invited fire brigades, prison service and police to our stand.

**Vladimír Jadrníček, Managing Director, H.BLOCH**

Our company presents a mobile hall for operations carried out in harsh conditions as its main exhibit at the IDET and PYROS fairs, which we have also entered in the GOLDEN IDET competition. We believe it could be utilised very well by the army, for example as a repair hall for heavy machinery, it can also serve as a garage for rescue or fire brigade vehicles in hard-to-access terrains, etc. It is the first presentation of this product in Europe because for the time being it is only used in Canada and America. Visitors were interested in both the hall and our mobile oil and water tanks. I never assess results of negotiations right at the fair or immediately after it because my experience from the engineering fairs show that some deals are made even two years later.

**Jaroslav Lorenc, Company Executive, THT Polička**

We always like taking part in the PYROS fair in Brno. For us, it has been a traditional event for a number of years. We always choose the current version of fire trucks that come with some upgrading features in order to show them to the visitors and, of course, we discuss their requirements that we then want to reflect in the vehicles in the future. This year we have come with four vehicles built on the tradi-

tional Czech chassis made by Tatra Kopřivnice, producer we very much like to cooperate with, and Scania chassis, 4x4 and 6x6 modifications. We are satisfied with our participation at the fair and we believe that we will be also taking part in this event in the future.

**Luděk Svoboda, Business Manager, ZHT Group**

We like the exhibition, there are many potential customers and fans coming here. Volunteer fire-fighters highly appreciated our portable Tohatsu motor fire engines and floating suction strainers, professional fire-fighters appreciated mainly the truck superstructures made from copolymer. It can be said that Thursday and Friday are the busiest trade fair days and we will see what awaits us on Saturday.

**Daniela Janíková, Marketing Manager, Holík International**

We have come to PYROS to introduce first response and rescue gloves for fire-fighters and given the fact that IDET is taking place in the next hall, we also present here our segment of military and police gloves. Compared to previous editions, we have a fairly large stand here and we are very pleasantly surprised by the interest of end customer as well as discussions with business partners. We have been very busy with all our colleagues since Wednesday. Many people are interested in our new SensPro, which are gloves fitted with temperature and infrared sensors, visually alerting the fire-fighters of danger. We receive predominantly positive reactions at our stand, people know our company, they have come to test the gloves and therefore we are generally satisfied.

**Matej Beňo, Representative of BeeSafe and Reporty, Slovakia**

We have come here to present our smartphone app and the BeeSafe Reports safety platform used to call help automatically. We offer solutions for individuals of different age categories as well as for companies. I think that ISET is a very beneficial event for us because we can contact not only the standard visitors who come to see this trade fair out of interest but we have also got in touch with a number of companies with whom we could establish cooperation and develop a joint project based on our application.





**Michal Fulier, Ministry of Defence of Slovak Republic, Slovak cosmonaut – alternate**

The exhibition stand of the Ministry of Defence of the Slovak Republic at the IDET fair has created a space for meeting our business partners and for presenting our central theme– the idea of the Trust Fund for Ukraine, which is supported by the practical experience of our soldiers from missions in Afghanistan and Iraq. Visitors showed interest in presentations on panels as well as in the exhibited technical equipment.

**František Biely, National Centre EOD and RCHBO Nováky, Army of the SR**

The IDET fair met my expectations, I was surprised by some of the exhibited products, technologies have gone a long way. I established some contacts here that I will use at least for my own needs to make the military service more enjoyable. I am satisfied with the atmosphere, the Czech and Slovak armies are historically close and I also experienced pleasant nostalgia here.

**Juraj Urban, Managing Director, General Dynamics European Land Systems – Czech**

This year's IDET was very interesting both from the point of view of the visitors and certainly also for us, the exhibitors. We liked it in business terms but also the goods that were here to see. We are satisfied.

**Branko Krištof, Business Manager, MPI Group**

After years of minor downturn we can see again the interest in IDET also based on the number of exhibited pieces of equipment. It is apparent that everything is on the rise. The growing interest of exhibitors is related to the increased army budgets and its increased purchases. The expected business meetings took place at our stand and we were satisfied with the participation. For the first time we have introduced to the professional public what we are able to deliver.

**Zdeněk Zachař, Sales Manager, AERO Vodochody AEROSPACE**

I consider this edition as very successful, the entire Hall P is full and a number of foreign and domestic delegations have arrived. IDET is a major social event and has turned out very well. We are satisfied both in business and social terms.

**Ivo Veselý, Head of BU Land Systems, RayService**

This year's IDET can only be described as positive. There was a number of foreign companies here, of course there is a lot at stake, new tenders are out attracting interest. Strong stakeholders seeking to win a tracked vehicle contract have sent their best technology and teams of people here. If we were to hold so many meetings with so many people all over Europe, we would need at least a quarter of year, but here we can manage the same within three days. All negotiations we have had here have resulted in concrete pro-

posals which is a major difference compared to the past. We hope that these negotiations will lead to concrete cooperation in the future.

**Michal Slezák, Executive Director of the Cyber Security Association, European Cyber Security**

I am impressed by the Cyber Pavilion, we have managed to organise such an event for the first time. The Pavilion is obviously very lively all the time, it is visited by curious people who also attend expert announcements from partners and therefore we have achieved what we wished to achieve. We are also satisfied with the secondary school cyber security competition; we very much appreciated our involvement and promotion. The winners will move on to the international round and we will certainly continue with this competition. I am excited about this year's IDET and I think everyone is satisfied here.

**Jakub Kanta, Managing Director, DEKONTA CBRN**

The ISET and PYROS fairs have been useful for us, giving us a chance to find out what customers expect us to do. These were very specific comments and we will now be able to better respond to their demand. In addition, potential customers have come to visit us and the company therefore sees its participation at the fair in positive terms.

**Jiří Ruprecht, Director of the Olomouc detention facility**

This is the first time we have participated in PYROS and ISET. Not many people know what it is like to live in prison and they could come here to see a prison and detention cell as well as equipment for transporting prisoners. At our exhibition stand we showed everything starting from products made in prisons to items that the convicts manage to smuggle into their cells. The Prison Service is very satisfied with its first presentation to the public.

**Adolf Kapic, Defence and Security Industry Association**

IDET is very important for small and medium-sized Czech businesses as it provides access at reasonable costs to potential customers in basically the same scope as in other large international trade fairs.

**Jana Zechmeisterová, Spokesperson of the Ministry of Defence and ACR**

I think more people came to IDET than two years ago. Visitors certainly enjoyed the equipment, we have arrived with fifty pieces. There was a great interest in simulation and training technology for air and ground equipment. Visitors could see what it is like to be inside a helicopter, tank or Pandur. The laser shooting range was a great success and a lot of people came to see the field hospital. People were also interested in our recruitment booth, both in professional units and military schools.



## Under the Auspices of

- President of the Czech Republic
- Prime Minister of the Czech Republic
- Ministry of Defence of the Czech Republic
- Chief of General Staff of the Armed Forces of the Czech Republic
- Ministry of Industry and Trade of the Czech Republic
- Ministry of the Interior of the Czech Republic
- Ministry of Foreign Affairs of the Czech Republic
- Police President of the Czech Republic
- General Directorate of Fire Rescue Service of the Czech Republic
- Defence and Security Industry Association of the Czech Republic
- Senate of the Parliament of the Czech Republic

## Cooperating organization and coorganizers of the supporting programme

- Defence and Security Industry Association of the Czech Republic
- AFCEA Czech Chapter
- Jagello 2000
- Administration of State Material Reserves – Czech Republic
- Association of Aircraft Producers of the Czech Republic
- Defence University Brno
- Association of Arms and Ammunition Producers of the Czech Republic
- Czech Proof House for Arms and Ammunition
- AGA – Association of the Technical Security Services Gremium Alarm

## Media partners

- Main media partner for the Czech Republic
- Main media partner for Slovakia
- Exclusive media partner for foreign countries
- Online news of the fair

**MS Line**

**Magnet Press**

**Mönch Publishing Group**

**Army Recognition**

- Media partners of IDET

natoaktual.cz, Střelecká revue, defence-industries.com, Small Arms Defense Journal, ARMSCOM, Defence 24 com, Wojsko i Technika, European Security+Defence, Armada International

- Media partners of PYROS and ISET

požáry.cz, ORSEC, Hasičské noviny, Alarm Revue, SECURITY magazín, MORAVSKÉ HOSPODÁŘSTVÍ, Extra Publishing, FIRE TV, Centrum News.cz, AMBO



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**IDET**  
2019

## 15<sup>TH</sup> INTERNATIONAL DEFENCE AND SECURITY TECHNOLOGIES FAIR

[www.idet.cz](http://www.idet.cz)

**29.–31. 5. 2019**



## 19<sup>TH</sup> INTERNATIONAL FIRE FIGHTING EQUIPMENT AND SERVICES FAIR

[www.pyros.cz](http://www.pyros.cz)

**29. 5.–1. 6. 2019**



## 10<sup>TH</sup> INTERNATIONAL SECURITY TECHNOLOGY AND SERVICES FAIR

[www.iset.cz](http://www.iset.cz)

**29. 5.–1. 6. 2019**

**BRNO – CZECH REPUBLIC**

**IDET 2019**

**29. 5.**

**30. 5.**

**31. 5.**

**1. 6.**

**PYROS, ISET 2019**