

CASE STUDY: High Threat Environment - MENA

## COMPLEX TECHNICAL INFRASTRUCTURE

### 100%

attainment of equipment through managed supply chain





### Zero

security incidents due to FRDA's well executed security plan

### 8 weeks

ahead of schedule on an 8 month project; 22% time savings

### Client Challenges

-  Client needed a technical solution to capture multiple modes of real-time data in transit
-  Political challenges working with an autonomous government within a large MENA country
-  Regional supply chain was often compromised risking loss of equipment and billions in USD
-  Project schedules in the region were notoriously slow and not aligned with target deadlines

### FRDA Solution

FRDA was selected based on past technical performance and their ability to provide a persistent presence in the region. FRDA's reputation allowed them to leverage influential local relationships, pacifying the complex intergovernmental and autonomous balance in the region. FRDA served as the liaison between three Governments, the technicians, and the local populace. FRDA planned and executed a three phase approach: Generating stakeholder support for the project; implementing the system; and ensuring the client was proficient at generating the desired results.

### Phase I: Generate Buy-In

FRDA demonstrated their understanding of political and cultural sensitivities, gained the confidence of the local Government, and earned the local population's trust. This foundation guaranteed project success.

### Phase II: Build & Implement

FRDA managed the client's supply chain and local technical experts implementing the necessary system to meet client data collection priorities.

### Phase III: Mentor & Manage

FRDA provided mentors to train local technicians on operation and maintenance of the system.

### Impact

- ⦿ Zero security incidents due to proper rapport building
- ✦ Client requested FRDA personnel remain onsite to provide tailored technical advisory service
- ✕ Technical solution achieved 100% of functional capabilities and operational targets
- † Supply chain integrity preserved; no equipment loss
- ⦿ Project completed early and under budget