



**Welcome
IRB/ITB Success Story**





History of MilAero

- MilAero was incorporated November 29, 2002 and began to supply various wire harness and cable assemblies for the Defense Sector
- Staff has grown from four in 2002 to thirty-seven today
- Continuously investing in equipment, expertise in fabrication and regulatory certifications, such as AS9100(CA10/407023), moved MilAero into the Aerospace Industry



MilAero Today

- In 2014, Mil-Aero Electronics moved to a new, purpose-built facility in Dartmouth, Nova Scotia.
- Specializing in the manufacture and integration of build-to-print electrical cables and harness assemblies, electrical-mechanical control boxes and other value-added parts for Defence and Aerospace
- MilAero has expanded into the Oil and Gas, Renewable Energy, and Mining Sectors.



IRB Success Story Begins

- In 2005, MilAero signed a contract with FLIR Systems Inc., a global leader in Thermal-Imaging Infrared cameras and over night MilAero doubled income and manpower. It was a huge game changer and a direct result of IRB Program Policy
- In 2013, Raytheon Space and Airborne Systems contracted MilAero for the production of Radio Frequency cable assemblies. Again, the direct result of IRB Policy



Relationship

- Building on the relationship developed through the success of the IRB contract with **Raytheon** and **FLIR**, MilAero continues to win contracts with both Primes for various and ongoing projects
- In 2013, Raytheon awarded MilAero with a 4 Star Excellence Award for its outstanding service
- MilAero was recognized by Industry Canada as an IRB (Industrial and Regional Benefits) Success story

4-Star Excellence



<https://vimeo.com/131552374>



Success Story Continues

Why MilAero? Why any SME?

The IRB/ITB Policy supports the growth of small to medium sized businesses in all regions of the country. Requiring Primes to undertake business activity equal to the value of contracts, brings opportunities to SMEs like MilAero.

These opportunities are not gifted, there are many boxes to tick through the process of application, accreditations required, audits etc., and continued quality, value and on-time delivery of product to customer.

Conclusion

- After the completion of the IRB/ITB obligation, FLIR and Raytheon continue to do business with MilAero as a fully developed and mature supplier in their Global Supply Chain.
- The 'Success Story' for an SME like MilAero, is the opportunity to develop relationships with and firmly position itself to participate in future contracts. Also, the ability to showcase quality products and services globally.



**Thank-You
Paul & Debora**

