

# LGS MEETS THE NEED FOR SECURE COMMUNICATIONS UNDER THE MOST DIFFICULT OF CIRCUMSTANCES

**The Customer:**

U.S. Army / NATO  
International Security Assistance Force  
(ISAF)

**The Challenge:**

Lack of Secure Communications  
in Hostile Territory

**LGS Innovations is out-performing some of the largest defense contractors in “Greenfield” projects, earning in-region technical credibility second to none.**

LGS Innovations has long been recognized for leading the industry in network and communications solutions. Knowledge alone, however, isn't all that is needed when those solutions must be developed and implemented in hostile territory. Project implementation in countries such as Iraq and Afghanistan present challenges that are not necessarily seen in other areas, and the LGS team not only takes on those challenges, but surpasses expectations, completes the mission, and garners the praise and respect of the client.



**LGS**  
**INNOVATIONS**

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**LGS IS INTRODUCING NEW TECHNOLOGIES AND APPROACHES TO ACHIEVE MORE EFFECTIVE COMMUNICATIONS CAPABILITIES, BALANCED AGAINST THE REALITY OF OPERATING IN A BARREN, UNSETTLED, AND POLITICALLY-CHARGED LANDSCAPE.**

## Challenges

Many of the projects being initiated in Afghanistan are “Greenfield,” as there is not much existing infrastructure to draw upon. The majority of these are physical layer projects—meaning the scope includes the construction of inside and outside plant copper and fiber optic cable segments being terminated at points of presence relevant to the military operations.

Each day on the job could bring anything from insurgent attacks that result in lock-down/stand-down work stoppages to sandstorms to political instability. These unplanned events regularly create the requirement for contingency plans to keep projects on schedule, and make it imperative that the team stay both customer- and mission-focused.

## Solutions

When LGS first began developing a presence in Afghanistan in 2006, it was primarily at the project team level—dealing with a legacy project. Along the way, however, LGS formed a complete framework including sales, finance, supply chain, bids and proposals featuring talented people who understand the unique factors at play in conducting business in such a challenging environment.

An experienced group of problem solvers, the LGS team works proactively through issues to continue to make progress on behalf of the customer. The customer has often recognized this, and LGS is out-performing some of the largest defense contractors in this area. Building a telecommunications project from the ground up—in such a tremendously challenging environment—has daily, even hourly, challenges. The in-region team has earned technical credibility second to none; the client views LGS’s designs as “the best in the area.”

LGS has also developed in-country partnerships that have contributed to these high levels of customer satisfaction. These relationships make our customers’ lives easier by speeding the procurement process and enabling LGS to better understand the unique requirements of a given country or region. This allows the team to be flexible as conditions change. LGS’s team is typically able to modify and accelerate the sequence and overall schedule of work items. As a result, LGS’s customer has communicated that “LGS is the only prime contractor delivering projects early in Afghanistan.” The program office customer adds that LGS is his “best contractor” in Afghanistan, because LGS listens to the customer and adapts its deployment to the various situations that arise.

### CHALLENGES

- » Develop and implement cost-effective network solutions and communications infrastructure in hostile territory.
- » Accelerate mission-critical solutions.
- » Account for project-blocking factors, such as insurgent attacks and work stoppages.

### SOLUTIONS

- » Develop in-country partnerships to speed procurement process.
- » Maintain a customer-focused, flexible team that adapts quickly to regularly changing conditions.
- » Modify and accelerate the sequence of scheduled work items.

### BENEFITS

- » Successful, cost-effective project management at accelerated timetable.
- » High customer satisfaction levels (LGS rates 9.7 out of 10)



LGS now executes on a U.S. Government prime contract to accomplish mission-critical communications solutions for the U.S. and NATO's International Security Assistance Force (ISAF). Successful project management and timetable acceleration have enabled LGS to construct a successful network that has facilitated strategic international military operations, to deploy projects in a cost-effective manner, and to receive high customer satisfaction levels (9.7 out of 10).

## Benefits

The LGS Southwest Asia team provides the most cost-effective deployment of communications infrastructure available in support of the Afghanistan conflict, creating an extremely valuable proposition for the U.S. Army. Our customer-focused team accounts for the unique and specific needs of our clients and delivers logistically complex solutions ahead of schedule—despite the multiple blocking factors that confront the team on a daily basis.

## Paving the Way

With LGS's current success in Afghanistan there is plenty more on the horizon. Remote healthcare offerings are being developed and delivered to reduce morbidity and mortality rates via pre-natal and

post-natal care. LGS is also introducing new technologies and approaches to achieve communications capabilities more effectively, and is attempting to balance that against the harsh realities of operating in a mostly barren, unsettled, politically charged landscape that is unstable in almost every way.

The LGS projects being undertaken in Afghanistan create a new focus-area based on the future potential volume of projects that will be required. The team is currently exploring the use of several new product offerings, including the Rapidly Deployable Network (RDN) to support Forward Operating Base (FOB) field operations and the need for real-time, mobile, wireless communications solutions (RFS and microwave), as well as enterprise solutions. Given LGS's outstanding performance to date, it is expected that this team will grow significantly in the coming months and years.

## Why LGS?

LGS proves that strong client relations, 24/7 support, and technical and program management knowledge that can't be beat lead to the best-in-class results – no matter the obstacles.



# ABOUT LGS INNOVATIONS

LGS Innovations delivers mission-critical communications products, R&D, and supporting services to U.S. defense, intelligence, and civilian agencies, state and local governments, critical infrastructure operators, and commercial customers around the world. We create advanced solutions in wireless communications, signals processing and analysis, optical networking, photonics, routing and switching, and spectrum management.

These solutions drive mission success in Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (C4ISR), cyberspace operations, and network assurance. By incorporating best-in-class commercial and custom technologies with a full suite of offerings in research and development, engineering, integration, and product applications, our solutions improve efficiency, reduce costs, and provide an information advantage to our customers.

LGS has a history and culture of innovation, and maintains strong ties to our Bell Labs legacy of inventive development. Our intellectual curiosity keeps us on the cutting edge of technology and leverages our 75-year history of creating next-generation communications solutions to support critical operations.

LGS Innovations is a U.S.-owned company headquartered in Herndon, Virginia, with offices across the U.S. and overseas. We employ more than 1,000 associates around the world, including 750 scientists and engineers. Do you have a passion for innovation? So do we. Learn more at [www.lgsinnovations.com](http://www.lgsinnovations.com).



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