

Cann Research Ltd is a privately owned specialist technical consulting company based in UK, with over 35 years global commercial experience delivering solutions to governments and commercial clients. We span the operational and technical domains and operate in the security, information management, telecommunications, aerospace and aeronautical sectors.

We specialise in the application of technology to support businesses to achieve operational effectiveness creating solutions which bridge the gap between the operational and technical domains. Cann Research advises organisations on the best employment of technology through a structured process undertaking a top down assessment of needs to determine both operational and technical requirements, followed by support of the implementation through programme, technical and supplier management.

Businesses often recognise the benefits of technology but often acquire technology without making a proper assessment of requirements which the technology is supposed to meet, or understanding the full life costs to keep that technology operating. This leads to less than optimum investment and increased downstream costs which are not properly budgeted. Consequently the investment operates at less than optimum and the operational capability is not fulfilled.

Our approach is to make a rigorous assessment of the real operational needs – defining the effect which is to be delivered – in other words *what* needs to be done. Only by making this clear statement can the options for delivering the capability be assessed – i.e. *how* the effect is to be delivered. There are usually several ways to deliver a capability and the technical component is only part of the solution – often a supplementary revision of operating procedures and organisation has a greater impact than technology alone.

Once we have a clear idea of the operational goals and objectives, we assess the factors which impact the achievement of those objectives – such as environment, resources, existing capabilities, security situation (threat) and draw up options for achieving the desired results with a roadmap and timeline for implementation. These options are discussed with the client along with the advantages, disadvantages and risks associated with each option. A preferred approach is then chosen.

The implementation plan is likely to consist of several activities, including organisation transition, procedure development, training, technical implementation and logistic support. Risk management and the relevant risk mitigation planning is a key element of the implementation planning. Cann Research Ltd has expertise and experience in all of these areas.

Our expertise is based in our heritage as systems engineers and programme managers in high tech programmes in the telecommunications, satellite, aeronautical and security sectors. We are fully compliant with international systems engineering standards and practices which deliver properly specified and tested solutions using INCOSE processes.

Our clients include UK MoD, DoD Dept of Navy, Asia Cellular Satellite, ICO/Teledesic, NORTEL, Inmarsat, Three UK, Aegis Defence Services Ltd, CSSI France, Governate of Baghdad, Governate of Basra, AIRVOD In-Flight Entertainment Systems Ltd, Lufthansa, Stellar Solutions (UK) Ltd, King Abdullah City For Science and Technology, Kingdom of Saudi Arabia.

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