



CASE STUDY

Small Canadian company finds U.S. partners through The Security Network

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Dr. Robert McFadden, a scientist and veteran of radiation safety in Canada, and his partner Chris Clarke have spent the last several years convincing the anti-terrorism community that small, gray "tubes" connected to a gray metal box can help prevent a major terrorist attack.

Although the mailbox-sized device and sensors look nondescript, the technology is world-class and can be deployed as a system to detect a "dirty" bomb in an airport, a harbor, a train station or over any large area, and alert security responders to a threat in near real time.

The need for this type of device was brought into sharp focus following the attacks on the London Underground and bombings on trains in Madrid, Spain. Had a dirty bomb -- an explosive device that disperses harmful amounts of radiation -- been the weapon of destruction, the severity of each attack would have been exponentially more devastating and the cleanup far more expensive and time consuming.



RadWatch can be deployed to alert security responders to a threat in near real time.

Like many technology innovators, McFadden's company **Mobile Detect Inc.**, is a small company based outside of the United States (in Ottawa, Canada). Its goal is to get the system, called RadWatch, into the hands of governments and large system integrators that can use it as quickly as possible. Even though this system has a number of meaningful benefits over existing alternatives, including a significant price advantage, developing sales in the huge U.S. security sector is an enormous challenge for a young, foreign company.

Fifty percent of the research and development expenditures on new security technologies is estimated to be spent inside of the United States. That means that innovative security technology companies from around the world need to figure out how to penetrate the U.S. market to be meaningful players.

Mobile Detect's path to commercialization illustrates the network of partnerships and collaboration needed to help such companies reach across international borders.

The company received funding from the Canadian CBRNE Research & Technology Initiative (CRTI) to develop and deploy RadWatch with the Royal Canadian Mounted Police (RCMP) and at the Ottawa International Airport. The airport deployment, which has been in place for three years now, has been very successful providing a high "capture rate" while eliminating "false positives" by utilizing a patent pending combination of hardware and software algorithms.

The company was encouraged to attend The Security Summit in San Diego several years ago by the Canadian Consulate, San Diego, which also provides an ex-officio member on the board of directors of The Security Network to represent the international community.

"We view the trade commissioners of the Canadian Consulates as an extension of Mobile Detect -- they are our champions. They've taken an active role in helping us get established in the United States by ensuring we attend events like The Security Summit," McFadden said.

Through participation in The Security Network events, Mobile Detect has met a number of public and private sector collaborators including its first, major American partner, Cubic Security Systems Inc. (CSI). CSI is a subsidiary of **Cubic Corp.** (NYSE: CUB), the world's largest provider of automated fare vending and collection systems for public transit.

In February, Mobile Detect and CSI signed a purchasing, support and licensing agreement that will integrate and offer RadWatch radiological detection technology to the worldwide transportation industry.

"The financial support of CRTI, coupled with the scientific and project guidance from the Radiation Protection Bureau of Health Canada, was critical to the development of RadWatch. The Canadian Consulate in San Diego and Los Angeles and The Security Network have played significant roles in helping Mobile Detect develop many relationships in California and across the U.S., most importantly this groundbreaking partnership with Cubic," McFadden added.

Mobile Detect has recently received funding approval from CRTI for an innovative deployment with CSI for the Edmonton Transit System and another to add nuclear detection technology from **General Electric** (NYSE: GE) to the existing radiological detection system at the Ottawa airport. Additional pending projects include ones with organizations such as **L-3**, Lawrence Livermore National Laboratories and **Qualcomm** (Nasdaq: QCOM), all of which Mobile Detect met while working with the Canadian Consulate and The Security Network.