

Company Overview

ETES Technological Systems Engineering and Trade Ltd. Co.

ETES Technological Systems was established in Ankara, Turkey, in December 2012 by Kazım Erbay, M.Sc. Electronics Engineer. The company's foundation was driven by the goal of leveraging the founders' extensive experience in the public and defense sectors to provide high-level consultancy services and facilitate technology transfer through strategic representation of leading international firms.

As of 2024, ETES has expanded its operations by opening a Branch Office in Gazi Teknokent. This expansion is dedicated to the development of specialized, high-security software tailored for use in critical infrastructure and command centers.

Core Philosophy: Informed Partnership

ETES's approach transcends traditional consultancy. We function as a strategic partner, offering clients a comprehensive, 360-degree perspective on every project. This includes a thorough analysis of all technical, financial, and regulatory aspects, potential outcomes, and solution pathways. Our primary objective is to empower clients to make fully informed and optimal strategic decisions, fostering productive, long-lasting, and healthy collaborations.

Key Areas of Expertise

ETES delivers high-value services across five integrated domains:

- Technology and Engineering Consultancy:** Providing end-to-end solutions in design, production, marketing, sales, and project management, with a core specialization in advanced communication technologies (including narrow/wide-band, wired/wireless, satellite/ground stations).
- Funding and Investment Incentive Consultancy:** Assisting companies with financial data analysis, securing public funding, and optimizing R&D incentives to establish a stable and growth-oriented financial structure.
- Market Strategy & Marketing Consultancy:** Delivering data-driven insights and technical expertise to enhance business volume. Services include:
 - Optimal Customer Interface Analysis
 - Market Analysis (volume, competition, etc.)
 - Marketing Support (trade shows, conferences, exhibitions)
 - Relationship Management

4. Sales Consultancy: Identifying the most suitable **customer segmentation** and defining optimal methods, channels, and business partners for reaching end-users. This involves:

- Proposal preparation, presentation, and comprehensive tracking.
- Competitor analysis and follow-up through all stages up to contract signing.

5. Regulatory & Contractual Consultancy: Ensuring complete compliance of proposals and contracts with **national regulations** and **Public Procurement Authority** guidelines. Providing execution support to meet end-user requirements, monitor regulatory alignment, and harmonize processes with the company's strategic goals.

Selected Projects and Partnerships (Ongoing & Completed)

Category	Project Description	Status / Date
New Initiative / Civil Aviation	Working on collaborations to utilize aviation sector knowledge and experience in projects and tenders for the prevention of forest fires in Turkey .	Ongoing Initiative
Defense/NATO	NATO Communication and Information Agency (NCIA) / Ship-Shore Ship-Buffer (SSSB) Project: Involving the UK, Netherlands, and Greece. Contract signed with NATO HQ in Brussels.	Ongoing (Signed 2024)
Aerospace Partnership	Participation as a partner in Airbus Defence and Space satellite development programs across Turkey.	Ongoing
International Expansion	Turkic Republics Initiatives: Strategic partnerships established for technology transfer and business development in Turkic Republics (including Uzbekistan).	Ongoing
Strategic SatCom	Provision of consultancy services for Inmarsat (global satellite communication firm) regarding its operations, market entry, and strategic positioning in Turkey.	Completed

Category	Project Description	Status / Date
Border Security	Consultancy for KATMERCİLER (armored vehicle company) on an EU-funded border security project in Turkey.	Completed (Signed 2019)
Strategic Facilitation	Spearheading and facilitating the signing of a strategic cooperation agreement between the Turkish satellite operator Türksat and key international partners.	Completed
R&D/Autonomous Systems	TÜBİTAK SAYEM Program: Collaboration with market leaders (Vestel, TÜBİTAK BİLGE, Beemobs) for the development of LiDAR, sensor, and vehicle electronics systems for autonomous driving applications.	Ongoing (2025)
Defense/System Provision	Provision of Tempest Systems for the Turkish Land Forces 4th Corps Command in Kosova.	Completed (Signed 2023)
Defense/Consultancy	Consultancy for HAVELSAN (Turkish Armed Forces Foundation company) on a critical military project across Turkey.	Completed (Signed 2019)
International Partnerships	Collaboration with HENSOLDT (Germany-based global leader) on radar technology projects in Turkey.	Completed
International Partnerships	Collaboration with NEC (Japan-based leader) on biometric security systems projects in Turkey.	Completed
Technology Market Entry	Consultancy for a global leader in railway systems on the entry of broadband systems into the Turkish market.	Completed (Signed 2014)
EU Funding	High-level consultancy for Horizon 2020 projects at the ministerial level.	Completed

Sector Leadership and Strategic Participation

In April 2016, ETES Founder Kazım Erbay participated in high-level, bilateral meetings with the German Aerospace Center (DLR), acting as a consultant for the Turkish Directorate General of Aeronautics and Space Technologies (DGAST). This strategic role, demonstrated by his attendance with the official delegation, highlights ETES's expertise in supporting critical national space initiatives, including the technical planning for the Turkish Space Agency and fostering international technology transfer and collaboration.

Certifications and Competencies

Security & Quality Standards

- **Facility Security Clearances:** Certified by the Ministry of National Defense with **NATO and National** level Facility Security Clearances, enabling work in classified environments.
- **Personnel Security:** Personnel hold **Personnel Security Certificates** for classified projects, valid for five years (as of June 28, 2024), following thorough background checks.
- **Quality Management:** Implements **Total Quality Management (TQM)** and holds an **ISO 9001 Quality Management Certificate**.
- **International Registration:** Registered in the **D-U-N-S system** with registration number **504458442**, serving as a reliable reference for international financial and partnership validation.

Operational Excellence

- **Technical Proficiency:** Deep expertise in complex **communication systems** (narrow/wide-band, wired/wireless, satellite/ground stations), ensuring rapid comprehension of specialized technical requirements.
- **Strategic Access:** The team is recognized for its extensive sector network, ensuring **easy access to key decision-makers** and effective communication across all levels of clients and end-users.
- **Market Insight:** Possesses **in-depth knowledge** of market dynamics, competitive landscape, and main players in target sectors.
- **Ethics & Confidentiality:** Adheres to the strictest **ethical standards**, with zero tolerance for violations. **Confidentiality** is maintained as a core operational principle.
- **Comprehensive Support:** Supported by framework agreements with leading firms in the financial and legal sectors, ensuring a holistic service offering.