

Major System/Subcontract Manufacturing – the “Major System” aspect of this activity offers opportunities to foreign suppliers seeking to sell systems/equipment to the Canadian Government by utilizing Canadian manufacturing and systems engineering facilities and capabilities. Through licensing, teaming, joint venture agreements and by direct involvement through technology transfer, shared joint development, advanced R&D, the Canadian Offset/Industrial Benefits requirements of major procurements can be accomplished. Our Subcontract Manufacturing “build to print” service enables our customers to meet demanding delivery schedules, by employing GML’s experienced manufacturing groups and facilities including aerospace standard quality assurance and modern Automatic Test Equipment. These services, backed up by a high-technology team, employing the latest in design and manufacturing techniques provide more effective co-operation in major procurement programs.

Repair and Overhaul/Customer Support – GML’s customer support/repair and overhaul facility is unique in Canada. It is the only facility outside of Air Canada’s Montreal base and CP Air’s Vancouver facility that has the capability to simulate conditions for testing airborne air conditioning rotating machines and high temperature valves. These facilities are also equipped to repair and overhaul gas turbine auxiliary power units, actuators, starters, central air data computers, other aircraft systems, and turbochargers for tractor, truck and automotive applications.

Average Work Force: Engineering – 175
Production – 525
Qual Ins/Customer Support – 100
Others – 100

Gross Sales: 1982 – \$62M
Forecast growth pattern – 10 to 12%

Plant Size: Administration Building – 64,000 sq ft
Engineering Facility – 33,000 sq ft
Main Production Plant – 75,000 sq ft
Microcircuit Plant – 21,000 sq ft
Customer Support Plant – 34,000 sq ft

Experience: GML customers are world-wide and include both the commercial and military sectors.

Keywords: 1 = Aircraft; 3 = Avionics;
5 = Communications; 7 = Electronics; 16 = Security & Safety; 17 = Software Services; 19 = Testing/Test Equipment; Cockpit Displays = 3; Crash Position Indicator = 3, 16; Environmental Controls = 1;
Environmental Instruments = 1; Beacons = 1, 3, 16;
Repair & Overhaul = 3; Measurement & Control Systems = 3; Power Supplies = 7; PC Board Design & Fabrication = 7; Radio Communication Gear, Fixed, Mobile = 3, 5; Solid State Devices = 7; Thick Film Hybrid = 7; Thin Film Hybrid = 7; Voltage Transformers, Regulators, Hi/Lo Voltage = 7; Emergency Locator Beacons = 3, 16; Design to Requirements = 17; Test Equipment & Instrumentation = 19; Air Traffic Control Communications Systems = 5; Peripheral Vision Display = 3.

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GEAC CANADA Ltd

Code: GEA

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History: GEAC was founded in 1971 on the principle of providing a total solution, both hardware and software. GEAC’s first computers were based on HP processors and in 1977, GEAC released its first GEAC made computer – “8000 System”. Since then, GEAC has released the “6000 and 2000” systems and in November 1983, its biggest system to date – the “9000”. The “9000” is a large capacity multi-processor system to compete with the non-stop tandem type systems. GEAC has also developed a number of communications and cluster controllers, plus a variety of special purpose terminals.

GEAC has also developed some major software which it actively markets today:

- Integrated Library Systems
- Integrated Office Systems
- Online Financial Systems (Banking)
- Signature Capture Systems

Capability: GEAC capabilities include custom software and hardware development for large online data bases that support large quantities of terminals with excellent response time with complete redundancy at the host level.

Average Work Force: Manufacturing – 200
Engineering – 70
Assembly – 90
Management & Administration – 40
Product Development & Software – 200
Support & Services – 150
Administrative Support – 110
Sales and Marketing – 40

Gross Sales: 1981 – \$24.0M
1982 – \$35.0M
1983 – \$48.0M

Plant Size: 44,000 sq ft
(Head Office – Software Development)
52,000 sq ft
(Hardware Manufacturing)

Equipment: GEAC employs GEAC Computer Systems “2000 through 9000” ranging from \$40K to \$5000K. Also employed are communications and cluster controllers, specialized terminals, and local area networks (LANs).

Experience GEAC has experience in several areas including – Communications; hardware/software/product engineering; software development; large networks (PBX, LAN’s, X.25, X.75); large databases; transaction oriented systems; financial systems; and library systems. Financial systems have been installed at the Bank of America and the Bank of New York. Library systems have been installed at Yale and Princeton universities, USC, Westpoint Academy, and with the US 7th Army (Europe).

Keywords: 5 = Communications; 6 = Computers;
17 = Software Services; Communications = 5, 6, 17;
Hardware Design = 6; Hardware Engineering = 6;
Software Design = 17; Software Engineering = 17;
PBX = 5; Local Area Network = 5; Networking = 5;
Terminal Controllers = 5, 6; Computers = 6; Terminals = 5, 6; Video Disks = 17; Disks = 17; Printers = 6;
Protocols = 6; Library Systems = 17; Integrated Office Systems = 5, 6, 17; Manufacturing = 6; Customization = 5, 6, 17; Software Maintenance = 17; Hardware Maintenance = 6; Minicomputers = 6.

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