

## SAFRAN OPTICS 1

When Batman uses your products, you know you're doing something right.

Safran Optics 1 produces a range of electro-optics ranging from precision targeting and image intensifiers, to range finding and visual augmentation systems – primarily for the US armed forces and government agencies. But when Hollywood needs the real-deal to look authentic, they've recently turned to this Bedford manufacturer.

"A number of film and movie studios have contacted us and we've loaned out products to 'American Sniper' and 'Batman vs. Superman,'" Safran Optics 1 President and CEO Joseph Bogosian says.

Some of the firm's technologies have also been used in other movies including "White House Down" and "Mr. & Mrs. Smith."

Producers of "American Sniper" reached out to Safran Optics 1 after going through former Navy SEAL Chris Kyle's personal photos and spotting some of the company's equipment. As for "Batman vs. Superman," Bogosian says: "The products just look cool – cool enough for Batman."

Founded in 1987, Optics 1 merged with Vetrionix, Inc. late last year and now operates as Safran Optics 1 – a wholly-owned subsidiary of Vetrionix AG. Its US-based manufacturing and testing operations for the defense market are based in its Bedford headquarters, which is located in its 51,572-square-foot facility on Cooper Lane. According to Bogosian, the move helped position the firm for recent successes and future growth.



**Safran Optics 1 President and CEO Joseph Bogosian, below, leads a team that produces a range of futuristic-looking electro-optics, ranging from precision targeting and image intensifiers to range finding and visual augmentation systems.**



"We had two companies sitting side by side in Bedford, and in some ways they were two halves of the same company," he says. "A lot of inefficiencies resulted from that and a lot of redundancies resulted from that. The merger significantly reduced costs, and once optimized, we were better positioned to win. We're a stronger, unified team."

Just months ago, Optics 1 was awarded a \$304.5 million, 5-year indefinite delivery/indefinite quantity (IDIQ) contract for the production of the Laser Target Locator Module II (LTLM II) system. The LTLM II, manufactured in Bedford, is a lightweight, handheld system with day and night imagers, a laser rangefinder, digital compass, and a Global Positioning System (GPS) receiver.

"LTLM II gives the soldier an unprecedented capability to locate targets – day or night – and in all weather conditions," says Mark Belanger, executive vice president and general manager of Optics 1. "The system is very lightweight with an intuitive user interface, and we are proud that the Army selected us to provide this important capability to our warfighters."

Since last year the company has brought on nearly a dozen new hires, but finding enough qualified candidates in the current workforce remains problematic, as many technical, production, and support positions remain open. Bogosian says Safran Optics 1's revenue outlook is strong, and is on an upward trend.

"We're in the same building we've been in all along, it's just now more optimized and full of activity," Bogosian says. "When I came here a year and a half ago, there was a lot of empty space on the production floor. There was one big open space where we'd have our all-hands meetings. Now that space is taken up by the LTLM II assembly line."

After its most recent win, Bogosian remains confident the company can attract and retain top talent – an important element in remaining successful, he says.

"It comes back to the fact that we are sitting in the electro-optical cluster," he says. "We're in a position to recruit because everybody recognizes the growth at Safran Optics 1 and wants to be part of that growth." ■