



INTERVIEW WITH
Kristof Viérin,
Vice President Avionics Sales & Marketing
Robbert Crucq,
*Senior Director Global Sales -
ATC, Defense & Security*



ScioTeq, headquartered in Kortrijk, Belgium, is a leading provider of advanced visualization solutions, specializing in high-performance displays and computing platforms for aerospace and defence applications. With a heritage tracing back to its origins as part of Barco in 1934, the company has continuously evolved, transitioning from its early roots in radio technology to pioneering specialized defence displays in the 1980s. For over 40 years, ScioTeq has been at the forefront of innovation, delivering cutting-edge solutions for land, naval, aerospace, and avionics applications. The name “ScioTeq” is derived from the Latin word “Scio”—meaning “I know”—a reflection of the company’s core mission: to be the trusted partner for mission-critical visualization solutions in the world’s most demanding surroundings, ensuring reliability and performance ranging from high-pressure submarine environments to the heat and dust of desert operations.

RUGGEDIZED FOR
EXTREME CONDITIONS

ScioTeq’s products are engineered to perform under the harshest conditions, far beyond what they would typically encounter in the field. Their displays can operate in temperatures ranging from -40°C to +70°C, with storage capabilities extending even further. This extreme durability has been validated by stringent testing procedures, such as the naval barge test, which assesses a product’s ability to withstand shock and vibration when an extreme event (i.e. explosion) occurs close to a ship or submarine. “Our products go through rigorous testing and verification to ensure they perform in the most extreme environments,” states Kristof Viérin. “For example, our aerospace application displays are designed to withstand direct sunlight, while our night vision-compatible solutions ensure that tank operators with night vision goggles can maintain clear visibility in total darkness,” adds Crucq.

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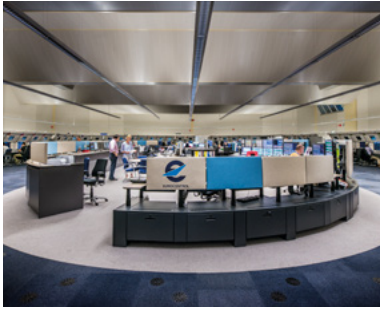


The robustness of ScioTeq’s products provides system integrators with unparalleled security and reliability. “Our solutions are built for operational reliability, allowing them to be seamlessly integrated and ready for deployment when needed,” says Crucq. ScioTeq’s products are designed to withstand conditions far harsher than those encountered in real-world operations, making them a trusted choice for military and aerospace applications. “We are an independent, high-quality player that sells most, if not all, of our products to system integrators, our partners in mission success” Viérin explains.

INTERNATIONAL
PRESENCE

With 75% of ScioTeq’s activities dedicated to defence, the company operates on a global scale, with a strong presence across Europe, Latin America, and Asia. However, its largest market is the United States, which accounts for approximately 50% of its business. ScioTeq’s technology is integrated into most U.S. naval ships and submarines, reinforcing its role as a key supplier to the defence sector. To support its international operations, the company maintains regional offices in Atlanta, Bangalore, and Singapore, where sales and service teams provide localized support. While ScioTeq ensures consistent quality and oversight by managing exports from its Kortrijk headquarters, the company also produces select products locally in India to meet the

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specific local content needs of the Indian naval market. Since becoming an independent, private equity-owned company in 2019, ScioTeq has leveraged its agility to make quick and efficient decisions, a key advantage in a competitive industry. In addition to organic growth, the company is actively pursuing strategic acquisitions to expand its product portfolio. A notable example is its acquisition of IRTS in France, strengthening ScioTeq’s expertise in mission computing and enhancing its foothold in the European defence vehicle market. By acquiring that company, ScioTeq has also gained additional R&D and manufacturing capabilities, while maintaining agility. This also allows IRTS to benefit from ScioTeq’s expertise and extensive worldwide sales presence.

DOMESTIC SUPPORT

Belgium offers key advantages that benefit ScioTeq and the broader defence industry. Its central location in Europe ensures strong market connectivity, while its industrial expertise fosters innovation. Organizations like Agoria support the sector by advocating for growth policies and fostering industry collaboration. This collaboration is essential due to the significant overlap, cross-pollination, and synergy between large defence companies and smaller firms, creating a dynamic ecosystem that strengthens the entire sector. Additionally, Belgium is at the heart of international/western



collaboration (NATO, EU) which makes it a strong and trusted partner for international defence projects. World-class research institutions such as KU Leuven and Imec provide cutting-edge advancements, strengthening the technological edge of Belgian defence firms. “Access to leading research institutions allows us to benefit from advanced technology roadmaps,” says Crucq. Belgium’s defence procurement strategy is evolving, with increased support for domestic companies. This shift enables firms like ScioTeq to secure more international contracts, as seen in its involvement in the MQ-9B Sky Guardian program. The Belgian procurement of this system facilitated further engagement between ScioTeq and General Atomics, leading to a broader collaboration that extended beyond Belgium’s initial acquisition. “What started as a domestic opportunity led to long-term contracts with General Atomics for over 100 systems worldwide, demonstrating the significant multiplier effect of Belgian defence investments,” states Viérin.

VISION IN ACTION

With decades of expertise, a clear vision, a strong international presence, and a commitment to innovation, ScioTeq continues to push the boundaries of advanced visualization technology. By combining operational agility and world-class engineering, the company ensures its solutions meet the most demanding defence and aerospace requirements. With an unwavering focus on innovation and global expansion, ScioTeq is set to not only grow its market presence but also reinforce Belgium’s standing as a key player in the international defence industry.