

ter of Defense, the Israel Defense Forces, and such large Israeli war industries as Plasan Sasa, and two of Israel's largest war industries, the state-owned Israel Military Industries and Rafael. (See previous issue, pp.48-49.) Another company on AIL's client list is US war-industry giant Hewlett Packard. (See previous issue, pp.36-37.)

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NetApp, Inc.

Canada Pension Plan Investments

2012 shares = \$21 million
(Direct & indirect investments)

2011 shares = \$20 million
(Direct investments only)

This US-based information-technology provider, with total assets of US\$6.5 billion in 2010, is the world's fourth largest data storage company behind EMC, IBM and Hewlett Packard. (See previous issue, pp.30 and 36-37.) NetApp creates secure data storage and management systems for large corporations, as well as government clients such as military forces in the US, Australia and Israel.

NetApp also makes spying technologies to monitor email traffic. This only became controversial in November 2011 when it was revealed that NetApp's internet surveillance products were being used by Syria's government.

The media did not find it controversial however when in 2010, NetApp signed a five-year, US\$100-120 million contract to supply Israel's military with computer technology and data-storage software. Israel's business paper, *Globes*, reported that these "new systems will be paid for out of US military aid." To win this contract, NetApp partnered with its main competitor, EMC. (See previous issue, pp.28-29.)

In 2005, NetApp president Tom Mendoza visited Israel for his firm's annual customers' conference. *Globes* reported that his "local team" arranged "a tour of the new border with the Gaza Strip. Mendoza inspected the new defense system operated by the IDF [Israel Defense Force] there from close quarters, and the Network Appliance's planned storage infrastructure there."

NetApp has a penchant for buying Israeli data-security and data-management firms created by IDF veterans. The Israeli paper *Haaretz* noted that Decru, acquired by NetApp for US\$272 million in 2005, "was the brainchild of Israelis Dan Avida and Serge Plotkin" who "both hail from the Israeli army's software development units." A 2002 Decru media release re-



NetApp signed a US\$100-\$120 million contract with the Israel Defense Force (IDF) in 2010. The firm paid US\$370 million for two Israeli firms, Onaro and Decru, which were created by IDF vets. Decru's strategic investor was the CIA's investment arm, In-Q-Tel.



veals that its "[s]trategic investors included In-Q-Tel, the independent venture group funded by the U.S. Central Intelligence Agency." "In-Q-Tel's mission," Decru notes, "is to identify and invest in companies developing cutting-edge information technologies that serve United States national security interests." In-Q-Tel itself says, "IQT was created to bridge the gap between the technology needs of the Intelligence Community and new advances in commercial technology."

Onaro, which NetApp bought for US\$120 million in 2008, has similar ties. *NetworkComputing* noted that Onaro's CEO, Shai Scharf "and three other Onaro founders — Roy Alon, Assaf Levy and Raphael Yahalom, [are] all ... veterans of Israeli military intelligence." Its initial financial backer, Cedar Fund, says that Alon and Levy "held senior roles with unit 8200, the IDF's prestigious technology group." (Operating within the Israeli Intelligence Corps, unit 8200 is similar in function to the US National Security Agency.)

Some of NetApp's largest global clients also service Israel's military, such as Cisco, Lockheed Martin, Motorola, Siemens and Texas Instruments. (See previous issue, p.19, and this issue, pp.15-16, 20-21, 35-36 & 39-40.)

NICE Systems

According to *Globes*, NetApp's Israeli customers include the IDF, "all the semiconductor companies" and telecommunications giants Pelephone (owned by Bezeq) and Cellcom. (See previous issue, pp.11 and 17.) Another prominent NetApp customer is state-owned war contractor, Israel Aerospace Industries. (See previous issue, p.48.)

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Canada Pension Plan Investments

2012 shares = \$4 million
(Direct & indirect investments)

2011 shares = \$5 million
(Direct investments only)

This Israeli company, with US\$1.5 billion in 2010 assets, provides wiretapping and surveillance products for numerous spy agencies, military, police forces, and private corporations around the world. NICE Systems' products are used to intercept, record and analyse vast amounts of information from "unstructured multimedia" sources, such as "telephony, web, radio and video communications."

NICE Systems explains that it: "provides intelligence organizations and national security agencies with advanced mass and target solutions for communication interception, collection, processing and analysis. NiceTrack's innovative technology supports mass interception that enhances target monitoring and exposes new suspects."

NICE is also proud to say it "provides Law Enforcement Agencies with mission-critical solutions [that] retrieve target location, relations and conversation content from any type of communication including fax, fixed and mobile telephony, and Internet applications."

The Israeli military's Homeland Security Companies' catalogue (2011), says that NICE enables

"capture, analysis and correlation of data from multiple sensors and systems, including audio, video, radio, geo-location and web, providing a framework for fusing data silos into a single, holistic operational view."

In 2009, NICE won the first annual Homeland Security Award for Best Video Storage/Digital Transmission System. This award, from *Government Security News*, the world's leading trade magazine on "homeland security," was for NICE Vision, "an intelligent video surveillance solution." NICE Vision made the news five years earlier when "[u]nder the aegis of the

[Israeli] Industry and Trade Ministry's chief scientist," the largest war industries in Israel "set up a consortium" "to find technological solutions for the struggle against international terrorism." This consortium, which Israel's newspaper, *Haaretz*, called an "Israeli dream team," included the country's top military contractor, Elbit Systems, as well as Israel's second and third largest war industries: Israel Aerospace Industries and Rafael. (See previous issue, pp.28-29 and 48-49.)

Elbit's deputy director-general for security research, Uri Dobkin, chaired this "Israeli dream team." He had initially "proposed the idea of a consortium" in 2007, "with Nice Systems, to cooperate on detection and surveillance development." NICE Vision was involved in the consortium's "development of technology for marking and surveillance." Other "dream team" members included Verint. (See previous issue, pp.43-47, and "Verizon" in this issue, pp.48-49.)

NICE has also provided an "advanced Voice over IP [Internet Protocol] and Radio over IP capturing and debriefing solution, to be implemented in RAFAEL Command, Control, Communications, Computers and Intelligence environments."

The prominent role played by NICE within Israel's "homeland security" business sector was exemplified in 2010 by the company's role as "Platinum Sponsor" of the first "Israel Homeland Security International Conference." This event attracted military, intelligence and security companies from around the world to showcase their wares for sale in Israel.

Currently, NICE Systems' chief product officer is Udi Ziv. *Business Week's* website says Ziv was "a Senior Software Engineer in Army Intelligence developing state-of-the-art intelligence system for the Israel Defense Forces."



Benjamin Levin, and six friends from Israel's top, intelligence unit, founded NICE Systems in 1986.