

Market	Industry segment	Applications	Suitable Database	Database name	Success story	Potential project	Serstechs Remarks
Security	Police	Find and identify Drugs	DBJ-1001-23	Narcotics and precursors (abt 200), not in DBJ-1001	No	Lead	From October 2014 we will have cooperation with Swedish Police to evaluate Handheld Spectrometers. If successfull high impact on Nationall level and our position as supplier. We have contacts to the top level.
		Find counterfeit Drugs/Medications	DBJ-1001	Complete (8,032), but w/o minerals, narcotics and explosives database	No	Lead	
		Find and identify Explosives	DBJ-1001-22	Explosives and precursors (abt 50), not in DBJ-1001	No	Lead	
		Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	No	Lead	
Customs	Find and identify Drugs	DBJ-1001	Narcotics and precursors (abt 200), not in DBJ-1001	No	Lead	Swedish Custom have informed that they will start aquisition of 50-100 handheld during 2015. We follow up and monitor their evaluation phase and have started to influence specification.	
	Find counterfeit Drugs/Medications	DBJ-1001	Complete (8,032), but w/o minerals, narcotics and explosives database	No	Lead		
	Find and identify Explosives	DBJ-1001-22	Explosives and precursors (abt 50), not in DBJ-1001	No			
	Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	No			
	Identify and verify the compositionen of goods and imported products	DBJ-1001	Complete (8,032), but w/o minerals, narcotics and explosives database	No			
Fire & Resuce Services	Find and identify Explosives	DBJ-1001-22	Explosives and precursors (abt 50), not in DBJ-1001	No		Local government responsibility and we havent pushed since we have not had enough TIC substances.	
	Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	No			
Defence forces	Find and identify Explosives	DBJ-1001-22	Explosives and precursors (abt 50), not in DBJ-1001	No	Lead	Initiated first contact with explosive user groups in Defence Forces. No room for error if we want to reach defence user groups. We have	
	Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	No			
Coast guard	Find and identify Drugs	DBJ-1001-23	Narcotics and precursors (abt 200), not in DBJ-1001	No	Lead	We have had contacts to the environmental protection units in coast guard. They have already the needed capacity. Remains to follow other parts of coast guard but then product must have narcotics.	
	Find counterfeit Drugs/Medications	DBJ-1001	Complete (8,032), but w/o minerals, narcotics and explosives database	No			
	Find and identify Explosives	DBJ-1001-22	Explosives and precursors (abt 50), not in DBJ-1001	No			
	Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	No			
Airports & Critical infra-structure	Find and identify Drugs	DBJ-1001-23	Narcotics and precursors (abt 200), not in DBJ-1001	No		Due to the increased level of certification for use in airport facilities we have this area on pause. We have contacts to top level if we need to push.	
	Find counterfeit Drugs/Medications	DBJ-1001	Complete (8,032), but w/o minerals, narcotics and explosives database	No			
	Find and identify Explosives	DBJ-1001-22	Explosives and precursors (abt 50), not in DBJ-1001	No			
	Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	No			
Department of Corrections	Find and identify Drugs	DBJ-1001-23	Narcotics and precursors (abt 200), not in DBJ-1001	No		We have initiated some first contacts but they saw no immediate need other very low concentrations . We have contacts to the top level	
	Find counterfeit Drugs/Medications	DBJ-1001	Complete (8,032), but w/o minerals, narcotics and explosives database	No			
	Find and identify Explosives	DBJ-1001-22	Explosives and precursors (abt 50), not in DBJ-1001	No			
	Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	No			
Private Security (Securitias, G4S, etc)	Find and identify Drugs	DBJ-1001-23	Narcotics and precursors (abt 200), not in DBJ-1001	No		We have some first contacts . These companies are triggered by explicit requirements from customer or government. We have contacts to top level in all of the big players if we need to push.	
	Find counterfeit Drugs/Medications	DBJ-1001	Complete (8,032), but w/o minerals, narcotics and explosives database	No			
	Find and identify Explosives	DBJ-1001-22	Explosives and precursors (abt 50), not in DBJ-1001	No			
	Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	No			
Enviromental Science (Government)	Find and identify Hazards	DBJ-1001-16	Hazardous and Toxic Chemicals (3035)	Yes	Lead	We have agreed to start testprogram with the City of Landskrona. We need to follow and proceed.	
	Find and identify Chemicals	DBJ-1001	Complete (8,032), but w/o minerals, narcotics and explosives database	No			