



Defence Suppliers Service

DOING BUSINESS with the **MOD**

EDITION 23

DCI
DEFENCE
CONTRACTS
INTERNATIONAL



**Since 1 January 2016, it is mandatory for
MOD suppliers* to be certified to
Cyber Essentials – Is your organisation?**

**SEE PAGE
15**

*Applicable to all new MOD contracts which involve the transfer or creation of MOD identifiable information

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Doing even more to help UK SMEs win overseas business

HM Government has identified increasing exports and providing greater support for SMEs as key measures in rebuilding and sustaining economic growth. UKTI DSO's pages on the HMG website – www.gov.uk – offer a wide range of advice, information and support for UK SMEs seeking to win overseas defence and security business.

Our website:

- is part of a Government wide network that maximises opportunity, advice and support for UK industry.
- provides details of UKTI DSO assistance and how to engage with us.
- links you to wider UKTI export services.

The site has pages dedicated to:

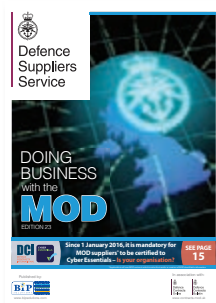
- new business opportunities.
 - help to sell your products.
 - export rules and regulations.
 - latest news, events and activities.
-



www.gov.uk/ukti-dso

Visit the website today to increase your trade potential

Introduction



The MOD buys a wide variety of products and services ranging from clothing to satellite communication systems, from construction of buildings to provision of staff. We are British industry's single largest customer, spending approximately £19.6 billion with third parties on a wide range of products and services. This amounts to 40-45% of total Government spend with third parties.

The information compiled by the Defence Suppliers Service provided in this edition of **Doing Business with the MOD** (previous editions of the brochure were entitled *Selling to the MOD*) is dedicated to providing our suppliers, both existing and new, as well as those interested in doing business with the MOD, with relevant information. It provides an overview of how we do business and a number of links to where you can find out more about commercial opportunities.

Please take some time to familiarise yourself with the information contained within this brochure – this information is continually being updated on the soft copy version which can be accessed online: www.contracts.mod.uk/doingbusinesswiththetmod.

The hard copy version is available from the Defence Suppliers Service.

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Defence Suppliers Service

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Defence Contracts Online



The official source of UK MOD contract opportunities

The MOD is the single largest customer for UK industry

Registration on MOD DCO is absolutely free and brings you access to the following features:

- » **Access to MOD defence contracts and awards database**
- » **24/7 Online Search**
- » **Bespoke Daily Email Alert**
- » **MOD Defence Contracts Bulletin (MOD DCB)***



MOD DCB is the only official paper source of MOD contract opportunities and brings you:

- » **All UK MOD Contracts worth over £106,047**
- » **News and Reports**
- » **Important MOD Announcements**
- » **Special Feature Articles**

Find out more about MOD DCO or register FREE at:

www.contracts.mod.uk

** Available through annual subscription*

MINISTRY OF DEFENCE (MOD)



What we do

We protect the security, independence and interests of our country at home and abroad. We work with our allies and partners whenever possible. Our aim is to ensure that the Armed Forces have the training, equipment and support necessary for their work, and that we keep within budget.

Responsibilities

We have 7 military tasks:

- defending the UK and its overseas territories
- providing strategic intelligence
- providing nuclear deterrence
- supporting civil emergency organisations in times of crisis
- defending our interests by projecting power strategically and through expeditionary interventions
- providing a defence contribution to UK influence
- providing security for stabilisation

Priorities

Our priorities are:

- to continue to bring stability to Afghanistan as part of the international task force
- to fulfil our ongoing defence commitments at home and across the world
- to be fully prepared to take on a wide range of other military operations, as they develop
- to continue the transformation of defence through the restructuring of the Armed Forces to create a simpler and more effective organisation at a lower cost to the taxpayer

Who we are

The Ministry of Defence has permanent and casual civilian personnel, including Royal Fleet Auxiliaries, Trading Funds and locally engaged civilians.

The UK Regular Forces comprise full-time trained and untrained personnel in the:

- Royal Navy
- Army
- Royal Air Force

The MOD works with 29 agencies and public bodies:

Executive Agencies

- Defence Electronics and Components Agency
- Defence Science and Technology Laboratory
- UK Hydrographic Office

Executive Non-Departmental Public Bodies

- National Army Museum
- National Museum of the Royal Navy
- Royal Air Force Museum
- Single Source Regulations Office

Advisory Non-Departmental Public Bodies

- Advisory Committee on Conscientious Objectors
- Armed Forces' Pay Review Body
- Central Advisory Committee on Pensions and Compensation
- Defence Nuclear Safety Committee
- Defence Scientific Advisory Council
- Independent Medical Expert Group
- National Employer Advisory Board
- Nuclear Research Advisory Council
- Scientific Advisory Committee on the Medical Implications of Less-Lethal Weapons
- Veterans Advisory and Pensions Committees

Public Corporations

- The Oil and Pipelines Agency

Others

- Advisory Group on Military Medicine
- Defence Academy of the United Kingdom
- Defence Sixth Form College
- Defence and Security Media Advisory Committee
- Fleet Air Arm Museum
- Reserve Forces' and Cadets' Associations
- Royal Marines Museum
- Royal Navy Submarine Museum
- Service Complaints Ombudsman
- Service Prosecuting Authority
- United Kingdom Reserve Forces Association

DEFENCE EQUIPMENT AND SUPPORT (DE&S)



What we do

We are a bespoke trading entity and arm's length body of the Ministry of Defence. We manage a vast range of complex projects to buy and support all the equipment and services that the Royal Navy, British Army and Royal Air Force need to operate effectively. We work closely with industry, including through partnering agreements and private finance initiatives.

Who we are

DE&S employs approximately 12,500 civil servants and military personnel around the UK and overseas and our headquarters are in Bristol.

Responsibilities

We are responsible for:

- the procurement and support of ships, submarines, aircraft, vehicles, weapons and supporting services
- general requirements including food, clothing, medical supplies and temporary accommodation
- inventory management
- British Forces Post Office
- Submarine Dismantling Project

Priorities

- providing the right equipment to the Armed Forces and supporting it, while delivering better value for money to the taxpayer
- transforming the organisation so that it can better support the Armed Forces

PROCUREMENT AT THE MOD

Our approach

We are committed to achieving our requirements, on behalf of the UK Government, by developing an invigorated, innovative and cost-effective global supply chain. Our aim is to acquire goods and services at best value, ensuring a fair and reasonable involvement of stakeholders in the supply chain.

We aim to continually develop our supply chain. In line with our White Paper National Security Through Technology, we will, wherever possible, seek to fulfil the UK's defence and security requirements through open competition in the domestic and global market, buying off-the-shelf where appropriate. We will also take action to protect the UK's operational advantages and freedom of action, but only where this is essential for our national security. We will also provide increased opportunities for Small and Medium-sized Enterprises (SMEs) to fulfil their potential in supplying defence and security requirements. We recognise that SMEs have the added advantage of being able to combine innovative thinking with an agile and flexible approach. This includes making our procurement processes more transparent, simpler and faster.

The MOD has a specific SME action plan which describes the work we are doing to support and encourage SMEs. In FY 2014/15 we placed contracts to the value of £832 million with SME companies.

Our procurement activity falls under the requirements of the EU Public Procurement rules. Under these laws the MOD does not operate a preferred suppliers list of companies; instead it uses competition, wherever practicable, and evaluation to provide

the best value for money to HM Government. (See 'European Procurement Law', 'Official Journal of the European Union (OJEU)', 'OJEU Advertising Thresholds' and 'Tenders Electronic Daily (TED)' below for further information.)

MOD staff engaged in procurement have a duty to act in a professional and impartial manner and to be mindful of the Bribery Act 2010. We also expect our suppliers to act fully in accordance with the Act.

The Ministry of Justice has published extensive guidance on the Act. Transparency International has also published guidance for business on how to resist demands for bribes.

How we do business

We do not operate 'preferred supplier' lists; we run open competition for the vast majority of business that we let and the supplies that are required. This means that any supplier, be they large or small, who meets the stated requirements and criteria of a tender opportunity can tender if they so wish.

Where requirements arise on a regular basis, the MOD has been 'bundling' many of its requirements and letting more framework contracts. Framework Agreements provide an efficient and effective means of combining the benefits of reduced process costs and enhanced buying power resulting from a consolidation of requirements. Our aim remains to acquire goods and services at best value, ensuring a fair and reasonable involvement of stakeholders and the supply chain. Opportunities are always available in supporting the MOD directly or via the sub-contract route through existing companies (prime contractors) who have been successful in tendering and have been awarded contracts and Framework Agreements.

MOD DEFENCE CONTRACTS ONLINE PORTAL / MOD DEFENCE CONTRACTS BULLETIN



Defence
Contracts
Online



Defence
Contracts
Bulletin

The MOD Defence Contracts Online (MOD DCO) portal provides all suppliers and potential suppliers to the MOD with free online access to all publishable MOD tender and contract opportunities with a value of over £10,000. MOD DCO provides a gateway to new business opportunities for companies large and small who wish to compete for defence business, either directly as a prime contractor or indirectly as a sub-contractor. There is also a facility to receive email alerts for opportunities containing pre-defined words.

Registering for the MOD DCO portal

To register your company on the portal, you should visit the Supplier Registration page and submit your details. You

will then be given a unique user ID and logon to access, free of charge, all the MOD's publishable tender and contract opportunities valued at £10,000 and above.

Access to other UK, European and global opportunities relating to defence, security, the emergency services, humanitarian aid, counter-terrorism and homeland security markets are also available through optional value added subscription-based services via the MOD DCO portal. This information is provided by BiP Solutions Ltd entirely independently of MOD.



MOD Defence Contracts Bulletin (MOD DCB)

The MOD DCB publication is available on subscription from the publisher BiP Solutions Ltd at £325 per year.



Defence
Contracts
Online

The only official source of
UK MOD contract opportunities

visit: www.contracts.mod.uk



GUIDE TO MOD DCO / MOD DCB CONTRACT NOTICES

MOD Prior Information Notices (PIN) / MOD Requests for Information (RFI)

These sections provide information on how to effectively seek engagement with industry on requirements which are exempt from the Official Journal of the European Union (OJEU) procedures, prior to the formal contract notice seeking expressions of interest. PIN forms are to be used to advise the market of forthcoming procurements. RFI forms may be used to obtain information (such as ROM costs) which, in turn, may inform procurement strategy decisions.

Contract Notices / Voluntary Transparency Notices (VTN)

The contract notices are specifically designed for competitive requirements and to seek expressions of interest. The VTN is also a purposely designed form for making non-competitive announcements to advertise sub-contract opportunities and allow challenge to single source strategies.

Contract Bidders Notices

This section applies to all competitive requirements, both those subject to and those exempt from OJEU procedures, and identifies which organisations have been invited to tender. Contract Bidders Notices list the names, addresses and contact details of the companies that have been invited to tender for the requirement.

MOD Competitive and Non-Competitive Contract Awards

These sections provide notification of the award of a contract for either a competitive requirement or a non-competitive requirement.

Addendum

Amendments to contract notices previously published in MOD DCO / MOD DCB made after their original publication are included in this section.

Sub-Contract Opportunities

This section allows MOD prime contractors and private sector organisations to advertise any sub-contract opportunities valued at over £40,000 arising from their prime contracts with MOD.

Dynamic Pre-Qualification Questionnaire (DPQQ)

The Dynamic Pre-Qualification Questionnaire (DPQQ) is a new application in the MOD DCO portal that allows MOD commercial staff to create an electronic PQQ that is issued as part of the contract notice. The purpose of the contract notice is to alert potential suppliers to MOD of forthcoming tendering opportunities so that they can express an interest in bidding for them if they wish to do so. Potential suppliers can express an interest by completing the DPQQ online.

The benefits of the DPQQ for both MOD and industry are:

- saving up to 28 days by combining two parts of the procurement procedure; this will be of particular benefit to SME companies
- reducing the effort to create a PQQ as the templates are already loaded on the MOD DCO portal
- reducing the effort to complete the PQQ as suppliers can store information on their capabilities on the MOD DCO portal which can be used for other PQQs

The DPQQ will also:

- simplify current processes for the benefit of both buyers and suppliers
- standardise, as far as possible, the pre-qualification process for suppliers, while allowing buyers to tailor the questions to meet the specific requirements of the procurement
- remove costs for paper, printing and postage
- remove duplication: a 'do it once' ethos for suppliers to complete once and reuse
- reduce inconsistency: MOD commercial staff will use standard agreed templates
- increase transparency of the selection process and approach to evaluation
- increase efficiency by encouraging MOD commercial staff to only seek necessary information

A Supplier Guide is available to all suppliers when logged into the MOD DCO portal. There are FAQs on www.contracts.mod.uk/faqs. More in-depth information can be obtained from www.contracts.mod.uk/delta/help/faqs.html or from the Help Desk Tel: **0845 270 7099** or Email: support@contracts.mod.uk.

ADVERTISING INDUSTRY DAYS AND INDUSTRY BRIEFINGS WITHIN MOD DCO / MOD DCB

A key feature of MOD procurement is the involvement of industry at an early stage in the acquisition process. As part of early engagement with industry, MOD and DE&S teams conduct Industry Days in order to give information to potential suppliers about possible future purchases and contract opportunities and to share MOD's understanding of its requirements.

The events allow industry to contribute as required and are developed to share information about relevant capabilities and

technologies. In general, Industry Days and Industry Briefings will usually involve companies not engaged contractually on the project in question.

Acquisition teams also conduct Stakeholder Days with industry and customer organisations in order to brief them on achievement of milestones, receive feedback and exchange other project information. Stakeholder Days will tend to be confined to companies that have been engaged – either directly by the MOD or indirectly as sub-contractors – on the project.

To help maximise industry awareness of the MOD's future requirements at an early stage, all Industry Days, Industry Briefings and Stakeholder Days are advertised in the 'Announcements' sections of MOD DCO and MOD DCB.

CONTRACTS FINDER PORTAL

The Cabinet Office's free to use 'Contracts Finder' portal advertises in one place all UK Government tender and contract opportunities worth over £10,000 with the Government and its agencies. The MOD is making use of the portal which was introduced with the specific intention of making it much easier for companies, especially SMEs, to be able to access UK public procurement opportunities.

You can use Contracts Finder to:

- search for contract opportunities in different sectors
- find out what's coming up in the future
- look up details of previous tenders and contracts

You can create an account to get email updates and save your searches. You can still search and apply for contracts without an account.

Pipeline notices give information about opportunities that might be offered by public sector organisations in the next few years.

Contracts Finder also has details of all 'closed' government opportunities since October 2010 – that is, where the tendering process has finished.

You can find:

- who the contract was awarded to
- the value of the contract
- the criteria used to select the supplier
- whether or not the supplier(s) might sub-contract some of the work

Contracts Finder can be found at

www.gov.uk/contracts-finder.

Service support team

If you are experiencing problems using the Contracts Finder service you can contact the service support team at **ContractsFinder@crownccommercial.gov.uk**.

EUROPEAN PROCUREMENT LAW

The Treaty on the Functioning of the European Union applies to all procurement activity regardless of value, including contracts below the thresholds at which advertising in the Official Journal of the European Union is required and including contracts which are exempt from application of the EU Procurement Directives.

Fundamental principles flowing from the Treaty include:

- **Transparency** – contract procedures must be transparent and contract opportunities should generally be publicised
- **Equal treatment and non-discrimination** – potential suppliers must be treated equally
- **Proportionality** – procurement procedures and decisions must be proportionate
- **Mutual recognition** – giving equal validity to qualifications and standards from other Member States, where appropriate

OFFICIAL JOURNAL OF THE EUROPEAN UNION (OJEU)

The term 'Journal' is misleading, as production of the hard copy version ceased in 1997; it can now be accessed online via Tenders Direct.

Around 2500 new notices are advertised every week – these include invitations to tender, prior information notices, qualification systems and contract award notices. Purchasing Authorities can use the eProcurement portal, myTenders, to publish OJEU and lower-value tenders.

The Official Journal comprises three series:

- the L Series contains EU legislation including regulations, directives, decisions, recommendations and opinions
- the C Series contains EU information and notices including the judgments of the European Courts, calls for expressions of interest for EU programmes and projects, public contracts for food aid, etc
- the supplementary S Series contains invitations to tender which can be found at Tenders Direct

Supplement S contains invitations to tender for the following:

- contracts for works, supplies and services from public sector organisations in all EU Member States
- contracts from utility companies operating in the water, energy, transport and telecommunications sectors

- contracts from EU institutions
- European Development Fund contracts (ACP countries)
- Phare, Tacis and other contracts from Central and Eastern Europe
- European Investment Bank, European Central Bank and European Bank for Reconstruction and Development financed projects
- European Economic Area contracts (Norway, Iceland and Liechtenstein)
- Government Procurement Agreement (GPA) from Switzerland
- notices concerning European Economic Interest Groups (EEIGs)
- public contracts for air services

All three series of the OJEU are published every working day (five days a week). Approximately 160,000 invitations to tender are published each year, of which more than 14,000 are from the UK or Ireland.

The Publications Office of the European Union (L'Office des publications de l'Union européenne, or OPOCE) is responsible for the production of the OJEU. OPOCE is based in Luxembourg and employs a staff of 655.

OJEU ADVERTISING THRESHOLDS

The European Public Contracts Directive (2014/24/EU) applies to public authorities including, among others, government departments, local authorities and NHS authorities and trusts.

The directives set out detailed procedures for the award of contracts whose value equals or exceeds specific thresholds. Details of the thresholds, applying from 1 January 2016 are given below. Thresholds are net of VAT.

	Supply, Services ¹ and Design Contracts	Works Contracts ²	Social and Other Specific Services ³
Central Government⁴	£106,047 / €135,000	£4,104,394 / €5,225,000	£589,148 / €750,000
Other Contracting Authorities	£164,176 / €209,000	£4,104,394 / €5,225,000	£589,148 / €750,000
Small Lots	£62,842 / €84,000	£785,530 / €1,000,000	n/a

The European Utility Contracts Directive (2014/25/EU) applies to certain utility companies operating in the energy, water and transport sectors. With the exception of Social and Other Specific Services the following thresholds will apply to procurement carried out under the existing Utilities procurement directives from 1 January 2016.

	Supply, Services and Design Contracts	Works Contracts	Social and Other Specific Services ⁵
Utility Authorities	£328,352 / €418,000	£4,104,394 / €5,225,000	£785,530 / €1,000,000

The Defence and Security Directive (2009/81/EC) applies to entities operating in the fields of defence and security.

The directive sets out detailed procedures for the award of contracts whose value equals or exceeds specific thresholds. Details of the thresholds, applying from 1 January 2016, are given below. Thresholds are net of VAT.

	Supply, Services and Design Contracts	Works Contracts	Social and Other Specific Services
Defence and Security Authorities	£328,352 / €418,000	£4,104,394 / €5,225,000	n/a

¹ With the exception of the following services which have different thresholds or are exempt:
– Social and Other Specific Services (subject to the light touch regime) under Article 74.
– Subsidised services contracts specified under Article 15.
– Research and development services under Article 14 (specified CPV codes are exempt).

² With the exception of subsidised works contracts specified under Article 13.

³ As per Article 74. Services are listed in Annex XIV.

⁴ Schedule 1 of the Public Contracts Regulations lists the Central Government Bodies subject.

⁵ Applying from April 2016.

TENDERS ELECTRONIC DAILY (TED)

What is TED?

TED (Tenders Electronic Daily) is the online version of the Supplement to the Official Journal of the European Union, dedicated to European public procurement.

How can I benefit from TED?

TED provides free access to business opportunities from the European Union, the European Economic Area and beyond.

Every day, from Tuesday to Saturday, a further 1700 public procurement notices are published on TED.

You can browse, search and sort procurement notices by country, region, business sector and more.

Information about every procurement document is published in the 24 official EU languages. All notices from the EU's institutions are published in full in these languages.

Why should I register on TED?

To personalise search profiles, according to your needs. Registration and usage of TED is free and will remain so.

Official Publications Office contact details:

European Union, Publication of Supplement to the Official Journal of the European Union, 2 rue Mercier, L-2985, LUXEMBOURG

T: 0032 2504 2810

E: info@eda.europa.eu

W: www.eda.europa.eu

Member States of the European Union (EU)

The current member states of the EU are: Austria, Belgium, Bulgaria, Croatia, Republic of Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and the UK.



**Defence
Contracts
Bulletin**

Position your organisation as a defence contractor on the MOD DCB CONTRACTOR DIRECTORY

From only £650 +VAT for a full year's coverage, this is the cost cost-effective way of giving you a full 12 months' promotion through MOD Defence Contracts Bulletin.

Space is at a premium, so for further information please contact:

Roberta Brady on 0141 270 7354 or email roberta.brady@contracts.mod.uk



OTHER PUBLIC SECTOR PROCUREMENT WEBSITES

Public Contracts Scotland

This portal gives free access to contract opportunities in Scotland. The public sector in Scotland is responsible for ensuring that Scottish citizens are provided with the wide range of goods, works and services that support them in their daily lives. From street lighting to MRI scanners, from social care to education and emergency services, the people of Scotland expect their taxes to be spent wisely while ensuring value for money and delivery of the highest quality products.

The Public Contracts Scotland portal, launched in August 2008, is a vital ingredient in enabling the Scottish public sector to:

- increase competition and support 'best value'
- provide valuable free contract information to suppliers
- achieve a more transparent tendering process and adhere to EU rules
- build stronger communication links with buyers and suppliers
- stimulate growth in Scotland

Find details of contracts with Scottish Local Authorities, NHS Scotland, the Scottish Government, Agencies and NDPBs, Higher and Further Education and Emergency Services by browsing the available contracts. You can also register to receive free email alerts

Contact:

Customer Services

10 Queens Road, ABERDEEN AB15 4ZT

T: 0800 222 9003

W: www.publiccontractsscotland.gov.uk

Sell2Wales

The new Sell2Wales website is an information source and procurement portal set up by the Welsh Government.

We aim to help:

- businesses win contracts with the public sector across Wales
- public sector buyers to advertise and manage tender opportunities
- businesses promote their services
- businesses find contract opportunities

Each year, billions of pounds worth of contracts for public sector goods and services are advertised through this site.

These contracts are offered by a wide range of publicly funded organisations including:

- the Welsh Government
- local authorities
- NHS Trusts
- colleges and universities

Winning contractors can offer sub-contracting opportunities by identifying suitable businesses and inviting them to quote for work and tender for contracts.

This site offers you:

- a simplified system where you can document tendering opportunities
- free registration allowing full use of tools to help you search for tendering opportunities
- access to procurement services in one place
- the facility to advertise tenders and to supply goods and services to the public sector
- email alerts for suppliers about the latest business opportunities
- free contract and procurement information
- case studies of Sell2Wales users
- the chance to search the latest procurement news and events
- easier communication between buyers and suppliers

Please contact Customer Services when you need additional information:

Technical Helpline

T: 0800 222 9004 – Support for Sell2Wales website issues

Business Wales Helpline

T: 03000 603000 – Support for Sell2Wales website issues

W: www.sell2wales.gov.uk

eSourcing NI

eSourcing NI is an electronic tendering site which allows supplying organisations to take part in tender opportunities led by Northern Ireland public sector and regulated contracting authorities, through which all procurement is channelled.

Occasionally, NI contracting authorities collaborate with wider government organisations.

These and other tenders can be seen by clicking on the Pan-Government Opportunities or Contracts Finder links.

To respond to a tender, you will first need to register on this site using the Register button. You will be sent a password via email, giving you secure access to the site. You can then login with your username and password.

Contact:

eSourcing Helpdesk

T: 0800 368 4850

T: +44 (0)20 3349 6601 (from outside UK)

E: help@bravosolution.co.uk

W: <https://e-sourcing.bravosolutions.co.uk/web/login.shtml>

TENDERING FOR PUBLIC SECTOR CONTRACTS

The procurement process

You may have to go through one of four different official procurement procedures if you bid for a public sector contract.

If you're using the MOD DCO portal and Contracts Finder (see above), the contract notice will say which procurement procedure is being used.

Procurement procedures

The Open Procedure

You will be asked to return a tender by a set date. All tenders will be evaluated before the contract is awarded. This procedure is often used by local councils.

The Restricted Procedure

This is a two-stage process. In the first stage, interested suppliers are asked to fill out a questionnaire and a shortlist is drawn up. In the second stage, the shortlisted suppliers are invited to respond to an Invitation To Tender (ITT). The tenders are then evaluated and the contract awarded.

The Competitive Dialogue Procedure

This procedure is used for more complex procurements. After a selection process, the buyer then negotiates with suppliers and

invites chosen companies to put in a bid. Suppliers put in their tenders and the contract is awarded.

The Negotiated Procedure

In this procedure, the buyer enters into contract negotiations with one or more suppliers.

Framework Agreements

If a public sector organisation knows they are likely to need particular goods or services, but are unsure about exactly what they'll need or when, they may decide to set up a group of approved suppliers that they can use when necessary. This is called a 'framework agreement'.

The organisation will invite potential suppliers to put themselves forward for the framework and choose the one(s) most able to do the work. Once the framework is set up, individual contracts are made throughout the period of the agreement. If there's more than one possible supplier on the framework, a 'mini-competition' may be held to decide who gets the contract.

Framework agreements usually last for a maximum of four years.

More information:

Contact the Crown Commercial Service (CCS) with any questions about procurement rules and procedures.

CCS Supplier Support

T: 0345 010 3503

CROWN COMMERCIAL SERVICE (CCS)

The MOD is committed to working with the Crown Commercial Service (CCS) which brings together policy, advice and direct buying, providing commercial services to the public sector. CCS seeks to improve the quality of service delivery for common goods and services across government, works with 1400-plus organisations in the public sector and its services are provided to 2600-plus suppliers.

Categories procured by CCS on behalf of the Government include:

- Communications
- Construction

- Energy
- Facilities Management and Property
- Vehicle Hire
- Lease and Purchase
- eLearning and classroom training solutions
- Office Solutions, including Furniture
- Print
- Professional Services
- Travel

If you would like to find out more, contact the CCS Supplier Support team on 0345 010 3503, or visit their website at www.gov.uk/government/organisations/crown-commercial-service.

MINISTRY OF DEFENCE COMMERCIAL

The MOD Commercial function is led by the Director Commercial who provides strategic leadership across the full range of MOD acquisition, procurement and commercial activities, and is responsible to Chief of Defence Materiel (CDM) for all aspects of the Department's commercial performance.

Director Commercial

Director Commercial (DC) is the MOD's Commercial Process Owner and is responsible for the future direction and development of industrial strategy and the Department's commercial relationships with industry; providing the commercial policy and process framework, functional standards and tools for achieving commercial value for money across defence and providing professional leadership of commercial staff across MOD.

Director Commercial also leads the operational commercial service for Defence Equipment and Support (DE&S) projects, providing advice, experience and support to senior commercial managers and Programme Teams residing in the DE&S Operating Centres.

Director Exports and Commercial Strategy (DECS)

Responsible for the external industry-facing activities requiring deep, long-term understanding of the industrial base, manages strategic relationships between industry and MOD, coordinates Strategic Defence and Security Review (SDSR) renegotiations and is the lead for the Whitehall Liaison Group; Exports; The Review into Single Source Pricing (Yellow Book); the White Paper; and broader Industrial Policy issues.

The Commercial Assurance and Governance team (CAG), line managed by the Defence Communication Centre (DCC), provides scrutiny advice to both Director Commercial and Director Corporate

Commercial, and to other senior stakeholders, on individual investment decisions and ensures an effective commercial process and system is maintained and applied effectively across MOD.

Chief of Staff (CoS)

Ensures the commercial practitioners across defence have the guidance, tools and advice that they need to carry out their work effectively, efficiently and in accordance with best practice. CoS also ensures the development of professional skills across the commercial community and their application across defence.

Commercial Services includes the following teams:

- **Commercial Systems** – provides comprehensive commercial policy advice and guidance that translates strategy/policy into tools to do business
- **Commercial Capability** – develops a professional skills framework for commercial practitioners and undertakes strategic manpower planning for the community
- **Commercial Process and Governance (CPaG)** – driving consistency, efficiency, economy and continuous improvement in commercial processes
- **Cost Assurance and Analysis Service (CAAS)** – exists as the MOD's centre of excellence for pricing and costing support to the Acquisition Community, enabling continuous improvement of the acquisition process, risk reduction and ensuring 'Best Value for Money' for defence
- **Contracting, Purchasing and Finance (CP&F) Business Change Team** – provides an end-to-end e-procurement capability that provides a modern and transformed procurement to payment process for managing all procurement activity and delivering management information from a single source at the point of need
- **Supplier Relations Team (SRT)** – exists to develop robust strategic relationships with the MOD's key suppliers to improve coherency, performance and decision-making

SUPPLIER RELATIONS TEAM (SRT)

The Supplier Relations Team (SRT) is a pan-MOD support function that develops robust strategic relationships with identified key suppliers in order to improve coherency, performance and decision-making.

SRT comprises the following sub-teams:

Supplier Management

SRT leads with the management of the current key suppliers to MOD. This is not a fixed number and is subject to change. The Key Supplier Management Team also provides briefing material on these suppliers for Ministers and senior officials. The team

works closely with their counterparts in the key suppliers to better understand the strategic intent and capabilities of industry.

Mergers and Acquisitions

SRT provides the MOD's focal point for all aspects of merger and acquisition business involving companies supplying defence goods and services directly and indirectly to the MOD. The Mergers and Acquisitions Team analyse the potential implications for the MOD and propose remedies where necessary; implementing these changes with companies and, as necessary, through national and international regulatory authorities. SRT also advises on the Department's policy regarding Special Shares in defence companies.

Contract Novations and Company Name Changes

Located within the Mergers and Acquisitions area of SRT, it acts as the MOD corporate focal point for Contract Novations and Company Name Changes involving current MOD suppliers.

Small and Medium-sized Enterprises

This SME post supports the Director Commercial in his role as MOD 'SME Champion' by leading in the co-ordination of MOD commercial policy in relation to SMEs. It also co-ordinates implementation and sustainment of the SME aspects of the MOD White Paper National Security Through Technology while reviewing existing and proposed acquisition policy guidance.

Commercial MI

The CMI Team provide the MOD and Central Government with a compliant categorised departmental spend map in order to contribute to improved procurement decisions. They also support ongoing pan-MOD projects, for example Data Cleansing and Forward Contracting Workplan.

Defence Suppliers Service

The Defence Suppliers Service (DSS), part of SRT, is the MOD focal point for the provision of advice and guidance to all UK and overseas companies interested in selling to the MOD.

DSS staff can explain:

- how to become a defence supplier
- how to access MOD tender and contract opportunities
- some of the procedures and processes that the MOD uses to buy a wide variety of goods and services

The DSS does not become directly involved in sourcing goods and services or in placing contracts on behalf of MOD. It does not have visibility of such contracts. It works closely with Trade Bodies and Associations, Chambers of Commerce, Local Enterprise Partnerships (LEPs) and councils, giving advice to their respective member companies about doing business with the MOD and attending various seminars, events and exhibitions these organisations arrange.

The DSS acts purely in an advisory capacity by:

- operating a Defence Suppliers Service helpdesk facility
- providing an overview of how MOD acquisition is undertaken and the various procedures that are in use
- providing information packs about becoming a defence supplier, which includes the 'Doing Business with the MOD' brochure
- providing points of contact for the various MOD acquisition teams who may have an interest in and possible future requirement for the goods and services a company can provide; this allows the company to contact the MOD acquisition teams directly to discuss possible future business opportunities
- attending exhibitions, seminars and 'Meet the Buyer' events across the UK and giving 'Selling to the MOD' presentations, where appropriate

DSS contact details:

DEFENCE SUPPLIERS SERVICE

Supplier Relations Team, Poplar 1 #2119, MOD Abbey Wood, BRISTOL BS34 8JH

T: 030 679 32844 (for UK companies)

T: 0044 (0)117 913 2844 (for overseas companies)

E: defcomrclsrtdsshelpdesk@mod.uk

Advocacy and Outreach

The MOD's Advocacy and Outreach work streams are responsible for a number of supply chain development and engagement activities.

The Advocacy role is managed in an open, transparent and equitable manner, making recommendations for improvement where necessary. It also acts as interface between the MOD, various local and UK business support agencies and key stakeholders including regional and UK steering groups.

The vast majority of the MOD's procurements proceed without complaint. However, things do sometimes go wrong and the Advocacy provides a confidential and unbiased route for the supply chain to raise issues relating to procurement at the Department.

The intent is to have a number of advocates across defence who will:

- support Commercial 1*s in identifying and challenging instances of non-competitive contract renewal and unnecessary single source procurements
- act as part of a network of Supply Chain Advocates, co-ordinated by the Supply Chain Advocate in SRT, to share intelligence and good practice across the business
- act as the first point of contact within the business area for prospective suppliers, helping to match suppliers with appropriate opportunities
- support respective business areas in early engagement between Commands, delivery agents and the supply chain to understand the capability and capacity that exists to meet our pipeline of requirements and help develop our needs
- provide a confidential and unbiased route for the supply chain, which will be managed in an open, transparent and equitable manner, making recommendations for improvement where necessary

The SRT Advocate can be contacted at the following address:

Sim Carswell

Supply Chain Advocate, Poplar 1 #2119, Ministry of Defence, Abbey Wood, BRISTOL BS34 8JH

T: 030 6798 8595

E: defcomrclsrtdsscd@mod.uk

Where attempts at resolving issues with MOD or a prime contractor have failed, or where the supplier prefers, they can use the Cabinet Office's 'Mystery Shopper' scheme.

Advocate Contact List

Name	Department	Telephone Number
Sim Carswell	Def Comrcl SRT	030 6798 8595
Pat Duddy	Def Comrcl HOCS	0141 224 3760
Amanda Day	Air Commercial	01494 494362 +6447
Liz Lane	JFC Comrcl	030 6798 3238
Lisa Buckley	JFC Comrcl	01543 434724
Karen Milsom	ISS Comrcl	030 6770 0986
Richard Corke	ISS Comrcl	030 6770 0261
Jennifer Steer	Army Commercial	030 6770 7468
Claire Garwood	DIO Comrcl	01264 383190
Stephen Power	DE&S Comrcl	030 6798 4147
Paul Martin	DE&S Comrcl	030 6795 68253
Stephen Cleeve	Def Comrcl Navy	023 9272 6801
Russ MacMillan	DE&S SMF	030 6798 6825

FRONT LINE COMMANDS

Defence Transformation: new relationships between the defence industry and the Front Line Commands

New opportunities for industry to get to the heart of equipment and support requirements could emerge from changes triggered by Lord Levene's independent report on Defence Reform and the Defence Reform Blueprint for the Future Department.

Under the Levene proposals, defence companies have the chance to cut costs and improve competitiveness by forging deeper relationships with the real customers from the earliest concept stage of requirement development.

In line with Lord Levene's report, and as part of the reorganisation of the top tiers of the MOD, the Chiefs of Staff have been given many of the levers they need to generate and develop their service to deliver military capability. The Front Line Commands (FLCs) have been made accountable, through the Service Chiefs, for planned and in-service equipment and support across all years and will now set the detailed equipment and support requirements for their own Service's equipment. As such, they act as the customer for Chief of Defence Materiel (CDM).

This change provides the opportunity to speak to and build a relationship with an easily identifiable customer who is very close to the operational front line and understands exactly what is required. The proposal is not without its challenges. Prior to the change, the FLCs had no existing structure or expertise in setting requirements which will still take time to develop.

So what should industry do? In a cash-constrained future where the number of new equipment purchases may decrease, providing support for existing equipment is the major opportunity and a key area for potential growth.

To compete and succeed in providing equipment support, companies will need to demonstrate a deep understanding of real user requirements and strong relationships with the new buyers in the FLCs.

A better understanding between the FLCs and industry could be a business winner. Although initial implementation has taken place, there is much still to be defined in terms of how the FLCs will make the new relationships work and it is important for industry to start taking positive steps now to engage in new ways.

These include:

- building relationships and trust with the FLCs (who will control most of the equipment support spend) to demonstrate industry's commitment and desire to meet their needs effectively
- working as true partners to the FLCs, seeking to get involved at the earliest concept stage of requirement definition when the exploration of innovative solutions will be key. Providing advice on the 'art of the possible' can help the FLCs to produce well-honed requirements, reducing risk and cost and increasing industry's chances of winning business, that both meet the MOD's needs and are profitable to deliver
- Working with the FLCs to look across all of the Defence Lines of Development (DLoDs), particularly personnel. Future skill requirements will be critical over the coming years given the reductions in the size of the Armed Forces

MOD COMPLAINTS PROCEDURE

If you are unhappy with the service you get from the MOD or its agencies, there are different ways you can complain.

Our commitment

At the MOD we are committed to providing a high quality of service to everyone with whom we deal. We continually look at our existing performance and try to improve on it.

You may be in a good position to judge how we are performing, and we need you to tell us if we get things wrong. We will listen to your complaints and treat them seriously and in confidence.

We aim to put things right for you when it is possible and appropriate, learn from where we went wrong and make sure that we do not make the same mistake again.

How to complain

If you have a complaint, you should initially make it to the relevant part of MOD involved in the matter, as they will usually be best placed to put things right. However, if you do not know who is responsible for the matter, then you can write to them via:

Ministerial Correspondence Unit

Level 5, Zone A,
Main Building, Whitehall,
LONDON SW1A 2HB

The Department aims to issue a full response to your complaint within 20 working days of receiving it.

If we cannot, we will tell you who is handling the complaint, and when they expect to be able to reply in full. It will help us to deal with your complaint if you can provide as much background information as possible.

What to do if you're not satisfied

If you are not satisfied with the way in which your complaint has been handled, you have the right to ask for an internal review of your case which will be carried out in the division where you made your initial complaint.

You should normally be informed of who to contact to ask for an internal review as part of the response you receive to your initial complaint.

If you do not know who to contact, or wish to refer the case to a part of the MOD independent of the area that handled the initial complaint, you should write to:

Defence Business Improvement

Level 3, Zone D,
Main Building, Whitehall,
LONDON SW1A 2HB

If you remain dissatisfied after the internal review, you have the right to contact the Parliamentary Commissioner for Administration (the Ombudsman) through your Member of Parliament.

The Ombudsman can be contacted at the following address:

Office of the Parliamentary Commissioner for Administration

Millbank Tower,
LONDON SW1P 4QP

CABINET OFFICE MYSTERY SHOPPER SCHEME

The Cabinet Office's 'Mystery Shopper' scheme provides a route for suppliers and potential suppliers to raise concerns about public procurement practice. The scheme provides a clear, structured and direct route for suppliers to raise concerns about public procurement practice (even

when attempts at resolving issues with a contracting authority or a first-tier supplier have failed) and provides feedback to enquirers on their concerns.

Further details on the scheme may be found at: www.gov.uk/government/publications/mystery-shopper-scope-and-remit.

INNOVATIVE PROPOSALS AND THE CENTRE FOR DEFENCE ENTERPRISE (CDE)

The MOD is committed to introducing innovation in our business. We recognise the supply chain has vast experience across many industry sectors and can help us deliver our business in an increasingly efficient and effective way. Innovation can take many forms, from novel application of existing technologies and development of new technologies through to changes to working practices or procedures. Whatever the idea, we recognise that our suppliers will want to us protect them, and we can do this through confidentiality agreements as necessary. We will actively manage the process of introducing innovative ideas to the business.

The Centre for Defence Enterprise (CDE), part of the Defence Science and Technology Laboratory (Dstl), funds novel, high-risk, high-potential-benefit research to develop capabilities for the UK Armed Forces and national security. You can submit a CDE proposal for a research contract at any time to their Enduring Challenge competition, or in response to the technical challenges in a specific themed competition.

Contact details:

Centre for Defence Enterprise

Building R103,
Fermi Avenue,
Harwell, OXFORD,
Oxfordshire OX11 0QX

T: 030 6770 4236

E: cde@dstl.gov.uk

DEFENCE GROWTH PARTNERSHIP (DGP)

The Defence Growth Partnership (DGP) is a partnership between government and the defence industry. It is jointly led by the Department for Business, Innovation and Skills (BIS) and the defence industry, with the support of the MOD as the UK customer.

We are working in partnership to secure a truly competitive, sustainable and globally successful UK defence sector that provides affordable leading-edge capability and through-life support for our Armed Forces and international customers, as well as bringing wider economic benefits to the UK.

Industry and government can maximise defence exports by working closely together.

The UK Defence Solutions Centre (UKDSC) has been established as a new collaborative working environment to identify innovative and tailored solutions to meet the needs of customers and determine road maps to guide future investment decisions and improve competitiveness.

UKTI's Defence & Security Organisation (UKTI DSO) will be strengthened to focus on and prioritise the needs of customers around the globe in the short, medium and long term, working closely with the UKDSC.

Stronger cooperation is the key to successful growth in the UK defence sector: both cooperation within industry and cooperation with government. Only through working together will we achieve the competitive advantage, the innovation and the strong international focus required to succeed in the global market. The DGP will create the structures necessary to deliver this new way of doing business. It will bring government and industry together at the highest level and will broaden and deepen our engagement across the vast range of organisations that contribute to our vibrant sector – from prime contractors to SMEs to academia.

The DGP will deliver through four key elements: the DGP Steering Committee, UKDSC, the Customer Advisory Group (CAG) and UKTI DSO.

The Steering Committee of the DGP will include representatives from government and industry including an SME representative. This committee will be responsible for setting the strategic direction of the DGP and agreeing the broad parameters of support from government and industry.

The Customer Advisory Group will provide an open interface for all customers, in order to better understand their future needs and requirements. To respect policy and regulatory requirements, including open competition, MOD engagement with UKDSC will take place through the CAG.

MOD IMPLEMENTATION OF THE CYBER ESSENTIALS SCHEME

The Government has recently highlighted its plans to invest heavily in cyber security over the next five years and British industry now needs to be aware that every British company is a target, every British network will be attacked, and that cyber crime is not something that happens to other people.

The MOD is committed to ensuring it and its supply chain are appropriately protected and has been working jointly with industry and other government departments in the Defence Cyber Protection Partnership (DCPP) to develop a proportionate means of achieving this. As a first step, the MOD has implemented the Government's Cyber Essentials Scheme through a compliance question in its supplier selection Pre-Qualification Questionnaire.

For all new requirements advertised from 1 January 2016 which entail the transfer of MOD identifiable information from customer to supplier or the generation of information by a supplier specifically in support of the MOD contract, MOD will require suppliers to have a Cyber Essentials certificate by the contract start date at the latest, and for it to be renewed annually. This requirement must be flowed down the supply chain.

It is expected that this scoping will apply to most direct MOD contracts; however, the supply chain will also need to apply the same test as it flows work down into sub-contracts and it is recognised that the scoping statement may not be applicable at some of these lower levels, eg items procured on a regular basis where allocation is unknown at the time of purchase. The more extensive requirements of the DCPD Cyber Security Model will be implemented in a phased approach from April 2016.

HM Government commissioned a 2015 Information Security Breaches Survey. There are some rather worrying statements, some of which can be attributable to the cyber threat. 90% of large organisations and 74% of small businesses will have suffered a security breach. 69% of large and 38% of small businesses were attacked by an unauthorised outsider in 2014, while the average costs of the worst possible breach range from £75,000 to £311,000 for a small business to £1.46 million to £3.14 million for a large business.

By implementing the basic cyber controls required of the Government's Cyber Essentials scheme businesses will protect their information assets from almost 80% of cyber threats.

The MOD DCPD team would be happy to advise suppliers on any aspects of meeting these requirements.



DON'T LEAVE YOUR DATA AT RISK BECOME CYBER ESSENTIALS CERTIFIED

DCI CYBER ESSENTIALS HELPS YOU TO:

Comply with mandatory
requirements when
bidding for MOD
contracts

Protect your
business
against common
cyber threats

Demonstrate your
adherence to
government
standards

Get started now
cyber.dcicontracts.com

CONTRACTING, PURCHASING & FINANCE (CP&F)

The MOD is currently developing a replacement system for its existing procurement tools. The new system will provide a single end to end capability which will enable significant change opportunities for both the MOD and suppliers in terms of improved contract visibility, more efficient and effective processes and reliable, timely Management Information (MI). It will deliver a significant step towards the Government's requirement to ensure all procurement action is conducted electronically by 2017. All existing paper processes will be replaced.

The new system is called 'Contracting, Purchasing & Finance' (CP&F). There are three main stages known as 'Releases' prior to CP&F reaching its full capacity. Release 1 only affected MOD employees

and went live on 30 September 2015. Release 2 is planned for late summer 2016; this will launch the finance and purchasing elements of CP&F. The sourcing and contract management elements will be encompassed at Release 3, scheduled for late 2016. CP&F will be one of the biggest transformation programmes within MOD, saving £120 million per year in spend, and will interface with existing inventory management systems and the MOD DCO portal.

There will be minimal change for suppliers at Release 2, but at Release 3 suppliers will be able to log directly into the system and interact electronically with MOD.

Suppliers will need to undertake some form of online training prior to connecting to and using CP&F. This is currently being developed; suppliers will be notified once this training is available. The MOD will work with suppliers to ensure any disruption to business operations is kept to an absolute minimum.

Contact details:

E: DefComrclCPF-BTT@mod.uk

DEFENCE EQUIPMENT PLAN 2015

This is the fourth annual published summary of the Defence Equipment Plan. Building on the 2014 summary, it sets out our plans for the next ten years to deliver and support the equipment our Armed Forces need to do the jobs we ask of them.

The Defence Equipment Plan sets out the MOD's plan to spend £166 billion on capabilities the Armed Forces will need over the ten-year planning period out to 2024/25.

Over the next ten years the Department plans to:

- a **Spend £68.5bn on the procurement of new equipment.** This is broadly unchanged from last year's figure of £68.9bn.
- b **Spend £18.3bn on support arrangements for new equipment.** This is an increase on last year's figure of £16.0bn, which is driven by the impact of the budget roll forward in 2024/25.
- c **Spend £65.8bn on support for existing, in-service equipment.** This is an increase on last year's figure of

£64.1bn, which is driven by the impact of the budget roll forward in 2024/25.

- d **Hold a contingency provision of £4.3bn.** This is a minor decrease from last year's figure of £4.6bn, with contingency funding needed for the Rotary Wing Military Flying Training System project as a result of a change to the contracting strategy, and contingency funding drawn down to fund the contract for Ajax Vehicles.
- e **Retain unallocated headroom of £7.3bn.** This is a minor decrease from last year's figure of £8bn due to the drawdown to fully fund the Ajax and Warrior Capability Sustainment Programmes and to fund the purchase of further Tomahawk missiles. The headroom is notionally allocated by FLC but will only be drawn down when programmes are at a sufficient level of maturity.
- f **Retain a centrally held provision of £2.2bn.** This is an increase from last year's figure of £1.2bn, largely a result of the budget roll forward in 2024/25.

UK DEFENCE SOLUTIONS CENTRE (UKDSC)

The UKDSC is a new organisation built to respond to international customers' needs for innovative and tailored world-class defence solutions.

We've taken a world-first approach that brings together the best of the defence industry, academia, R&D and government in one collaboration. In this way, we believe we will grow the UK defence industry to be the world-leading centre of innovation.

We always start by understanding customers' needs. We've established an impartial market-led approach that delivers untapped international collaboration and innovation, allowing us to bring a broad range of capabilities to any situation. This, in turn, delivers the right solutions to meet our international customers' challenging objectives.

The UKDSC has key characteristics that make it unique. Jointly funded by the UK Government and industry, and born of the DGP initiative, it is independent of any individual company's commercial interests. The UKDSC makes it quicker and easier for international partners and customers to connect with the UK's extensive value chain, which includes industry, academia and government, both inside and outside the defence sector. As a result, we can promote and exploit open innovation to meet customers' needs.

The bottom line

We bring an impartial approach to listening to customers, identifying concepts, R&D and solutions; quickly bringing industry and government together so they deliver fast, economic and enduring solutions.

UKDSC is the answer

We reach the entire breadth of the UK value chain like no other organisation can, all the way from the largest defence prime contractors through to the thousands of highly innovative SMEs. We make it easy for our customers to connect to UK industry.

By promoting collaboration between these companies, the best of UK capability is being harnessed to deliver solutions that meet customers' needs faster than they otherwise would.

The highly skilled UKDSC team understands the customer's needs in detail, enabling us to identify concept-level solutions and bring UK industry and government innovations together quickly, so that our customers have access to the very best the UK has to offer.

We work in the pre-competitive phase, bringing closer collaboration with both customers and industry.

As a result, the UKDSC does not own any Intellectual Property, which will always remain with its originator.

This renewed focus on our customers and their requirements, and closer working with UKTI DSO, means that we have begun to identify the long-term trends and the key drivers that affect them. With customers coming to us through UKTI DSO, we then develop those relationships deeper, through a novel approach, by setting up a dedicated Customer Advisory Group, akin to account-based management in the commercial sector. This group fosters a close partnership with those countries who want it.

Understanding these top-level customer needs, combined with a knowledge of the strengths of the UK R&D programme (from our early road-mapping work across the UK industry base), means we've already made progress in the following areas:

- Air, Land and Maritime Intelligent Systems, the latter through the Centre for Maritime Intelligent Systems (CMIS) recently opened at Portsmouth
- Unmanned Air Systems (UAS)
- Operational Training Integrating Synthetics (OTIS)
- Technology supporting Complex ISR

These themes have been validated by our recent work as areas of strength within UK industry, as well as areas of potential export interest around the globe.

Contact details:

UK Defence Solutions Centre

Cody Technology Park, FARNBOROUGH

SMALL BUSINESS RESEARCH INITIATIVE (SBRI)

The Small Business Research Initiative (SBRI) is a government mechanism for the procurement of research intended to enable the application of industry innovation to public sector problems while promoting economic growth through Government funding of innovative products and services. While not aimed solely at SMEs, the SBRI mechanism is intended to improve SME access to marketplaces and provide a sustainable funding model for early stage companies. The Cabinet Office expects departments to spend a proportion of their procurement budget through SBRI.

In February 2015 the MOD's Permanent Under Secretary (PUS) ring-fenced £5 million to encourage defence use of SBRI and, supported by the DE&S Technology Office (part of the Technical Directorate), identified three major departmental challenge themes that were suitable to be addressed through the SBRI mechanism. The Technology Office has formed a programme team

to both deliver these projects and build wider understanding of SBRI across DE&S and the wider MOD, in particular engaging widely across DE&S Delivery Teams, Dstl and customer communities in order to create the best possible routes for exploiting these research activities.

One of the themes is the 'Enhanced Individual Protective Equipment' theme that sought innovative technologies, materials, designs or concepts to optimise individual protective equipment deployed in harsh, hostile and toxic environments. Examples of the planned Phase 1 outputs include: development of prototype blast injury mitigation socks; novel, low-cost approaches to optimising fitting of body armour; and development of personalised body armour through Additive Manufacturing.

The Technology Office SBRI programme is in the closing stages of a Phase 1 SBRI competition (SBRI activity typically covers two phases). Joint Technology Office and stakeholder teams have made 539 assessments of 157 bids and 24 to 28 contracts are being placed under an SBRI commercial framework agreement.

Information and a list of ongoing funding opportunities for innovative ideas are listed on Innovate UK's website <https://interact.innovateuk.org>.

GOVERNMENT USE OF G-CLOUD

The existing framework for companies to engage across government via the Crown Commercial Service (CCS) framework on the G-Cloud can be accessed here: Government Cloud Strategy. You can find the Government Digital Marketplace using this link Find digital services for the public sector. There is also a suppliers' guide available via this link: www.digitalmarketplace.service.gov.uk/suppliers-guide

which explains how to best engage with potential public sector customers, including the MOD.

The MOD has issued a framework document entitled 'Network Technical Authority – MOD use of the G-Cloud', version 1.1 dated 28 November 2013, which is based on the CCS guidance for departmental G-Cloud buying services. The framework requires companies to be shortlisted through the framework and ensures that companies comply with the scope of the G-Cloud as set out in the Official Journal of the European Union (OJEU).

ACQUISITION SYSTEM GUIDANCE (ASG)

The Acquisition System Guidance (ASG), formerly the Acquisition Operating Framework (AOF), is the main source of policy and guidance on acquisition for the MOD and industry partners. It defines how the MOD conducts, governs and controls its defence acquisition process and is the main enabler for improving its delivery to the Armed Forces and for producing greater value for money for the taxpayer.

How to access the ASG

The ASG is now available via free, registered access at <https://sts.defencegateway.mod.uk/register.aspx>. Please complete the

registration form to get a login account from ASG; once you have activated your account you will be able to browse the ASG. You will be sent an email to activate your account.

If you experience any difficulties registering or accessing the ASG, please email the ASG Team at dpas-aofteam@mod.uk.

The Commercial Toolkit

Contained in the 'What's New' section of the ASG, in the Commercial Toolkit you will find guidance on aspects such as contracting methods, contract administration, pricing and tendering as well as an archive of DEFCONs (Defence Conditions) and DEFFORMs (Defence Forms), the majority of which will be included in all MOD tenders and contract documents and others included on a case-by-case basis.

HOW TO SELL GOODS AND SERVICES OVERSEAS (UKTI DSO)

What we do

The UK Trade & Investment Defence & Security Organisation (UKTI DSO) helps the UK defence and security industries to export.

We do this by building strong relationships with industry and overseas governments.

We provide specialist export advice and practical assistance, working closely with industry and government departments including the MOD, the Home Office and the Export Control Organisation (ECO).

Who we are

UKTI DSO has around 105 staff in London and another 38 in our export support teams. UKTI DSO has around 20 diplomatic posts overseas with the title 'First Secretary, Defence and Security'. We also have access to other overseas UKTI staff. For more information see our corporate brochure.

Responsibilities

We are responsible for:

- helping UK defence and security industries export their products
- maintaining relationships with overseas governments to promote British defence and security products
- working with MOD and industry to ensure defence and security products have export potential
- providing UK defence and security companies with specialist support to sell their goods

Priorities

Our priorities are to:

- assist UK defence and security companies to export their products, particularly in our priority markets
- support the major UK defence and security exhibitions (Farnborough International Airshow, Defence and Security Equipment International, and Security and Policing)
- support the UK defence and security industry at overseas events
- promote the rapidly growing cyber security sector

INTELLECTUAL PROPERTY RIGHTS (IPR)

Intellectual Property (IP) is a generic term applied to products of original intellectual effort. IP may be protected by statutory or common law rights – patents, copyright, database rights, design rights (registered and unregistered), trademarks and confidential information (eg trade secrets or know-how).

Within the UK jurisdiction the MOD has limited Crown rights to use certain Intellectual Property Rights (IPR) without the prior agreement or consent of the IPR owner.

Compensation may be payable for any loss incurred by an owner or exclusive licensee in respect of patents and designs (whether registered or not) for not being awarded an MOD contract.

The majority of MOD contracts involve the creation or use of one or more forms of IP. Although the circumstances do arise

where MOD deems it appropriate to secure ownership of the IP, the normal policy is to leave ownership with the contractor and take specific right of use. Right of use is normally effected either by establishing rights through a contract or a licensing arrangement with the IP owner.

Access to and use of IPR is essential when outsourcing repair and maintenance to contractors who may not be the Design Right Owners. To address these problems an 'IPR Protocol' has been agreed with the Trade Associations.

Special IP considerations arise in competitive tendering for the first production order. If proceeding to competition, the company owning the IP must be invited to tender unless there are good reasons for not doing so.

MOD's treatment of IP, whether owned by MOD itself or a third party, is set out in its policy statement on the Commercial Toolkit hosted on the ASG. Register for access to the ASG at <https://defencegateway.mod.uk/>.

21st CENTURY SUPPLY CHAINS (SC21) PROGRAMME

SC21 is a change programme designed to accelerate the competitiveness of the aerospace and defence industry by raising the performance of its supply chains. International competition, together with the challenges posed by the defence industrial strategy, necessitates rapid improvement in the effectiveness of our supply chains. At the same time, industry must ensure that it delivers competitive solutions for customers while maintaining profitable business growth.

What are the benefits of committing to SC21?

Since 2006, SC21 has seen companies benefiting from a large range of benefits and savings, such as:

- reduced overheads from implementing business excellence and lean principles through the Bus Ex and Man Ex tools

- operational improvement with minimal costs to the business
- increased competitiveness
- leaner production
- cost reduction
- shorter set-up times

Through participating in SC21 your business will also understand better how the industry will be changing in the future and you will be kept aware of developments in the sector and the activities regarding your colleagues on the SC21 programme.

Contact details:

Head of Supply Chain

T: 07917 600126

E: phil.curnock@adsgroup.org.uk

Projects Manager – SC21 & Quality

T: 07717 173746

SECURITY CLEARANCE

Do I need a security clearance, or does my company need security cleared staff to bid for MOD contracts?

No. You do not need to hold security clearances to bid for MOD work advertised in MOD DCO, MOD DCB, OJEU, the Contracts Finder portal and other sources. The MOD contracting procedures make sure that there is no competitive advantage in having prior security clearances.

Requests for clearances must be raised during the contractual process. Advertising for staff who already have a security clearance is contrary to Government policy, is unnecessary and potentially discriminatory. Any individual who sees such a criterion specified in advertisements when seeking employment can inform the Cabinet Office by forwarding full details of the post and employer.

How do I get a security clearance?

First you need a sponsor. Individuals and companies cannot ask for security clearance unless they are sponsored, and you will not be sponsored unless individuals or companies are contracted (or in the process of being contracted) to work on one or more specific MOD project where because of the nature of the work or material being produced, held or stored, a personnel security clearance or a company facility security clearance (LIST X) is required.

For sub-contractors the prime contractor will sponsor the clearance if they have facilities which are LIST X (facilities cleared by Government to hold, store or process material at SECRET or above). If the contractor and sub-contractor do not have LIST X facilities, the contracting authority will sponsor the clearance requirement. For example, working

on an MOD project, the MOD site / unit / project team will sponsor the clearance if the company does not have LIST X facilities.

Why does MOD insist on having sponsors for security clearances? Why can't I just apply for a security clearance?

A security clearance provides a certain level of assurance at a point in time as to an individual's or a company's suitability to have access to classified information.

It does not provide a guarantee of future reliability and all security clearances are kept under review to ensure that the necessary level of assurance of the individual or the facility is maintained, and that a continuing requirement to possess such a clearance exists. For individuals this review is carried out by government departments and government sponsored contractors who are responsible for the oversight and ongoing personnel security of individuals granted a security clearance. For facilities with LIST X status this assurance is provided by the DE&S Principal Security Advisor.

This would not be possible in the case of private individuals, or companies applying for LIST X as a perceived aid to commercial advantage. Additionally, for individual clearances Defence Business Services – National Security Vetting (DBS NSV) is funded and staffed to meet forecast requirements for security vetting. It could not accommodate large numbers of additional clearances on an ad hoc basis.

For further information on LIST X status, contact **DESPSyA-SecurityAdviceCentre@mod.uk**.

SINGLE SOURCE REGULATIONS OFFICE (SSRO)

Assuring value, building confidence

What we do

We are an independent regulator of non-competitive defence contracts. Our principal statutory aims are to ensure that good value for money is obtained for the UK taxpayer in expenditure on qualifying defence contracts, and that single source suppliers are paid a fair and reasonable price under those contracts.

Although a newly established organisation, the SSRO is fully resourced and ready for business. The Single Source Procurement Regime came into force in December 2014, following Parliamentary approval of the regulations relating to the Defence Reform Act 2014.

Our responsibilities

We are responsible for:

- keeping the Single Source Contract Regulations and Part 2 of the Defence Reform Act 2014 under review

- reviewing the standard rates used to determine the profit rate in pricing single source contracts, publishing the review and making an annual recommendation to the Secretary of State for Defence on whether the rate should be adjusted
- publishing statutory guidance on allowable costs under qualifying defence contracts (QDC) and on the defined pricing structure (DPS)
- publishing reporting templates that provide statutory guidance
- giving opinions and making determinations, and publishing statutory guidance on the determination of penalty amounts to be used by the MOD in issuing penalty notices
- acting as the appeal body for civil penalties and other determinations
- providing analysis on behalf of the Secretary of State for Defence, including comparative benchmarks

CONTACT POINT DETAILS FOR THE MOD'S KEY SUPPLIERS

Companies wishing to contact these suppliers in the context of possible defence-related sub-contract opportunities may do so using this list:

AIRBUS

W: www.airbus.com/tools/airbusfor/suppliers

AWE

W: www.awe.co.uk/working-with-us/supply-chain

BABCOCK

W: www.babcockinternational.com/suppliers-becoming-a-supplier-to-Babcock

BAE SYSTEMS

E: supplierenquiries@baesystems.com

BOEING

W: www.boeingsuppliers.com

FINMECCANICA

E: moc@finmeccanica.com

HEWLETT PACKARD

E: information@ultra-electronics.com

LOCKHEED MARTIN

W: www.lockheedmartin.com/us/suppliers.html

MBDA

W: www.mbda-systems.com/suppliers

QINETIQ

E: kmwilkins@qinetiq.com

ROLLS-ROYCE

E: purchasing-support@rolls-royce.com

SERCO

E: procurement@serco.com

THALES

W: www.supplieronline.thalesgroup.com/en

Trade Bodies and Associations

ADS

From technology and exports, to apprenticeships and investment, the UK's Aerospace, Defence, Security and Space sectors are vital to the UK's growth.

ADS activities are focused around the following key objectives:

- Improving the image and profile of our industries
- Influencing the policy debates of most importance to our industries
- Supporting UK manufacturing and our industries' supply chains
- Encouraging investments in technology and innovation
- Supporting business development opportunities
- Increasing member value

ADS Offices

London

Conveniently located within easy reach of Westminster and the MOD Main Building, our London office provides a useful base for conducting business in London.

ADS Group Limited

Salamanca Square, 9 Albert Embankment, LONDON SE1 7SP

T: +44 (0)20 7091 4500

F: +44 (0)20 7091 4545

Farnborough

ADS also has an office in Farnborough situated on the site of the Farnborough International Airshow. Farnborough International Ltd (FIL), which is a wholly owned subsidiary of ADS Group Ltd, also operates from this site. FIL runs the biennial Farnborough International Airshow which is the leading global trade event for the international aerospace industry.

ADS Group Limited

Show Centre, ETPS Road, Farnborough Aerodrome, FARNBOROUGH, Hampshire GU14 6FD

T: +44 (0)20 7091 4500

F: +44 (0)20 7091 4546

Scotland

ADS Scotland works with stakeholders such as Scottish Enterprise, the Scottish Government and the Scottish Parliament. We ensure the continued success of these vital industries in Scotland, with the goal of continued growth and success for the Scottish sectors.

ADS Scotland

Phase 2, 2 Crewe Road North, EDINBURGH EH5 2XS

T: +44 (0)131 343 8931

Northern Ireland

Working closely with Invest NI, the presence of ADS in Northern Ireland aims to deliver a programme tailored to identify opportunities aimed at further developing NI aerospace, defence and security companies to reach their full potential, increasing market share and raising awareness of NI manufacturing capability and technological achievements internationally.

ADS Northern Ireland

Bombardier Aerospace, Airport Road, BELFAST BT3 9DZ

T: +44 (0)7827 669577

Toulouse

For companies interested in accessing the French aerospace, defence and security market a presence in Toulouse is essential. ADS Toulouse can help researching the local market and establish the contacts that are so important in winning new business. Services range from the provision of a private office for a permanent presence to a desk giving access to office facilities and onsite support. For a reduced fee members can opt to attend four programmed networking events per year as well as receiving the ADS Toulouse members' monthly marketing report.

ADS Toulouse SARL

Aeropole Batiment 2, 5 Avenue Albert Durand, 31700 Blagnac, FRANCE

T: +33 (0)5 3460 6929

F: +33 (0)5 3460 6930

India

In order to maximise the opportunities for UK companies, ADS has partnered in the setting up of a fully staffed office in India. This office enables in-country representatives to market advanced engineering companies in aerospace, automotive and advanced manufacture; to grow Indian knowledge of UK capability; and to help UK companies to collaborate/partner with Indian companies, identified via OMIS work. The office is based in Bangalore, the heart of the aerospace and space sector in India.

ADS India

UKIBC Bangalore Business Centre, Prestige Blue Chip, No 9 Hosur Road, Nr Dairy Circle, Bangalore 560 019, Karnataka, INDIA

Japan

The Japan office is headed up by Andrew Symonds, who has extensive experience in promoting, selling and supporting defence and civil products and services to a variety of customers and developing strategies for future business opportunities. Members can avail of his expertise, market knowledge and network of contacts to further their business interests across NE Asia.

ADS Japan

Shiba Koen Plaza, Building 8F, Shiba 3-8-9, Minato KU, Tokyo 105 0014, JAPAN

BUSINESS WALES

The Welsh Government's Business Wales service supports new and established businesses in Wales. Whether you're thinking about starting a new business, have already taken the first few steps or want to grow your current business, we can help.

Business Wales supports the sustainable growth of SMEs across the country by offering access to information, guidance and business support including:

Starting Up

- How to write a business plan
- How to raise finance
- Marketing

Tendering Support

- eProcurement
- How to tender collaboratively
- Meet the buyer events

General Business

Management Support

- Business growth
- Business and strategic planning
- Access to funding

International Trade

- Trading in other countries
- Researching markets
- Ignposting to Welsh Government, UKTI and other export support providers

eBusiness Support

- Customer relationship management
- Information security
- Unified communications

Mentoring Service

Business Wales will facilitate access to experienced business professionals offering independent and impartial mentoring support to help you grow your business.

Workshops

Our workshops and events are listed on our Business Wales events finder and include:

- How to tender (Introduction and Advanced)
- eProcurement
- Social media
- Accessing business finance

Follow our regional Twitter accounts:

North: @BusinessWalesN

Mid & West: @BusinessWalesMW

South: @BusinessWalesS

T: 03000 603000

CONFEDERATION OF BRITISH INDUSTRY (CBI)

With over 50 years of experience, we are the UK's most effective and influential business organisation.

We provide our members with the influence, insight and access they need to plan ahead with confidence and grow. We represent their views as we work with policymakers to deliver a healthy environment for businesses to succeed, create jobs and ultimately, drive economic growth and prosperity.

It is our mission to help create a thriving UK economy that's good for everyone.

The CBI speaks on behalf of 190,000 businesses of all sizes and sectors. Together they employ nearly seven million people, about one third of the private sector employed workforce.

With 13 offices around the UK as well as representation in Brussels, Washington, Beijing and Delhi, the CBI communicates the British business voice around the world.

We provide our members with three core benefits:

Influence

By harnessing the collective strength of our members, we create a formidable force – keeping business at the heart of policy in Westminster, across the UK, the EU and overseas. We successfully shape the pro-enterprise policies that firms need to seize opportunities and tackle barriers to growth.

Insight

With the largest policy team outside Whitehall, we provide members with a wealth of cross-sector expertise to help their companies grow – from market leading surveys, forecasts and analysis to practical support and advice on policy changes and the issues that impact on business success.

Access

Our unrivalled networks enable members to meet and hear from senior business and political leaders, potential customers and suppliers. And our local, national and international meetings and events put members in touch with each other to share ideas, experiences and new market opportunities – providing them with the connections they need to compete and prosper.

The CBI is a not-for-profit, non-political Royal Charter company that is run by its members for its members.

Facts:

- Founded in 1965
- Offices in London, Beijing, Brussels, New Delhi and Washington DC
- 13 regional offices
- We speak for 190,000 members, employing seven million people – about one third of the private sector workforce
- 100 economic and policy specialists
- Market leader in economic surveys and forecasts

Contact details:

Cannon Place, 78 Cannon Street,
LONDON EC4N 6HN

E: enquiries@cbi.org.uk

EEF

What We Do and Why

We are the voice of UK manufacturing and engineering and a leading provider of business support. We want manufacturing industry, and your business, to be able to thrive, innovate and compete both locally and on a global scale.

We work with a wide range of people, from industry leaders, managers and professionals to young people, apprentices, policy makers and the media.

We promote and support enterprise and innovation in the UK while making sure businesses remain compliant, future-focused and competitive.

What Problems We Solve

We are champions of manufacturing industry, working with decision makers and influencers in the UK and across the EU to create and maintain the best possible business environment where manufacturers and wider industry can innovate, thrive and compete in Britain, Europe and globally.

And we support businesses by providing advice, consultancy and training enabling individuals and businesses to be successful. Our portfolio of expert services are designed to help you improve your processes and productivity, maintain a safe workplace and attract, develop and retain a highly skilled, productive and flexible workforce.

Whilst helping you to be successful we'll also ensure that you and your business remain compliant with the changes in employment and health, safety and environmental legislation.

Membership

When you become a member, you'll be part of a high-profile community that shares best practice and innovative thinking. Membership opens doors

to new business opportunities, helps you solve business problems and puts you in touch with new customers and suppliers.

Our powerful industry voice will represent you and continue to influence government policies locally and nationally and across the EU.

You'll also benefit from the collective buying power of our member community. You'll be able to access better rates for all kinds of services, from employee packages to insurance, all selected and designed to help you manage and grow your business.

Campaigning for a Stronger Manufacturing Base

We campaign for a business environment that will benefit engineering and manufacturing businesses and help them succeed.

Our large membership community and our proven track record of success means we have influential relationships with UK and EU governments and institutions. This makes us a powerful voice in leading, championing and celebrating manufacturing industry. We campaign on your behalf, encouraging the government to adopt long-term industrial strategy with measures to boost exports, business investment and stimulate growth.

EEF locations:

Broadway House

London

Engineers' House

Bristol

Woodland Grange

Leamington Spa

FARNBOROUGH AEROSPACE CONSORTIUM (FAC)

Farnborough Aerospace Consortium (FAC) is a business-winning trade association with national and international members. It is the longest established aerospace and defence trade body in the UK, providing support to some 300 companies located in southern England – the heart of the UK's aerospace industry.

Through its unrivalled experience and expertise, FAC acts as an enabler for business between large primes and the supply chain, particularly SMEs. It enables its members to become more competitive and increase their market share through facilitating local and international trading, technology transfer and development, sharing of best practice and training plus lobbying at national level on key issues facing the sector.

The FAC recognises the consequences and impact of globalisation. It is committed to the long-term strategic growth of the aerospace and defence sectors, ensuring the region continues to excel on a global scale.

Mission Statement

'Enabling members to improve their business winning opportunities and capabilities'

FAC aims to make a significant contribution to sustaining a prosperous aerospace and defence industry in the UK by:

- Being a leading aerospace and defence trade body
- Supporting and championing the cause of the aerospace and defence industry
- Providing a brokering service to help members win new business

- Developing for all relevant sectors an effective contract winning and collaborative working mechanism to win and undertake work
- Being recognised internationally as a key portal for investment and business winning aerospace and defence opportunities in the UK, particularly for SMEs
- Being recognised by academia and research establishments as a key route to the aerospace and defence industry
- Being accepted by government and industry as the principal voice of SMEs in the aerospace and defence industries in the UK
- Working with appropriate partners to establish an effective learning and skills programme to attract and retain people in the aerospace and defence industries and to develop the skills of the existing and future workforce
- Developing funding sources for FAC and its members including membership services, consultancy and winning and managing government projects/initiatives
- Establishing good communications with the media to promote the aerospace and defence industries

Contact details:

Farnborough Aerospace Consortium

The Council Offices, FARNBOROUGH,
Hampshire GU14 7JU

T: 01252 375600

FEDERATION OF SMALL BUSINESSES (FSB)

Mission and Corporate Objectives

Our mission is to help smaller businesses achieve their ambitions.

Our corporate objectives:

- 1 To be recognised as the most influential and trusted business organisation
- 2 To value diversity and inclusion in everything we do
- 3 To be fully representative of the whole UK smaller business community
- 4 To provide the most valued package of business benefits and services
- 5 To provide the most effective network for smaller businesses across the UK

As experts in business, we offer our members a wide range of vital business services including advice, financial expertise, support and a powerful voice in government. Our mission is to help smaller businesses achieve their ambitions.

Established over 40 years ago to help our members succeed in business, we are a non-profit-making and non-party political organisation that's led by our members, for our members. Members get an exclusive package of great value business services including advice, financial products and support. These cover a wide range of benefits such as tax, legal and HR, local network groups, business banking and mentoring.

We don't only provide fantastic membership benefits – FSB is also the UK's leading business campaigner, focused on delivering change which supports smaller businesses to grow and succeed. Our lobbying arm starts with the work of our team in Westminster which focuses on UK and English policy issues. Further to this, our expert teams in Glasgow, Cardiff and Belfast work with governments, elected members and decision makers in Scotland, Wales and Northern Ireland.



Contact details:

Federation of Small Businesses

Sir Frank Whittle Way, BLACKPOOL FY4 2FE

T: 080 8202 0888

(Lines open Monday-Friday 8am-6pm)

E: customerservices@fsb.org.uk

MIDLANDS AEROSPACE ALLIANCE (MAA)

The Midlands Aerospace Alliance was formed in 2003 to support and represent the aerospace industry across the Midlands region.

More than 40 people serve on the MAA board or one of our three working groups -- a number maintained since 2004. This network lies at the heart of the MAA's success.

We became a Company Limited by Guarantee (non-profit limited company) in 2005 and invited Midlands aerospace companies to join as formal members. Later that year we held our first elections to broaden board representation.

In 2009 the MAA moved from Pera in Leicestershire to its current offices in Coventry.

Like the aerospace alliances in other UK clusters, the MAA works closely with the national body Aerospace, Defence, Space and Security (ADS).

Two facts indicate how much our members value our services:

- At the Farnborough International Airshow in 2012, the MAA had more member companies exhibiting on its stand than any region or country in the world -- bar one, the UK's North West Aerospace Alliance.
- In 2014, the MAA had more member organisations than any regional aerospace alliance in the world -- bar one, France's Aerospace Valley (which runs from Toulouse to Bordeaux). We would like to think this is quite good, considering that we don't actually make any aircraft in the Midlands.

Contact details:

Midlands Aerospace Alliance

UWSP Business Innovation Centre,
Binley Business Park, COVENTRY CV3 2TX

T: 024 7643 0250

F: 024 7643 0251

E: info@midlandsaerospace.org.uk

NDI

NDI is a leading supply chain sourcing and development service representing the interests of businesses in the Defence, Aerospace, Space and Security sectors. We deliver real business opportunities and value added services to our members, promoting their capabilities nationally and internationally.

NDI membership is recognised by prime contractors to represent quality supplier capability. We work closely with major prime contractors, systems integrators, supply network companies, the MOD and foreign defence to proactively match the skills and capabilities of our member companies to their supply chain requirements, creating real potential for business growth and development.

What we do:

- Proactively match your skills and capability to the needs of commissioners, primes and associated supply chains
- Promote and develop ground-breaking innovative solutions that are not currently market ready

- Increase your ability to compete successfully in a global market through specialist training and 1:1 support
- Create more opportunities by influencing government and industry procurement strategies and policies
- Provide access to sources of investment to grow your business
- Facilitate personal introductions to global buyers and emerging markets

Contact details:

NDI

EEF House, Queensway North

Team Valley Trading Estate

GATESHEAD NE11 0NX

T: +44 (0)845 111 1141

E: enquiries@ndi.org.uk

NORTH WEST AEROSPACE ALLIANCE (NWAA)

The North West aerospace cluster is the largest in Europe and contributes over £7 billion to the UK economy, accounting for one quarter of the UK aerospace turnover.

The North West Aerospace Alliance (NWAA) was formed in 1994 to represent and support the aerospace industry across the North West of England. NWAA represents approximately 25% of the UK aerospace industry with over 220 member companies and a combined turnover in excess of £7 billion.

NWAA has developed considerable technical expertise to support aerospace companies through the delivery of over £20 million of supply chain improvement programmes such as Aerospace Supply Chain Excellence (ASCE), Growing Autonomous Mission Management Applications (GAMMA) and the National Aerospace Technology Programme (NATEP).

What We Do – Represent, Influence, Shape, Engage

The North West Aerospace Alliance is the key industry organisation in the region, representing and uniting companies and organisations involved in the aerospace sector supply chain.

Our Mission

'To provide a fully integrated support structure for North West Aerospace companies.'

The NWAA is responsible for shaping the industry through strategic thinking and delivery, by driving innovation and providing supply chain excellence and other business support programmes.

How We Do It – Promote, Develop, Support

The NWAA achieve this through working with key stakeholders within the industry to develop products, services and supply chain development programmes that will shape the industry for the future.

Contact details:

North West Aerospace Alliance

Units 9 & 10, South Preston Office Village,

Cuerden Way, PRESTON, Lancashire PR5 6BL

T: 01772 648800

E: contactus@aerospace.co.uk

SCOTTISH SUPPLIER DEVELOPMENT PROGRAMME (SDP)

The Supplier Development Programme (SDP) is a business support initiative using training and information to improve the competitiveness of local businesses.

SDP is a partnership of local authorities and Scottish Government (third sector) working together to bring your business support in all aspects of tendering. By assisting businesses to become tender ready for public procurement we improve all-round efficiency, sustainability and market potential.

By helping businesses become more able to tender for contracts we improve their prospects when competing throughout the UK where there is an annual public spend of £240 billion. We deliver this support through our training and events which are all listed on our Events Calendar. Once your business is registered you can access all of the support for free.

The international marketplace, particularly the EU, offers our businesses extensive opportunities.

Meet the Team

The Supplier Development Programme national team is hosted by South Lanarkshire Council and based in Hamilton, South Lanarkshire.

The team consists of:

- Programme Assistant: Elizabeth Bailey
- Development Officer – Events: Sarah Gorman
- Programme Manager: Gillian Cameron
- Development Officer – Digital: Fran Goldie

Contact details:

E: info@sdpscotland.co.uk

SOCIETY OF MARITIME INDUSTRIES (SMI)

The Society of Maritime Industries is the voice of the UK's maritime engineering and business sector promoting and supporting companies which design, build, refit and modernise ships and supply equipment and services for all types of commercial and naval ships, ports and terminals infrastructure, offshore oil and gas, maritime security and safety, marine science and technology, maritime autonomous systems and marine renewable energy.

SMI provides a wide range of activities both internationally and in the UK for the benefit of the maritime engineering business community. The members' interests are represented by our seven councils which focus on the markets in offshore energy, marine science and technology, commercial maritime operations, ship building, repair and equipment, naval platforms, systems and equipment, maritime autonomy, maritime security and safety, and ports and terminals infrastructure. Our activities follow our objectives of presenting members with business opportunities, assisting with research and innovation, lobbying government and NGOs to improve the business environment, facilitating network opportunities and providing marketing and other services.

Contact details:

Society of Maritime Industries Limited
28-29 Threadneedle Street, LONDON EC2R 8AY
T: 020 7628 2555
F: 020 7638 4376
E: info@maritimeindustries.org
Reg. No: 00883132

techUK

techUK represents the companies and technologies that are defining today the world that we will live in tomorrow.

More than 900 companies are members of techUK. Collectively they employ approximately 700,000 people, about half of all tech sector jobs in the UK. These companies range from leading FTSE 100 companies to new innovative start-ups. The majority of our members are small and medium-sized businesses.

techUK is committed to helping its members and the sector grow.

It does this by helping members to:

Develop Markets

- techUK works with its members to identify and advance innovation in the key markets representing the most significant opportunities for growth both domestically and internationally.

Develop Relationships and Networks

- techUK helps companies broaden their network, build connections and deepen relationships with potential customers, partners and suppliers.

Reduce Business Costs

- techUK works with our members to identify and help shape key public policy issues to optimise our industry's economic potential – both domestically and overseas.

Reduce Business Risks

- techUK affords unique insights on key issues to help members make more informed decisions – and ensure a competitive edge in their markets.

Contact details:

10 St Bride Street, LONDON EC4A 4AD
T: 020 7331 2000
F: 020 7331 2040
E: info@techuk.org

WEST OF ENGLAND AEROSPACE FORUM (WEAF)

The West of England Aerospace Forum (WEAF) is a membership trade association

that champions and supports the interests of the aerospace and defence industry in the South West of England. The forum leads the sector in delivering national supply chain initiatives which connect the SME community to the primes.

WEAF collaborates with partners like UKTI to provide critical support services such as export and marketing opportunities at major international trade exhibitions, like Farnborough and Paris. It also enjoys close links with the MOD. Our Membership Directory and Capabilities Database promote WEAF members online using detailed and structured information on competency.

Our aim is to facilitate an environment where companies can improve their competitiveness and grow the industry. To this end, WEAF runs the Aerospace and Advanced Engineering iNet, networking and training events. It also actively encourages skills development and leads key Steering Groups within the aerospace and defence industry.

Contact details:

West of England Aerospace Forum
Unit C St David's Court, Windmill Road,
CLEVEDON, North Somerset BS21 6UP
T: 01275 872353
F: 01275 872355
E: enquiries@weaf.co.uk

Local Enterprise Partnerships

BLACK COUNTRY

Sarah Middleton
T: 01384 471102
E: sarah_middleton@blackcountryconsortium.co.uk

BUCKINGHAMSHIRE THAMES VALLEY

T: 01494 568950
E: info@buckstvlpc.co.uk

CHESHIRE AND WARRINGTON

Aidan Manley
T: 01606 734181
E: aidan.manley@candwlep.co.uk

COAST TO CAPITAL

Ron Crank
T: 01243 777016
E: ron.crank@coast2capital.org.uk

CORNWALL AND ISLES OF SCILLY

Sandra Rothwell
T: 01872 224214
E: info@cioslep.com

COVENTRY AND WARWICKSHIRE

Roger Dowthwaite
T: 07768 688567
E: roger.dowthwaite@cwlep.com

CUMBRIA

Suzanne Caldwell
T: 01228 534120
E: info@cumbrialep.co.uk

DERBY, DERBYSHIRE, NOTTINGHAM AND NOTTINGHAMSHIRE

Matthew Wheatley
T: 0115 957 8757
E: matthew.wheatley@dncc.co.uk

DORSET

Vinita Nawathe
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E: vnawathe@bournemouth.ac.uk

ENTERPRISE M3

Kathy Slack
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E: kathy.slack@enterpriseM3.org.uk

GLOUCESTERSHIRE

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E: david.owen@gfirst.co.uk

GREATER BIRMINGHAM AND SOLIHULL

Helen Harper
T: 0121 303 4369
E: gbslep@birmingham.gov.uk

GREATER CAMBRIDGE AND GREATER PETERBOROUGH

Laura Welham-Halstead
E: info@gcgp.co.uk

GREATER LINCOLNSHIRE

Ruth Carver
T: 01522 550540
E: GLLEPsecretariat@lincolnshire.gov.uk

GREATER MANCHESTER

Rebecca Heron
T: 0161 234 3278
E: rheron@agma.gov.uk

HEART OF THE SOUTH WEST

Chris Garcia
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HERTFORDSHIRE

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T: 01707 358744
E: info@hertfordshirelep.co.uk

HUMBER

Richard Kendall
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E: info@humberlep.org

LANCASHIRE

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T: 01772 536197
E: martin.kelly@lancashire.gov.uk

LEEDS CITY REGION

Robert Norreys
T: 0113 247 1818
E: info@the-lep.com

LEICESTER AND LEICESTERSHIRE

Colin Crane
T: 0116 454 2911
E: colin.crane@llep.org.uk

LIVERPOOL CITY REGION

T: 0151 227 2727
E: info@liverpoollep.org

LONDON

Jamie Izzard
T: 020 7983 4420
E: londonenterprisepanel@london.gov.uk

THE MARSHES – HEREFORDSHIRE, SHROPSHIRE AND TELFORD & WREKIN

Jacqui Casey
T: 01743 462026
E: jacqui.casey@marcheslep.org.uk

NEW ANGLIA

T: 01603 510070
E: info@newanglia.co.uk

NORTHAMPTONSHIRE

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T: 01604 609544
E: jo.lappin@northamptonshireep.co.uk

NORTH EASTERN

Rebecca Kinmond
T: 01865 261443
E: rebecca.kinmond@nelep.co.uk

OXFORDSHIRE

Ian Wenman
T: 01865 261443
E: lepchairman@oxfordshire.gov.uk

SHEFFIELD CITY REGION

Philip Cooper
T: 0141 254 1335
E: philip.cooper@sheffieldcityregion.org.uk

SOLENT

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T: 07540 238154
E: anne-marie.mountfield@solentlep.org.uk

SOUTH EAST

David Godfrey
T: 01245 431820
E: lep@essex.gov.uk

SOUTH EAST MIDLANDS

T: 01234 436100
E: info@semlep.com

STOKE-ON-TRENT AND STAFFORDSHIRE

Jenny Greer
T: 01785 277211
E: contactus@stokestaffslep.org.uk

SWINDON AND WILTSHIRE

Isobel Brown
T: 01249 995678
E: isobel.brown@swlep.biz

TEES VALLEY

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DE&S Operating Centres

DE&S SUBMARINES OPERATING CENTRE

IN-SERVICE SUBMARINES (ISM) TEAM

ISM is responsible for the material safety, availability and capability of in-service submarines through the provision of operator guidance, the specification of maintenance and of alterations and additions.

The team specifies contracts; project manages overhauls (carried out at Devonport and Faslane) and accepts the submarines off contract on their completion. Responsible for decommissioning and disposal of all submarines, the team is also responsible for the provision of a submarine rescue service.

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ISM Strategic Planning and Change

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SUBMARINES (DES SM F) TEAM

The Future Submarines Project Team (FSM PT) is leading the project to deliver a new class of 'Successor' Ballistic Missile Submarines (SSBN) to replace the four Vanguard Class SSBNs currently in service.

Early Concept Phase work led to the MOD announcement on 18 May 2011 of the commencement of a five year long, £3bn Assessment Phase, the main purpose of which is to refine the design of the submarine and mature the costs in order to make the next investment decision in 2016. It also includes ordering some long lead items.

The MOD project team is working collaboratively with Industrial Participants – BAE Maritime Submarines, Rolls-Royce and Babcock – and continues to build and strengthen the long-standing relationship with the USA.

Overarching contracts have been placed with the BAE Maritime Submarines and Babcock and a contract extended with Rolls-Royce. A Collaborative Agreement has also been signed between the Industrial Participants and the MOD. The decision was also taken to power the boat with a nuclear propulsion system known as Pressurised Water Reactor 3 which will incorporate the latest safety technologies. Further details are contained in The United Kingdom's Future Nuclear Deterrent: The Submarine Initial Gate Parliamentary Report and subsequent updates to Parliament in 2012, 2013 and 2014. Supply chain contracts will be placed direct by the Industrial Participants.

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SUBMARINE PRODUCTION TEAM (SMP)

The Submarine Production Team (SMP) consists of a mixture of both civilian and Royal Navy personnel based in Abbey Wood and at the Prime Contractor's site at Barrow-in-Furness.

The role of the team is to deliver Astute Class capability which includes the delivery of seven Astute Class platforms, the provision of bespoke Astute Class training through an ACTS PFI arrangement to ensure that the crews are trained to operate and maintain the platforms, and the initial Support Solution to ensure that the Astute Class platforms can be supported as they move from build and transfer to In Service routines.

The team's main objectives are:

- Deliver capability to the Fleet
- Maintain an affordable 7 Boat Astute programme
- Improve productivity through the delivery of the Submarine Enterprise Performance Programme (SEPP) underpinned by commercial arrangements
- Sustain production and deliver transition to In-Service Submarines

About the Astute Class

The MOD is committed to delivering seven Astute Class submarines, as confirmed in the 2010 Strategic Defence and Security Review (SDSR).

The Astute Class submarines provide a unique and critical defence capability, including anti-submarine and anti-surface warfare, protecting the UK's nuclear deterrent, land attack and intelligence gathering. Royal Navy submarines have made a vital contribution to the defence of the UK and our interests overseas, and the Astute Class will continue in this role for many years to come. They are the biggest and most advanced attack submarines ever ordered by the Royal Navy. They have improved capability for world-wide operations, much greater firepower, better communications, and a higher standard of crew accommodation than earlier classes of submarines. With advanced stealth technology, the Astute Class has been designed to be quieter than any of her predecessors and very hard to detect.

The Prime Contractor for the Astute submarine programme is BAE Systems Maritime – Submarines. Their shipyard facility in Barrow-in-Furness remains the UK's centre of excellence for submarine design, construction, integration and commissioning.

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SMP Business Manager

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NUCLEAR PROPULSION PROJECT TEAM (NP PT)

The Nuclear Propulsion Project Team (NP PT) works collaboratively with its industry partner Rolls-Royce to support the Naval Nuclear Propulsion Programme (NNPP) by delivering safe, reliable and militarily effective Naval Reactor Plant (NRP) throughout the life cycle via a number of projects that are at different stages of the CADMID cycle.

These projects aim to support the Front Line Command's availability requirements by:

- Optimising the use of time in upkeep / maintenance
- Managing equipment and NSRP spares to meet submarine programmes
- Minimising NSRP operating constraints

The NP PT supports the successor nuclear deterrent submarine programme through the management of technology development, concept design analysis and capability sustainment initiatives for future nuclear propulsion plant. The NP PT is committed to doing everything it can to reduce the cost of MOD nuclear ownership.

The Head of the NP PT is also the Naval Reactor Plant Authorisee (NRPA). The role of the NRPA is to ensure the safe operation of the Naval Reactor Plant at sea and for the control and management of the NRP design requirements through life.

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DE&S SHIPS OPERATING CENTRE

COMMERCIALLY SUPPORTED SHIPPING (CSS) TEAM

As an integral part of DE&S Ships Operating Centre, the Commercially Supported Shipping (CSS) Team provides through-life capability management for ships and boats and exploits best practice in the maritime industry to support global defence operations.

The CSS portfolio includes the In-Service Support and new acquisition programmes for the Royal Fleet Auxiliary (RFA), Ice Patrol, Fishery Protection, Hydrographic, Training Ships and the Small Boats Flotilla. CSS will contribute to the support and sustainment of maritime expeditionary forces operating on and from the sea, joint forces on land, military data gathering in support of the deterrent and of wider operations, together with craft which support maritime training and which maintain the security of UK Territorial Waters, both at home and abroad. The Salvage and Marine Operations team is also part of CSS. The entire team works together to develop and sustain a highly professional workforce of civilian, RFA and military staff, committed to operational support and continuous improvement.

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MARITIME PLATFORM SYSTEMS (MPS)

The Head of Maritime Platform Systems (Hd MPS) is one of the two 'Principal Engineers' within the Ships Operating Centre (OC) and manages the team that provides: **Future Systems Evolution (FSE) / Technology Management support to the Surface Ship and Submarine acquisition programmes; System Design Authority (SDA) support to RN surface ship Strategic Class Authorities (SCAs); Equipment Management in support of RN ships and submarines, Royal Fleet Auxiliary (RFA) and other vessels; and the underpinning workforce management lead to ensure the sustainable delivery of the underpinning Subject Matter Expertise (SME) required to deliver all of the above. The MPS organisation also houses the broader enabling functions delivered from the Logistic Support team for the wider Ships OC.**

Maritime Platform Systems is responsible for managing 180 Master Equipments, 650 suppliers and 300,000 stock numbers in support of surface ships and submarines for the Royal Navy, RFA and other areas of the MOD. This support is vital to ensuring that maritime elements of the Armed Forces are ready to conduct operations when required.

MPS formed on 2 April 2012 as part of the Director Ships reorganisation. It is made up of six teams:

- **MPS Programme Office** provides a 'Front Door' for all MPS Business' supporting Operational Delivery, Change and Transformation and Future Platform Delivery. Its purpose is to transform the operation and governance in MPS to deliver its outputs with the support of a single, coherent management plan across current and future business underpinned by rigorous P3M practices.
- **Maritime Equipment Transformation (MET)** team provides frontline support to the Fleet for all of the following equipments: Fluid Systems (Pumps, Valves, Pipework); Diesel Engines; Electrical Equipment (Power Distribution, Power Generation, Instrumentation); Refrigeration and Air (including Submarine Air Purification).
- **Maritime Spares (MS)** team is responsible for the delivery and support of a range of functions for the procurement and supply of Maritime General Stores, Sea Survival Equipment and spares for Commercially Supported Ships, including the RFA.
- **Maritime Equipment Systems (MES)** team provides frontline support to the Fleet for all of the following equipments: Marine Compressed Air, Steering and Stabilisers, Utilities and Fire Safety, Steam and Fuels, Mechanical Handling, Hydraulics, Gas Turbines, Electrical Systems (Propulsion Systems, Machinery Control and Surveillance, Control Systems) and Transmissions.
- **Future Systems Evolution (FSE)** team has two primary roles: to provide systems and equipment expertise to platform acquisition teams and to lead the Technology Management (TM) function for Ships OC. FSE has team members embedded in the

QEC, MARS and Global Combat Ship (GCS) T26 acquisition teams, and also provides direct and / or co-ordinating support to: the submarine acquisition programme (Successor and Astute); the T23 capability sustainment programme; and T45. The second role aims to connect future projects to Technology Management, to ensure that the right technology is developed and exploited to meet the Ships and Submarine Operating Centres' needs.

- **Logistic Support (LS)** team provides a range of enabling services spanning: Performance Management; the assessment of Force Elements @ Sustainability (FE@S); Optimised Support Planning (OSP) Sustainability and Development; Joint Supply Chain Liaison / Packaging / Non-Conformance Reports / Non-Patternised Item Procurement and Codification; the support and maintenance of Portable Specialist Support Equipment; Signature Ranging; Signature Management; and Quality Assurance.

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MARITIME COMBAT SYSTEMS (MCS) TEAM

As an integral part of Director Ships, the Maritime Combat Systems (MCS) Team enables platform-based military capability through the delivery and support of effective, efficient and safe surface ship combat systems, and provision and support of equipment fitted to surface ships and submarines.

The Maritime Combat Systems Team manages the delivery and support of over 200 Master Equipments for surface ships, submarines, Land Command and Special Forces and in some areas to Other Government Departments. MCS delivers programme-level management for Surface Ship Combat Systems, driving their evolution and convergence, providing combat system integration services for MOD and industry and ensuring that combat systems across all surface platforms are delivered in a safe and capable state to Navy Command and the platform teams. MCS also delivers training services and systems and simulation of complex solutions for acquisition projects.

MCS has four main elements: the Surface Ship Combat Systems Group (SSCSG), Underwater and Electronic Warfare (UEW), Communication and Situation Awareness, and the Ops team including the Naval Design Partnership (NDP). MCS works closely with the Submarine Combat System Group (SMCSG) as part of a broader federation, in order to deliver joined-up ship and submarine solutions, and with FOST to form the Maritime Training Acquisition Organisation. MCS also works with industry to rationalise and deliver the financial savings that are needed to deliver the promise of SDSR through the MCS Convergence Programme.

Contact details:

MCS Business Manager

T: 030 679 30527 (from inside UK)

T: 0044 (0)117 913 0527 (from outside UK)

E: DESShipsMCS-PP-BusMgr@mod.uk

WARSHIP SUPPORT (WSpt) TEAM

Warship Support (WSpt) is a one star led pillar under Director Ships Spt and is responsible for managing support for a large proportion of in-service Royal Navy vessels, including Frigates, Destroyers, Landing Platforms and Minehunter Countermeasure Vessels. WSpt is also responsible for managing the Minehunter replacement programme (MHC). The primary role of this team is to provide available, capable and safe ships as efficiently as possible.

In addition, WSpt is the lead for the Surface Ship Support Programme (SSSP), the Babcock Marine Terms of Business Agreement, maintenance management and technical documentation, as well as defining Future Support Policy.

Contact details:

WS Business Manager

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T: 0044 (0)117 913 2661 (from outside UK)

E: desshipswspt-busmgr@mod.uk

NAVAL BASES

HMNB PORTSMOUTH

Portsmouth is the home of the Royal Navy and the base-port for the following ship classes: Queen Elizabeth Class Aircraft Carriers, Type 45 Destroyers, Type 23 Frigates, River Class Off Shore Patrol Vessels and Hunt Class Mine Counter Measure Vessels and P200 patrol boats. Naval Base staff work closely with BAE Systems to deliver the Fleet's needs in functions such as fleet maintenance, logistics, communications, base support and personnel. This shared approach is embraced under the banner of **Team Portsmouth, a one-team approach to the way business is conducted.**

In addition, Portsmouth Naval Base is also home to HMS NELSON naval barracks: providing lodging facilities to Royal Navy personnel serving at the base and onboard Portsmouth based ships; the 1710 Naval Air Squadron, the Naval Historical Branch, the Royal Marines School of Music and Portsmouth Historic Dockyard.

The Naval Base remains a major employer in the Portsmouth area, and is to undergo significant change over the next few years as it prepared for the arrival of the Queen Elizabeth Aircraft Carriers.

Contact details:

PA to Naval Base Commander

HM Naval Base Portsmouth

PORTSMOUTH PO1 3LS

T: 0044 (0)23 9272 2835

HMNB CLYDE

HM Naval Base Clyde, at Faslane, some 25 miles north west of Glasgow, is home to the **United Kingdom's Submarine Force and the strategic nuclear deterrent.**

RNAD Coulport, eight miles from Faslane, is responsible for the storage, processing, maintenance and issue of the Trident Weapon System and the ammunitioning task for all submarine embarked weapons.

Responsibility for the day-to-day management of the functions of HM Naval Base Clyde is vested



in Naval Base Commander Clyde, who is also
Authorisee of the Nuclear Site.

Contact details:

HMNB Clyde

Faslane, HELENSBURGH, Argyll and Bute G84 8HL

T: 0044 (0)1436 674321 Ext: 33149

E: navynbcc-nbcea@mod.uk

HMNB DEVONPORT

Devonport Naval Base is the centre for the Royal Navy's amphibious capability and the home to the Hydrographic Surveying Squadron, HMS Protector (Ice Patrol Vessel), four Trafalgar Class Submarines and seven Duke (T23) Class Frigates. It is also the principal base for Flag Officer Sea Training and his sea-riding staff.

Over 300 years the Devonport site has evolved into the largest base of its kind in Western Europe, and is today a key defence asset as a Main Operating and Support Base for the Royal Navy. Comprising HMS Drake, significant industrial facilities and a range of military and non-military lodger units, of which Flag Officer Sea Training is the largest, it is supported by a number of key industrial providers including Babcock Marine and Technology, Interserve Defence Limited and Serco. Today, the Devonport site is characterised as a Base, Barracks, Port and Dockyard. Devonport Naval Base is part of the Navy Command TLB and the Naval Base Commander is accountable through ACNS (Spt) and the Second Sea Lord to the First Sea Lord for the delivery of his outputs.

Contact details:

NBC(D)

HMS Naval Base, DEVONPORT PL2 2BG

T: 01752 553368

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DE&S LAND EQUIPMENT OPERATING CENTRE

OPERATIONAL SUPPORT PROGRAMMES (OSP)

Operational Support Programmes (OSP) is the key component within the Land Equipment Operating Centre, consisting of four Output Delivery Areas (ODAs) – Operational Infrastructure, Operational Support Vehicle and Protected Mobility Vehicle Programmes and Mechanised Infantry Vehicle – each of which are supported by a centralised Programme Management Office.

Our responsibility is to deliver defence-wide capability and ensure the through-life support of our project portfolio. The role of OSP is a demanding one, responding to the needs of our customers and users deployed on operations at home and abroad.

Contact details:

OSP Chief of Staff

Operational Support Programmes, Spruce 2,

#1309, MOD Abbey Wood, BRISTOL BS34 8JH

T: 0044 (0)117 918 0839

OPERATIONAL INFRASTRUCTURE PROGRAMME (OIP)

The outputs of OIP are organised in four delivery pillars: Infrastructure (Domestic, Technical and HQ Accommodation Systems, force protection engineering and expedient surfaces); Utilities (deployable power, fuel and water); Specialist Tools and Equipment (workshop tools and test equipment, and deployable technical support systems) and Bridging (Short, Medium and Long Gap). Each pillar is managed by a Programme Manager who has expertise in Procurement and Support.

The Programme is a balanced mix of new capability projects which currently include Cat B, C and D procurement, and In Service Support. Our strategy is to outsource the Provider responsibilities to industry wherever appropriate and we already have a number of PFI, CFA and CLS contracts as well as an arrangement with Defence Support Group (DSG) who look after the majority of our repair and inventory management. To that end we are busy growing our skills and experience to ensure that we remain an Intelligent Client and a robust Decider.

Commercial and Finance functions are embedded within the Output Delivery Area, supported by subject matter experts from the Programme Management Office.

Contact details:

Business Co-ordinator – Paloma Connolly

Operational Infrastructure Programme, Spruce 2, #1309, MOD Abbey Wood, BRISTOL BS34 8JH

T: 0044 (0)117 913 5128

OPERATIONAL SUPPORT VEHICLE PROGRAMME (OSVP)

Operational Support Vehicle Programme (OSVP) is a through-life support programme with responsibility for the procurement and in-service management of specialist and logistic vehicles used by the Army, Royal Navy and Royal Air Force and other users across Defence. Our Armed Forces rely upon us to support their demanding and often dangerous roles, whether at home or deployed in theatre on operations.

We manage this responsibility through five delivery pillars – Specialist Vehicles Solutions (Specialist Vehicles); Private Finance Initiative (C Vehicles, Manual Handling Equipment and Protected Plant); Conventional Vehicle Solutions (Light Cargo Vehicles); Global White Fleet Vehicles (Standard Commercial Vehicles); and Logistic Vehicle Solutions (Heavy Deployable Cargo Vehicles and Transporters) – providing a portfolio of platforms and Urgent Operational Requirements (UORs) to our customers.

Commercial and Finance functions are embedded within the Output Delivery Area, supported by subject matter experts from the Programme Management Office.

Our focus is to deliver our projects to Performance, Time and Cost parameters, and deliver more efficient and effective support solutions, supported by enabling functions and striving to exceed the expectations of our customers in every aspect of our work.

Contact details:

Business Co-ordinator – Lorraine Mountjoy

Operational Support Vehicle Programme, Spruce 2, #1309, MOD Abbey Wood, BRISTOL BS34 8JH

T: 0044 (0)117 913 3258

PROTECTED MOBILITY VEHICLE PROGRAMME (PMVP)

The Protected Mobility Vehicle Programme (PMVP) is responsible for delivering and supporting through-life Urgent Operational Requirements for wheeled and tracked protected mobility vehicles, including Protected Patrol Vehicles, Tactical Support Vehicles and Light Forces Support Vehicles.

Four output teams deliver this capability: Heavy & Medium Vehicles (Cougar-based family of vehicles – Mastiff, Ridgeback, Wolfhound TSV and Husky TSV); Tactical Mobility Vehicles (Jackal, Coyote TSV and Foxhound Light Protected Patrol Vehicle (LPPV)); Route Proving Systems (mounted and dismounted Counter-Improvised Explosive Devices (CIED) capabilities from mounted projects such as TALISMAN, Choker and Barbadian); and Future (Multi-Role Vehicle Protected (MRV-P) capability, Light Protected Mobility Recovery (LPMR) vehicle and the Future Protected Battlefield Ambulance (FPBFA)).

Commercial and Finance functions are embedded within the Output Delivery Area, supported by subject matter experts from the Programme Management Office.

Contact details:

Business Co-ordinator – Andy Sargent

Protected Mobility Vehicle Programme, Spruce 2, #1309, MOD Abbey Wood, BRISTOL BS34 8JH

T: 0044 (0)117 918 6743

MECHANISED INFANTRY VEHICLE (MIV)

The Mechanised Infantry Vehicle (MIV) project is at the pre-concept stage, examining what such a capability might offer. Informal discussions have been initiated with representatives from major NATO Allies who already operate 8x8 vehicles to understand others' experience of operating this capability.

At this stage there is no preferred platform for MIV but the international market contains a good choice of available platforms and a genuine Off The Shelf solution is sought.

Contact details:

Business Co-ordinator – Helen Hodges

Mechanised Infantry Vehicle, Spruce 2, #1309, MOD Abbey Wood, BRISTOL BS34 8JH

T: 0044 (0)117 918 8248

PROGRAMME MANAGEMENT OFFICE (PgMO)

The OSP Programme Management Office (PgMO) has a pivotal role in supporting the three Output Delivery Areas and supporting Head of OSP in the management of the OSP portfolio. The PgMO consists of a number of key functions including Finance, Chief Engineer

(Technical Solutions, Inventory Management, Project Safety and Environmental Management) and Business Management services.

Within the PgMO are dedicated Programme Managers who are responsible for providing assurance that projects within the OIP, OSVP and PMVP portfolios are being managed effectively and the timely and accurate reporting of performance data.

The PgMO is responsible for managing all new requirements coming into the OSP portfolio. This is a key role and one which involves understanding emerging requirements, the resources required to deliver them and the risks, costs and timescales associated with successful delivery. For new requirements the PgMO is responsible for managing projects from inception through Initial Gate approval, at which point the resources and approved project will transition to the appropriate programme.

Contact details:

Business Management Team Manager – David Cole

Programme Management Office,
Operational Support Programmes, Spruce 2,
#1309, MOD Abbey Wood, BRISTOL BS34 8JH
T: 0044 (0)117 913 3104

ARMoured VEHICLES PROGRAMMES – ARTILLERY SYSTEMS PROGRAMME

The Artillery Systems Programme is responsible for through-life delivery, including support, of indirect fire systems, predominantly for the Royal Artillery, from sensor to shooter.

The team is responsible for managing the introduction into service and through-life support of:

Surveillance and target acquisition systems

- Acoustic Sound Ranging Programme: in-service, locating artillery weapons acoustically
- Lightweight Counter Mortar Radar: in-service, providing warning of rocket and mortar attacks
- Mobile Artillery Monitoring Battlefield Radar (MAMBA): in-service, medium range radar, mounted on the Hagglund Bv206 all-terrain vehicle
- Joint Fires Integration: in-service, a suite of equipment that provides enhanced precision targeting information for Forward Air Controllers and Forward Observation Officers
- Man-portable Surveillance and Target Acquisition Radar (MSTAR): in-service, GMTI radar that also detects fall of shot

Command, control and targeting software applications

- Defence Targeting Toolset: under development, will provide a suite of targeting software to enhance rapid and effective communication between target acquisition and weapon systems
- Fire Control Battlefield Information System Application (FC BISA): in-service, a software application that provides a comprehensive command and control system for all indirect fire systems
- Fire Control Application: in-service, a small deployed device for calculating firing solutions for indirect fire systems where FC BISA is unavailable

Towed gun

- 105mm Light Gun: in-service, enhanced by improved power management

Self-propelled howitzer

- AS90 155mm self-propelled howitzer: in-service, enhanced by improved turret control computer and layer display, the replacement of the obsolete driver console and repositioning of the loader control unit

Rocket artillery

- Tracked Multiple Launch Rocket System (MLRS) launcher: in-service, enhanced with crew protection measures and underbody armour to increase survivability on operations
- GPS guided rocket for MLRS: in-service, with a range of over 70km, to provide precision delivery of payload with minimum collateral damage

Artillery Systems is also responsible for managing:

- Collaboration with allied nations to ensure interoperability between 155mm artillery systems through the Joint Ballistics MoU Co-operation Activities
- Artillery Systems also acts as a 'system of systems' integrator for artillery capabilities, co-ordinated with teams across other DE&S Operating Centres

Contact details:

Artillery Systems Team

MOD Abbey Wood, BRISTOL BS34 8JH

T: 030 679 71069 (from inside UK)

T: 0044 (0)30 679 71069 (from outside UK)

E: desleavp-arty-progldr@mod.uk

SCOUT SPECIALIST VEHICLE (SCOUT SV) TEAM

Scout SV is a Category A Land Equipment project. It will deliver the British Army's next generation of manned reconnaissance vehicles, replacing the in-service Combat Vehicle Reconnaissance Tracked (CVR(T)) fleet. The project is currently in Demonstration Phase with General Dynamics UK as the Prime Contractor.

Contact details:

W: www.generaldynamics.uk.com

COUNTER-IED (C-IED) PROGRAMME MANAGEMENT OFFICE

The Counter-Improvised Explosive Device (C-IED) Programme Management Office provides a capability support function to lead and co-ordinate the delivery and sustainment of C-IED related equipment and support projects across DE&S Operating Centres and Delivery Teams.

The Office works on behalf of the Capability Sponsors in the Front Line Commands, and collaboratively with wider MOD stakeholders, Other Government Departments, coalition partners and industry to improve overall C-IED capability. In this capacity, the Office is responsible for the C-IED Capability Management Strategy and has produced an unclassified narrative of the UK's approach to managing coherent C-IED capability, which is available on request. Further, the Office offers to make introductions from industry to relevant MOD areas for C-IED related capabilities.

Contact details:

C-IED PMO

Spruce 2a, #1204, MOD Abbey Wood,
BRISTOL BS34 8JH

T: 030 679 81298 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 81298 and #

E: DESCIEDOffice-MultiUser@mod.uk

SOLDIER, TRAINING AND SPECIAL PROGRAMMES (STSP)

Soldier, Training and Special Programmes (STSP) is a 1-star led team within the Land Equipment Operating Centre.

STSP consists of a Programme Management Office (PgMO) and three programme areas:

- Dismounted Close Combat (DCC)
- Training and Simulation Systems Programme (TSSP)
- Special Projects Search and Countermeasure (SPSCM)

Programme Management Office – The PgMO is made up of a number of different functions. In a customer facing capacity the team undertakes planning and synchronisation. They are also responsible for providing day to day business management support along with financial scrutiny and governance for the whole of the STSP group.

Dismounted Close Combat – The DCC programme delivers equipment to those engaged in dismounted close combat. The programme is made up of four areas of delivery: Surveillance and Target Acquisition; Lethality; Command and Battlespace Management; and Survivability.

Training and Simulation Systems

Programme – The TSSP programme delivers training systems and services in the Land Environment to enable the Armed Forces to successfully prepare for operations. This includes live training, command and staff tactical training and crew training.

Special Projects Search and Countermeasures

– SPSCM is a discreet team which is tailored to the needs of the specialist user. The programme delivers Special Forces equipment to Joint Forces Command, for those engaged in Counter-IED and Counter Terrorism work.

Contact details:

E: DCC: deslestdsp-dcc-comrcl-scm@mod.uk

E: TSSP: deslestdsp-tssp-comrcl-scm@mod.uk

E: SPSCM: deslestdsp-spscm-comrcl-scm@mod.uk

DE&S WEAPONS OPERATING CENTRE

DEFENCE ORDNANCE SAFETY GROUP (DOSG)

The Defence Ordnance Safety Group (DOSG) is situated within the Weapons Operating Centre (WOC) and is comprised of two teams: Weapons Systems (WS) and Science and Technology (ST). Its Mission is: 'To be the DE&S focal point and our customers' first choice for independent Ordnance, Munitions and Explosives (OME) and Laser related Safety and Suitability for Service (S3) advice and guidance across Air, Land and Sea domains'.



DOSG WS primary roles are:

- To advise Team Leaders and Duty Holders on MOD OME Safety Management System
- To provide independent advice to Team Leaders and Duty Holders on Safety and Suitability for Service (S3) of OME and lasers
- To provide independent advice on matters affecting safe use of OME and lasers during military training and on ranges
- Support OME Safety Assurance, through membership of OSRP (OME Safety and Review Panel) process and IM (Insensitive Munitions) activities
- Sponsor and support development and maintenance of OME and laser safety standards and policy

DOSG ST primary roles are:

- To provide independent technical advice and guidance to DOSG WS, weapon team leaders, Duty Holders, FLCs, OGDs and others on Safety and Suitability for Service of OME
- To provide independent technical advice and guidance on matters affecting safe use of OME during military training and on ranges, eg research, statistics and modelling
- To support OME Safety Assurance on behalf of WOC Eng, DSA, IEs (Inspectors of Explosives), FLCs and others, including of electrical and Electromagnetic Environmental Effects (E3) risk assessment, and conduct of inspection and audit duties across DE&S establishments
- To sponsor, manage and support development and maintenance of a wide range of OME and Range Safety standards and policy, eg custodial and direct support to NATO STANAGs and UK munition related Defence Standards
- Provision of SME (Subject Matter Experts) on OME policy, technical advice and guidance to industry and OGDs, eg Nuclear and Non-Nuclear Site Safety Cases
- To invest in and maintain SQEP (Suitably Qualified and Experienced Personnel) staff in order to provide current advice across a wide range of science and engineering disciplines
- As UK National Authority in specific domains, to support other stakeholders in DE&S, DSA, industry, NATO and non-FLCs, eg IM (Insensitive Munitions) Assessment, EM (Energetic Materials) Qualification, E3 and Initiation Systems.

Contact details:

T: 030 679 37614 (from inside UK)

T: 0044 (0)117 913 7614 (from outside UK)

E: DesWpns-DOSG-BusMgr@mod.uk

TORPEDOES, TOMAHAWK AND HARPOON (TTH) PROJECT TEAM

The Torpedoes, Tomahawk and Harpoon (TTH) Project Team is responsible for the acquisition of the UK's Spearfish heavyweight and Sting Ray lightweight torpedoes and also for the Tomahawk Land Attack Missile (TLAM) and Harpoon missile and their respective weapons systems.

This spans all activities including development, manufacture, in-service support, inventory management and disposal. Spearfish is embarked in all SSNs while Harpoon is deployed on T23 and T45 frigates.

It should be noted that purchase of missiles

for both TLAM and Harpoon is through Foreign Military Sales cases with the USA Government.

The Project Team is currently responsible for the following projects:

- Spearfish upgrade
- Sting Ray Insensitive Munition Warhead
- TLAM
- Harpoon

Contact details:

TTH PT Business Manager

T: 030 679 31498 (from inside UK)

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E: deswpnstth-bm@mod.uk

TRIALS, EVALUATION SERVICES AND TARGETS (TEST) TEAM

The Trials, Evaluation Services and Targets (TEST) Team is has oversight of the management of T&E across the whole of defence. It is also responsible for the delivery of a number of T&E services through the management of the Long Term Partnering Agreement (LTPA) for Trials, Evaluation and Training services and the Combined Aerial Targets Service (CATS) contracts.

The TEST Team has personnel located at Abbey Wood, Boscombe Down and other major T&E ranges and works closely with many MOD T&E units, such as Air Warfare Centre (AWC), Maritime Capability, Trials and Assessment (MCTA), Army Trials and Experimentation Planning Office (TEPO) and major industrial and academic T&E organisations.

The defence T&E strategy is based around three pillars:

- Implementation of fully integrated T&E across all Defence Lines of Development (DLODs) and through life
- Co-ordination and planning of short, medium and long term T&E
- Optimisation of T&E assets (both within and external to the MOD) and use of new methods as they emerge

There are several services provided by the TEST team to help implement the three pillars, including:

- The Defence Evaluation Advisors (DEAs), who provide support to a project in generating their Integrated Test, Evaluation and Acceptance Plan (ITEAP), ensuring it meets the demands for pan-DLOD and through-life working. The DEA service can be used by suppliers to facilitate with procurement teams across defence and also help market their capabilities through our strong links with project teams.
- The UK T&E Capabilities Catalogue (TECC) is a major planning tool available online (www.testandevaluation.eu) to support the wider community, and comprises a listing of what evaluation capabilities exist to support projects planning and undertaking tests and trials. This tool is in the process of being updated, but is still useful as an indicator of what is available.
- The Change and Development section is responsible for the development and implementation of T&E transformation activities, including LTPA investment planning and for promoting Value for Money in the delivery of T&E capability to MOD.
- The Business section is responsible for the development of wider international stakeholder connections, with the aim of expanding the available portfolio of T&E services.

Defence T&E services (LTPA) are delivered by:

- T&E Operations Delivery is responsible for the delivery of the LTPA contract, day-to-day performance management, exercising the Authority responsibilities as set out in the contract, and establishing working procedures where they are not. T&E Ops Delivery is also responsible for exercising the Department's public accountability and safety assurance functions on the LTPA Ranges.
- The LTPA is a 25-year contract with QinetiQ and came into effect on 1 April 2003. Its aim is the continuing provision of appropriate Defence Test and Evaluation capabilities covering land, sea and air domains, including test range facilities and aircraft T&E, together with variety of specialised training services. The LTPA covers 17 MOD-owned sites and remains one of the Department's largest contracts with a total value estimated at £5.6 billion. The contract includes five yearly review points, which focus on its pricing and on ensuring that capabilities remain relevant and meet future requirements.

Combined Aerial Target Services (CATS) are delivered by:

- Targets Operations Delivery is responsible for day-to-day contract performance management and delivery of the CATS contract. This is a programme which unites all unmanned aerial target provision for the three Services under a single requirement.
- A 20-year contract for the provision of sub-sonic targets was signed in December 2006 with QinetiQ based on the principles of a Public Private Partnership (PPP) approach. Targets Operations Delivery is also responsible for the Fast Inshore Attack Craft Representative Target (FIACRT).

Contact details:

TEST Project Team

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E: deswpnstest-tl@mod.uk

SHORT RANGE AIR DEFENCE (SHORAD) PROJECT TEAM

The Short Range Air Defence (SHORAD) Project Team is responsible for:

- Acquisition of Sea Ceptor to replace Sea Wolf on T23 Frigates for the Royal Navy
- Cross-decking of Sea Ceptor onto Type 26 Global Combat Ship
- Acquisition of Land Ceptor to replace Rapier for UK Land Forces
- Manufacture and in-service support of Radar Type 997 Medium Range Naval Radar (MRR) with fits on T23, QEC, LPD and LPH platforms
- In-service support of the Sea Wolf Missile System
- In-service support of Radar Type 996 fitted onto Type 23 Frigates, QEC, LPD and LPH platforms
- In-service support of the Rapier weapon system used by the Army

Contact details:

SHORAD Team Leader – Adrian Birch

T: 030 679 39200

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LIGHTWEIGHT AND MEDIUM ATTACK SYSTEMS (LMAS) PROJECT TEAM

The LMAS Project Team is responsible for the delivery and support of the 15kg family of missile systems in the Ground Based Air Defence and Future Anti-Surface Guided Weapons (FASGW) roles. It is also responsible for Brimstone, Sea Skua and ALARM.

Contact details:

LMAS Team Leader – Simon Andrews

T: 030 679 38330

E: deswpnslmas-tl@mod.uk

LMAS Business Manager – Susan Rose

T: 030 679 39437

E: deswpnstcw-bm@mod.uk

AIR DOMINANCE AND SUPPRESSION (ADS) PROJECT TEAM

The Air Dominance and Suppression (ADS) Project Team was formed by the merger of the former Air to Air Missile (AAM) and Surface Attack (SA) Project Teams in November 2014.

The ADS Project Team is responsible for:

- Meteor – the next generation Beyond Visual Range Air to Air Missile developed to meet the requirements of six nations (France, Germany, Italy, Spain, Sweden and UK) will equip Typhoon, Rafale and Gripen aircraft. Meteor will offer a multi-shot capability against long range manoeuvring targets in a heavy electronic counter measures (ECM) environment.
- AMRAAM is a US supplied Air-to-Air Missile that has been in RAF service since 1998. This missile is fully integrated onto the Typhoon; it is fast, relatively small and light-weight, with reasonable capabilities against low-altitude targets.
- ASRAAM is a heat-seeking short range air-to-air weapon that is in operational service with the RAF's Tornado and Typhoon aircraft and Australian F/A-18s. ASRAAM's unique capabilities enable it to defeat all short-range missiles, existing or planned, in close-in combat.
- Sidewinder is a short range air to air missile which has been recently withdrawn from service. The Sidewinder Tactical Missiles are in use for pilot training on Hawk T1 and Hawk T2 aircraft.
- Rangeless Airborne Instrumented Debriefing System (RAIDS) is a missile-like pod (not a weapon) that allows for flight missions to be accurately debriefed.
- SPEAR Capability 3 is a new 100kg class weapon being developed to be the primary air-to-ground armament for F35B Lightning II from 2021, and optimised for internal carriage. SPEAR Capability 3 will provide the capability to destroy / defeat a wide range of targets at range, including mobile and re-locatable targets, in all weathers day and night, in complex environments under tight rules of engagement (ROE). The project is in Assessment Phase.
- Storm Shadow Weapon System (SSWS) provides the RAF with a stand-off, precision strike capability that is deployable day or night in most weather and operational conditions

against heavily defended and high-value targets. It is launched from Tornado GR4/4A in salvos of up to four missiles per aircraft.

- SPEAR Capability 4 is the Mid-Life Refurbishment (MLR) project for the SSWS. Concept Phase activities have concluded and discussions are under way to update the Memorandum of Understanding to continue co-operative working with the French moving into demonstration and manufacturing.

Contact details:

ADS Team Leader – Julian Knight

T: 030 679 31895

E: deswpnstcw-ads-tl@mod.uk

ADS Business Manager – Leslee Hallam

T: 030 679 80706

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MARITIME AND ANTI-AIR WEAPON SYSTEMS (MAWS) TEAM

The MAWS Project Team is responsible for the Sea Viper and Long Range Radar.

Contact details:

MAWS Team Leader – Matt Brown

T: 030 679 36405

E: deswpnsmaws-tl@mod.uk

MAWS Business Manager – Sheena Marshall

T: 030 679 80501

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DEFENCE GENERAL MUNITIONS (DGM) PROJECT TEAM

The Defence General Munitions (DGM) Project Team is responsible for the acquisition, in-service management and disposal of all general munitions in support of all three Services.

Within the inventory, DGM manages over 700 different explosive natures as well as several hundred non-explosive items.

Contact details:

DGM PT Business Support

T: 030 679 83955

E: deswpnsdgm-bussupinbox@mod.uk

INTERNATIONAL GUNS, MISSILES AND ROCKETS (IGMR) PROJECT TEAM

International Guns, Missiles and Rockets (IGMR) PT based at Abbey Wood procures and supports a wide range of weapons – including man-portable shoulder-launched weapons for the Army, Royal Navy guns including Close-In Weapon Systems, air-launched missiles, rockets and bombs, and fixed and rotary wing guns for the JHC and the RAF.

It comprises 100 staff based at DE&S Abbey Wood, Bristol and is responsible for the following projects:

- Anti-Structures Munition (ASM) for the Army
- 66mm HEAT for the Army
- Javelin missile for the Army
- Next Generation Light Anti-Armour Weapon (NLAW) for the Army
- 20/30mm cannons and Automated Small Calibre Gun for the Royal Navy

- Force Protection Measures for the Royal Navy
- General Purpose Machine Gun mountings for the Royal Navy
- 4.5" Mk8 Gun for the Royal Navy
- Gun Fire Control Systems for the Royal Navy
- Goalkeeper (30mm) Close-In Weapons Systems for the Royal Navy
- Phalanx (20mm) Close-In Weapon Systems for the Royal Navy
- Hellfire Missile for JHC
- Rotary-wing Guns and Rockets (CRV7) for JHC
- Mauser cannon for the RAF
- M3M and M134 for RAF
- Paveway bombs for the RAF
- Bomb fuses for the RAF
- Practice bomb for the RAF
- Miniguns for the RN & RAF
- Laser Sighting Systems for RN
- Killer Tomato Targets for RN
- Electro-Optic Systems for RN
- Ceremonial Guns for RN

Contact details:

IGMR Project Team Business Manager

T: 030 679 33754 (from inside UK)

T: 0044 (0)117 913 3754 (from outside UK)

E: DESWpns-IGMR-BM@mod.uk

DE&S AIR SUPPORT OPERATING CENTRE

STRATEGIC TRANSPORT AND AIR-TO-AIR REFUELLING (STAAR) PROJECT TEAM

The STAAR Project Team is responsible for the Voyager (formerly known as the Future Strategic Tanker Aircraft) aircraft programme.

Voyager is one of MOD's Private Finance Initiative (PFI) projects through a 27-year PFI service contract with AirTanker (shareholders: EADS, Rolls-Royce (RR), Thales, Cobham and Babcock Group) for the provision of an advanced air-to-air refuelling (AAR) and passenger air transport (AT) capability for the RAF. AirTanker are providing a fleet of 14 new aircraft based on the Airbus A33-200 – powered by Rolls-Royce Trent engines.

The Voyager contract also includes the provision of all necessary infrastructure at RAF Brize Norton, including a state-of-the-art two-bay hangar, training facilities, maintenance, flight operations, fleet management and ground service to enable worldwide Air-to-Air Refuelling (AAR) and passenger Air Transport (AT) missions. The AT service commenced in May 2012 with one aircraft available, and full peacetime AAR capability was achieved in May 2014, with the full capability of a fleet of 14 aircraft available by September 2016.

Contact details:

Bob Allen

Walnut 2b, #1224, Abbey Wood South, BRISTOL

T: 0044 (0)117 913 7183

E: desstaar-performance-info@mod.uk

A400M PROJECT TEAM

The A400M Project Team has responsibility for the delivery of the UK A400M transport aircraft to its RAF customer during the period 2014 to 2019. A400M is a collaborative



programme involving UK, Germany, France, Spain, Turkey and Belgium that is contracted through OCCAR (Organisation Conjointe de Co-operation en matiere d'Armement) for the Design / Development / Production of the aircraft itself and its Initial Support phases. For the UK the initial support phase is September 2014 to 2016.

Thereafter all main operating base support activities (other than spares and technical advice) shall be contracted direct via the DE&S A400M Commercial Team. The A400M Project Team (including commercial resource) is also responsible for through-life aircraft support, maintenance and capability upgrade of the UK RAF aircraft. Training Systems will be delivered by the FsAST Project Team.

Contact details:

Senior Commercial Manager

A400M Project Team

T: 030 679 35883 (from inside UK)

T: 0044 (0)117 913 5883 (from outside UK)

E: DESA400M-CM@mod.uk

C17 AND CSAT PROJECT TEAM

CSAT

The CSAT element of the Project Team supports two BAE 146-100 CC2 and two BAE 146 CMk3 aircraft based at RAF Northolt in London. The BAE 146 CC2 is capable of carrying up to 30 passengers. The BAE 146 CMk3 is capable of carrying approximately 90 personnel in an Air Transport role. All aircraft continue to provide outstanding performance in support of current UK and worldwide operations and tasking, as well as current theatre operations.

Operated by 32(TR) Squadron, the 146 is used to transport high-priority personnel and equipment in support of Military Commanders. Other roles include Ministerial and VIP transport into theatre as well as providing humanitarian aid and compassionate repatriation of Service personnel to the UK.

The CSAT team provides timely engineering and logistics support to 32(TR) Sqn. In addition, the CSAT team links with the respective aircraft design organisations and EASA in order to ensure airworthiness.

C17

The C17, CSAT and AE Project Team (PT) support eight Boeing C-17 Globemaster III aircraft based at RAF Brize Norton in Oxfordshire. Capable of carrying some 70 tonnes of freight over a distance of 2400 nautical miles (4445km), it also has the advantage of being able to carry outside loads such as armoured vehicles and helicopters. The aircraft continues to provide an outstanding performance in support of current UK operations, and since delivery the UK fleet flying hour total stands in excess of 100,000 hours.

Operated by 99 Squadron, the C-17 Globemaster III aircraft provides strategic and outsized cargo airlift. It also provides humanitarian aid and repatriation of Service personnel to the UK. The aircraft is also used for aero medical purposes, and has the capacity to transport 130 military personnel using a palletised seating arrangement that can be installed onto or removed from the aircraft as and when required. The C17, CSAT and AE procures support for 99 Squadron personnel to provide operational

and immediate level maintenance. Five-yearly depot level maintenance and C-17 Virtual Fleet upgrades / enhancements are provided to the PT via US Foreign Military Sales arrangements on an availability-based Contractor Logistics Support (CLS) contract in accordance with the worldwide C-17 Virtual Fleet concept. The PT also provides 99 Squadron ground crew training that is carried out predominantly in the UK by 24 Sqn at RAF Brize Norton and using Boeing flight simulator at Farnborough for engine running and other specialised activities. Initial aircrew training is carried out at the Farnborough facility for pilots. Loadmaster training is provided by the RAAF at their main operating base at Amberley and in the USA at Altus AFB. Currency training is provided by Boeing flight on their simulator at Farnborough.

Airborne Equipment

The Airborne Equipment Branch of C17CSAT PT are responsible for the procurement, maintenance, support, packing and disposal of personnel and stores despatch of parachute systems from aircraft, both fixed and rotary wing. The capability includes clothing and oxygen support for high altitude despatch of personnel and the ability to drop stores (including humanitarian aid) and boats onto land or sea.

The provision is split between Airborne Forces Equipment which encompasses personnel carrying parachutes and Airborne Delivery Equipment which is stores delivery platforms and parachute systems. Operated by 16 Bgde, Special Forces and 47AD the capabilities address a range of needs in support of operations to provide initial insertion capabilities and support to military and civilians in need of resupply. The project team also supports a Total Support Package contract to provide packing and maintenance to all stores parachute systems and the majority of the personnel carrying parachute systems. The predominant despatch aircraft is the C130J with more limited clearances for despatch from rotary wing aircraft. Work is ongoing to develop the capabilities on the A400M aircraft for 2018 and potentially a capability on C17.

Contact details:

DES C17 & CS PT Business Manager

T: 030 679 85458 (from inside UK)

T: 0044 (0)30 679 85458 (from outside UK)

E: desc17csae-bm@mod.uk

C-130J PROJECT TEAM

The C-130J Project Team (C-130J PT) forms part of the Air Support Operating Centre within the DE&S organisation.

It comprises a mixture of MOD civilians and Service personnel. The Team is responsible for the provision of logistic support and capability enhancement to the RAF's fleet of Hercules C-130J aircraft. The C-130J is supported by the long-term Hercules Integrated Operational Support (HIOS) contract with its industry partners that are intended to provide support until the platform's out of service date.

Contact details:

C-130J Business Manager

T: 030 679 82219 (from inside UK); from outside

UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 82219 and #

E: DESC130J-BusMgr@mod.uk

AIRSEEKER PROJECT TEAM

The Airseeker Project Team delivers into RAF service the US Rivet Joint aircraft and associated ground and training systems, together with a cooperative support package.

The Project Team, part of the Air ISTAR Programme Team, is based in Abbey Wood and RAF Waddington and manages the Foreign Military Sales case, through which this new system will be delivered, and the Sustainment and Follow-on Development Memorandum of Understanding (MoU), that provides through life support, both with the United States Government. The team also plays a role in supporting the sponsor and user across several Defence Lines of Development that are required to provide, sustain and improve the overall military capability being acquired through the Airseeker programme.

Contact details:

Airseeker Project Team Delivery Lead – Bill Chrispin

T: 030 679 80787 (from inside UK)

T: 0044 (0)30 679 80787 (from outside UK)

E: desas-airistardephdprogairskr@mod.uk

AIR COMMODITIES PROJECT TEAM (AC PT)

The Air Commodities Project Team (AC PT) is responsible for the acquisition and through-life management of a diverse range of aircraft commodities and airfield-related equipment, including tri-Service Ground Support Equipment (GSE), 3Airfield Specialist Vehicles and a wide range of aircraft avionics and mechanical equipment.

Contact details:

Senior Commercial Officer: AC Comm

T: 030 679 82246 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 82246 and #

E: desasac-sco@mod.uk

AIR PLATFORM SYSTEMS PROJECT TEAM (APS PT)

The Air Platform Systems Project Team (APS PT) is responsible for the development, production and in-service support of a range of systems and equipment.

The main areas covered are: Targeting and Mission Systems (Electro-optic Targeting, Mission Planning and Support Systems), Global Positioning Systems (UK GPS Project Office and Navigational Warfare), Platform Protection Systems (Electronic Warfare and Defensive Aid Suites), Identification and Communication Systems (SIFF, Mode S and Mode 5 and communication equipment).

Contact details:

Air Platform Systems Team Leader

T: 030 679 32023 (from inside UK)

T: 0044 (0)117 913 2023 (from outside UK)

E: DESAPS-TL@mod.uk

FLIGHT SIMULATION AND SYNTHETIC TRAINERS PROJECT TEAM (FsAST PT)

Flight Simulation and Synthetic Trainers Project Team (FsAST PT) is responsible for the acquisition and integration of air environment synthetic training for all three Armed Services, from concept through to disposal phases.

Contact details:

FsAST Commercial

T: 0117 913 1203 (from inside UK)

T: 0044 (0)117 913 1203 (from outside UK)

E: desfast-comrcl@mod.uk

DE&S COMBAT AIR OPERATING CENTRE

UK MILITARY FLYING TRAINING SYSTEM (UKMFTS) PROJECT TEAM

The UKMFTS Project Team is part of the Combat Air pillar within the DE&S organisation. UKMFTS is a Major Defence Change Programme to deliver a world-class flying training system for all UK Military Aircrew.

The United Kingdom Military Flying Training System will deliver a coherent, flexible and integrated flying training capability catering for the needs of the Royal Navy, the Royal Air Force and the Army Air Corps. The flying training system takes aircrew from initial training through elementary, basic and advanced flying training phases to their arrival at their designated operational aircraft. The focus for UKMFTS is to achieve a holistic system based on capability and service delivery; it is not solely about the provision of aircraft platforms. It also offers an opportunity to modernise the flying training processes for all three Services, realise efficiencies and, since training is currently spread across several organisations, take advantage of potential economies of scale.

The MOD appointed Ascent Flying Training Ltd, a joint venture of Lockheed Martin and Babcock International, in May 2008 as its Training System Partner to work with the MOD over the life of the project to deliver incrementally the total aircrew training requirement. To date the MOD and Ascent have contracted for the Fast Jet, Rear Crew Stage 1 and Fixed Wing Training Packages, but there are opportunities for industry to engage for future work. Ascent is the main focal point for such industry contact, details below. UKMFTS PT is also responsible for providing support to Hawk TMk1, Tucano and Glider aircraft, in addition to undertaking the role as Type Airworthiness Authority in support of Beech King Air 250/350ER and the Hawk TMk2 (Advanced Jet Trainer).

Ascent contact details:

Senior Commercial Manager – Stuart Bell

T: 0044 (0)1454 771658

E: stuart.bell@ascentflighttraining.com

UKMFTS PT contact details:

DES UKMFTS-HdComrcl – Terry Hughes

T: 030 679 80048 (from inside UK); from outside

UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 80048 and #

E: DESUKMFTS-HdComrcl@mod.uk

FAST AIR SUPPORT TEAM (FAST)

The FAST team delivers equipment, training and logistics services for the Typhoon and Tornado aircraft as well as the BBMF and Aircrew Escape & Survival equipment – excelling in through-life acquisition and support.

FAST operates for 17 locations across the UK and Europe, principally at Abbey Wood, Bristol and the Main Operating Bases at Coningsby, Lossiemouth and Marham.

Contact details:

Andy Hammond

T: 030 679 82880 (from inside UK)

T: 0044 (0)117 918 2880 (from outside UK)

E: DESFAST-Comrcl-DepHd@mod.uk

UNMANNED AIR SYSTEMS (UAS) TEAM

The UAS Team is responsible for UAS acquisition policy and standards, safety and engineering discipline, future research and development and providing guidance to industry on all matters UAS from within DE&S.

Contact details:

UAS Team Senior Commercial Manager

T: 030 679 86947 (from inside UK)

T: 0044 (0)117 918 6947 (from outside UK)

E: desuas-scm@mod.uk

JOINT PROPULSION TEAM (JPT)

JPT is the focal point for the MOD's relationship with Rolls-Royce. This small project and commercial team is co-located at Rolls-Royce in Bristol together with elements of Combat Air engine teams.

It has commercial responsibility for the Typhoon, Tornado, Hawk engines and is the MOD lead for tackling cross-platform issues and for driving continuous improvement.

Contact details:

JPT Team Leader – Lisa Bishop

MOD Joint Propulsion Team, WH28-5, PO Box 3,

Rolls-Royce Plc, Filton, BRISTOL BS34 7QE

T: 0117 979 6768

E: DESCA-JPT-TL@mod.uk

LIGHTNING TEAM

Lightning II (LII), is a multi-role, carrier-capable aircraft to be operated jointly by the Royal Navy and Royal Air Force. LII will be a key element of our Carrier Strike capability and will operate from both land bases and the new Queen Elizabeth Class aircraft carriers.

LII is produced by Lockheed Martin as the F-35 Joint Strike Fighter (JSF). JSF is a fifth generation, multi-role stealth aircraft containing cutting-edge technologies. It will deliver an affordable, sustainable, expeditionary airpower capability for the UK. JSF will be capable of undertaking a wide range of operations from intelligence, surveillance and reconnaissance missions to high intensity combat, including air defence for a Carrier Task Group and offensive support for ground forces. JSF has provided UK industry with a unique opportunity to offer world-leading products, technologies and manufacturing expertise.

LII is a transformational military capability delivered through collaborative and incremental acquisition techniques. As a model for international collaboration, the JSF programme is highly innovative, but as well as rewards, innovation brings challenges. The Lightning Team is determined to meet those challenges and shape the future.

Contact details:

T: 0044 (0)30 679 82270

E: DESLightning-Comms@mod.uk

DE&S ISTAR (INTELLIGENCE, SURVEILLANCE, TARGET ACQUISITION, RECONNAISSANCE) OPERATING CENTRE

FORCE PROTECTION PROJECT TEAM

The Force Protection Project Team is responsible for the procurement, integration and support of complex force protection systems for land operations. The core of its work is managing requirements in electronics, countermeasures and surveillance.

Contact details:

Force Protection Project Team Senior Commercial Officer

T: 030 679 30756 (from inside UK)

T: 0044 (0)117 913 0756 (from outside UK)

E: DESFP-CommSCO@mod.uk

CHEMICAL, BIOLOGICAL, RADIOLOGICAL AND NUCLEAR DELIVERY TEAM (CBRN DT)

The Chemical, Biological, Radiological and Nuclear Delivery Team procures, supports and maintains a CBRN Protection capability for the three Services, as specified by Head of Special Projects and CBRN Capability and in close coordination with Dstl Porton Down.

This covers chemical, biological and radiological detection, identification, decontamination and respiratory protection.

Contact details:

CBRN Business Manager

T: 030 679 31507 (from inside UK)

T: 0044 (0)117 913 1507 (from outside UK)

E: DESCBRN-BM@mod.uk

SPECIAL PROJECTS CISR (SPCISR)

Contact details:

SPCISR Commercial Manager

T: 030 679 29087 (from inside UK); from outside

UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 29087 and #

E: DESSPCISR-CM@mod.uk

SITUATIONAL AWARENESS COMMAND AND CONTROL (SACC) DELIVERY TEAM

The SACC team is responsible for the procurement and in-service support of Aerospace Battle Management (ABM) and Data Link (DL) equipment and systems.

The ABM half of the team is responsible for supporting the UK's Air Command and Control (C2) system (known as UCCS), whose system life was extended to 2020 by project CERBERUS, which also provided a very limited increase in capability. The ABM team also supports the UK's deployable Tactical Air C2 systems (TACC), the Falkland Islands Air C2 System (FCCS) and a number of smaller ABM related data link systems. Future delivery projects currently include GUARDIAN, which will replace both the UK and Falkland Island Air C2 systems and Interim and Future DASACS – two separate projects covering deployable Air C2 systems till 2023 and then beyond respectively.

The Data Link half of the team provides the means of providing real-time encrypted communications to achieve total situational awareness through the following In-Service projects; Frequency Clearance, Interoperability Testing, Joint Network Management System, Link 16 Standalone Capability (Maritime and Air), Link 11, Blue Force Tracking, and Link 16 In Service Terminal Engineering and Support. A delivery project, Surface Maritime Link 22, aims to update a number of ship platform types with the newer Link 22 capability.

Contact details:

SACC Business Manager

T: 030 679 30736 (from inside UK)

T: 0044 (0)117 913 0736 (from outside UK)

E: DESSACC-BM@mod.uk

AIR DEFENCE AND AIR TRAFFIC SYSTEMS (ADATS) DELIVERY TEAM

Air Defence and Air Traffic Systems Delivery Team (ADATS DT) is responsible for the management of Air Defence (AD), Air Traffic Management (ATM) and ground-based Electronic Warfare (EW) capabilities and systems.

The team provides the following key services:

ATM Capabilities – in November 2014 the MOD signed a £1.5bn 22-year contract with Aquila for through-life support of ATM capabilities. This will replace most of the ATM capabilities currently managed by the ADATS team.

AD Radars – through-life support of a range of primary and secondary surveillance, approach and AD surveillance radars.

Ground-based EW and Data Handling Equipment – through-life support of a mix of threat systems at the EW Tactics Range at RAF Spadeadam and a variety of legacy AD-specific data links.

Contact details:

Marshall DT – Commercial Manager

E: desmarshall-cm1@mod.uk

Windfarms DT – Senior Commercial Manager

E: desistar-windfarm-cmrcllead@mod.uk

ADEWS DT – Commercial Manager

E: desadews-commgr@mod.uk

JOINT SENSOR AND ENGAGEMENT NETWORKS TEAM (JSENS)

JSENS Delivery Team's core purpose is to deliver Joint Sensor and Engagement Network capability in accordance with its customers' capability management plans.

The Team supports the following projects:

- Land Environment Air Picture Provision (LEAPP)
- Ground Based Air Defence (GBAD) –
- Battlefield Management Command, Control, Communications, Computers, and Intelligence (BMC4I)
- Battlefield Information System Application (BISA)
- Giraffe Agile Multi Beam (GAMB) Sensor
- Automated Sense and Warn (AS&W)
- Sense Warn and Intercept (SW&I)

Contact details:

DES JSENS-SACC-Comrcl-SCP1

T: 030 679 83906 (from inside UK)

T: 0044 (0)117 913 3906 (from outside UK)

E: desjsens-sacc-comrcl-scp1@mod.uk

DE&S HELICOPTERS OPERATING CENTRE

MERLIN PROJECT TEAM

The Merlin Project Team (PT) has a major project portfolio to sustain the existing capabilities and deliver new capability. The delivery of the CAT A Merlin Capability Sustainment Programme (MCSP) concluded in 2015. This programme delivered 30 Merlin Mk2 aircraft to the Royal Navy at RNAS Culdrose, upgraded from Merlin Mk1s in order to sustain the aircraft until its out of service date of 2029. A further CAT A programme, Merlin Mk3/3a Life Sustainment Programme (MLSP), is in the D&M phase of the procurement cycle and will provide additional capability and sustain the current aircraft to their out of service date of 2030; the resulting aircraft will be designated as Mk4/4a. Merlin PT is additionally managing the CAT B CROWSNEST programme to allow Merlin aircraft to take over the current Sea King 7 Airborne Surveillance and Control capability, Sonobuoy procurement and a raft of safety enhancement modifications to both marks of aircraft.

The Merlin PT also delivers In-Service support to the Royal Navy fleet of Merlin Mk2 Anti-Submarine Warfare and Merlin Mk3/Mk3A Battlefield Support helicopters. Support is predominantly provided through a partnered support contract with AgustaWestland based in Yeovil under the Integrated Merlin Operational Support (IMOS) Contract. The Merlin PT also has management responsibility for the pan-platform AgustaWestland Joint Modification Service (JMS) together with the support of the RTM 322 engine, which is fitted to both Merlin and Apache helicopters

Contact details:

DES Merlin Business Manager Dep

T: 030 679 34749

E: desmerlin-busmgrdep@mod.uk

LYNX-WILDCAT PROJECT TEAM

The Lynx-Wildcat Project Team exists to support the light helicopter capability now and in the future. It is part of the DE&S Helicopters Operating Centre and is responsible for the support of Lynx Mk8 and Mk9A until their respective out of service dates and the delivery and support of the Wildcat AH Mk1 and Wildcat HMA Mk2 helicopter which replaces the aging Lynx aircraft.

Contact details:

Lynx-Wildcat Business Performance Manager

T: 0044 (0)1935 702285

E: DESLynx-Wildcat-BusPerfMgr@mod.uk

PUMA 2 GAZELLE PROJECT TEAM (P2G PT)

The Puma 2 Gazelle (P2G PT) team provides operational and In-service support to the Puma and Gazelle helicopter fleets, including the function of Engineering Authority and the management of Logistic and Maintenance support to both fleets operated by Joint Helicopter Command (JHC).

Responsibilities include repair and overhaul, spares, technical engineering support such as airworthiness and safety management, and other in-service support. The team was responsible for the Acquisition Programme to deliver the Puma Life Extension Programme (LEP). This programme involved major system upgrades including digital cockpit, more powerful engines and an up-rated tail rotor as well as the associated changes to support arrangements including training. Full Operating Capability was achieved in January 2016.

Contact details:

Business Manager – Gill Clayton

Puma 2 Gazelle Project Team, Yew 0a NH1 #1037, DE&S Abbey Wood South, BRISTOL BS34 8JH

T: 030 679 30717 (from inside UK); from outside

UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 30717 and #

F: 030 679 34981 (from inside UK)

F: 0044 (0)117 913 4981 (from outside UK)

E: DESP2G-BusMgr@mod.uk

SPECIAL PROJECTS MULTI-AIR PLATFORM PROJECT TEAM (SPMAP PT)

Special Projects Multi-Air Platform Project Team (SPMAP PT) is part of Director Helicopters Operating Centre within DE&S. It faces the unique challenge of managing the largest number of aircraft types of any DE&S project team. It has responsibility for delivering and supporting a variety of platforms, from small fixed wing aircraft to rotary wing aircraft that are used in roles such as transportation, search and rescue, surveillance and training. The total supported fleet size is some 84 aircraft, across 12 different Types.

The project team's primary responsibility is providing engineering authority and support to these different aircraft types. Our outputs to Customers are agreed and described in business

agreements and Command Acquisition Support Plans (CASP16), which we have with Air Command, Fleet, Joint Helicopter Command (JHC) and Joint Forces Command (JFC). The level of support provided varies between the different platforms, as a range of support solutions have been adopted.

In addition, the team delivers new capability to our customers both as modifications to current platforms and by delivering new solutions to existing and future requirements. SPMAP is also currently responsible for all military Helicopter Under Slung Load Equipment (HUSLE) in the defence inventory, which includes a range of strops, slings and nets used by over 1500 units across all three Services. The team is currently working on delivering a number of new projects, notably a new aviation support contract to British Army Training in Brunei and the future support for the Shadow capability.

The PT supports this portfolio through safety management, procurement, management of spares, project management for the acquisition of aircraft, upgrades and contractor-managed output-based services. This functional operating model maintains expertise and develops skills in these key areas of delivery as well as providing the flexibility for effective deployment of resources across the PT by specialism.

Contact details:

SPMAP PT Business Manager

T: 030 679 82585 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 82585 and #

E: DESSPMAP-BusMgr@mod.uk

CHINOOK PROJECT TEAM

The Chinook Project Team has staff based at DE&S Abbey Wood and RAF Odiham. Its primary responsibilities include providing logistics support and managing capability upgrades for the UK fleet of Chinook aircraft.

The team is also managing a number of major projects, including the procurement of 14 new Chinooks and a fleet upgrade to the flight deck avionics.

Contact details:

Chinook Project Team

Senior Commercial Officer

T: 030 679 83211 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 83211 and #

E: deschinook-comrlmgr@mod.uk

APACHE PROJECT TEAM

The DE&S Apache Project Team has delivered all 67 UK Apache Attack Helicopters to the Front Line Customer – Joint Helicopter Command.

The Project Team is responsible for sustaining the capability of the Apache helicopter fleet through life by the provision of logistic support, maintenance and project delivery. The Prime Contractor for Apache is AgustaWestland.

Contact details:

Apache Business Manager – Martin Cooper

T: 0044 (0)1935 702103

E: DESApache-BusMgr@mod.uk

ISS DEVELOPMENT PILLAR

BATCIS DELIVERY TEAM

The BATCIS Delivery Team is responsible for through-life management of a range of tactical Command and Control Information Systems (CIS) equipment and systems used in the Land Environment, including the associated amphibious and air manoeuvre forces. The main systems managed are Bowman, the Common Battlefield Application Toolset (ComBAT) Infrastructure and Platform Battlefield Information Systems Application (P-BISA) or CIP, collectively known as BCIP.

Because of the rapid pace of change in CIS technology, BCIP equipment and software needs to be continuously updated to cope with the obsolescence and ensure levels of capability are maintained. This, and the need to support operations, means there is a continuous requirement for update and upkeep activities, termed spiral sustainment. This approach also allows for insertion of upgrades as required.

BATCIS also manages the Personal Role Radio family and the MAKEFAST Battlefield Information System Application (IBSA) as well as a large number of other CIS equipments and services. These range from the TacGA (Tactical Ground to Air) Radio to the Joint Systems Integrated Body (JSIB) plus other legacy equipments, as well as many Urgent Operational Requirements (UORs). These UORs include the delivery of new capability into service (eg Personal Integrated Hearing Protection, comms equipment for Medical Emergency Response Teams) and also the installation of BCIP onto Land, Maritime and Rotary Wing platforms. BATCIS is increasingly widening its portfolio of radio-based tactical command and control systems and support equipments and is actively defining its future acquisition requirements and management approaches through the LE TacCIS Programme including the Legacy Support Project, Legacy Systems Update and Project MORPHEOUS. BATCIS responsibility also includes Defence's Wide Area trunk capabilities named Falcon, Cormorant and Kestral and the future acquisition requirements for these services.

Contact details

Amanda Clark

E: isscomrcl-batcis-dephd-2@mod.uk

NETWORKS TEAM

Networks is a key business grouping within the ISS Development Pillar, with wide-ranging responsibilities and a large portfolio of projects to deliver and manage. As a Delivery Team its main effort is to support Defence through the effective provision of global communication capabilities across Sea, Land, Air and Space environments, Urgent Operational Requirements and secure communication services to Other Government Departments.

Contact details:

ISS Develop Business Management

T: 030 679 80443 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 679 80443 and #

E: issdev-busmgt1-bmcs@mod.uk

CYBER AND CRYPTO

Cyber and Crypto is part of the Ministry of Defence's information assurance work.

It procures cyber defensive capabilities and services, high grade crypto devices and management systems for information assurance components. It provides crypto-security policy; operational crypto-security services to defence and others and management of cryptographic key for allied nations and NATO.

Contact details:

E: issdev-busmgt2-bmcs@mod.uk

IMAGE AND GEOSPATIAL SYSTEMS (IMAGE)

The IMAGE Delivery Team delivers and supports a complex range of imagery and geospatial system capabilities to the Joint Forces Intelligence Group (JFIG) under the sponsorship of JFCC4ISR.

Contact details:

T: 030 679 35576 (from inside UK)

T: 0044 (0)117 913 5576 (from outside UK)

E: isscomrcl-intsys-c1-37@mod.uk

INTELLIGENCE INFORMATION SOLUTIONS (IIS) TEAM

Intelligence Information Solutions (IIS) is a multi-disciplinary through-life portfolio delivery team, enabling effective and efficient direction, collation, processing and dissemination of intelligence, nationally and collaboratively.

The team delivers specialist applications, information management solutions and associated hardware in support of the Defence Intelligence Services, the Permanent Joint HQ and theatre deployments, as well as the single Services. It also enables interoperability across a number of other nations and UK Other Government Departments. Predominantly the applications and systems are based on Commercial Off The Shelf (COTS) hardware and software.

Contact details:

ISS Senior Commercial Officer

T: 030 679 36790 (from inside UK)

T: 0044 (0)117 913 6790 (from outside UK)

E: isscomrcl-intsys-c1-36@mod.uk

COMMANDS AND CENTRE TEAMS

JOINT FORCES COMMAND

Northwood Headquarters is home to five Operational HQs. These are Joint Forces Command (JFC), Permanent Joint Headquarters (PJHQ), NATO Maritime Command, the Royal Navy's Maritime Operations Centre and the European Union's OP ATALANTA HQ.

The newest Command, JFC HQ, was established at Northwood in 2012, commanded by a 4* officer reporting directly to the Chief of Defence Staff.



JFC Commercial Team at Northwood works across these Commands. The PJHQ Ops Team supports both contingent and enduring operations and has a number of contracts in overseas locations. JFC Cyprus Team currently has responsibility for British Forces Cyprus and the Sovereign Base Areas, which range from healthcare services, vehicle procurement, logistics movement support and police equipment, to name just a few. The Gibraltar Commercial Team are responsible for managing all commercial requirements for British Forces Gibraltar, which are wide-ranging and include air traffic control, water production, ground handling services, supply of food and fuel. The British Forces South Atlantic Desk Officer currently works on range of requirements from the provision of harbour support services to deployed welfare.

JFC also has a number of other Commercial Teams in Central London, RAF Wyton, Shrivenham's Defence College, Glasgow and at Defence Medical Centre Lichfield, supporting a broad range of customers and requirements.

Contact details:

E: DefComrclCC-JFCTL@mod.uk

AIR

The role of Defence Commercial Air is to place and manage contracts on behalf of the Royal Air Force and support all their 'sales' activity, including sponsorship deals and support to Defence Exports (eg demonstrations of Hawk and Typhoon). The team is based at Headquarters Air Command in High Wycombe, with other teams based in Bristol and RAF Brize Norton. We manage a diverse

portfolio comprised of approximately 300, predominantly service, contracts.

Legacy Flying Training

Most of the flying training contracts until the delivery of UK Military Flying Training System:

- Medium Speed Air Support Services operating out of Durham Tyne Tees Airport
- Light Aircraft Flying Task, with Grob aircraft, flying Air Cadets at 14 locations around the UK
- Defence Helicopter Flying School with 37 Squirrel and 14 Griffin helicopters based at RAF Shawbury and Army Air Corp Middle Wallop
- Multi Engine Pilot Training with King Air aircraft based at RAF Cranwell
- Glider maintenance contract for Grob Viking and Vigilant aircraft based at RAF Syerston

MOD Technical Training

The relocation and support contracts for the Defence College Technical Training at Arborfield, Bordon to MOD Lyneham and HMS Sultan and support to training transformation for Defence College of Technical Training. Support to the transformation of Defence Technical Training.

Training

Bespoke training courses for the RAF, including specialist RAF Police training courses. Academic Support to RAF College Cranwell, IT training, specialist driver training.

Support Services to RAF Stations

Technical support services as part of Multi Activity Contracts for RAF Brize Norton, RAF Fylingdales, RAF Northolt, RAF Cosford, RAF Valley, RAF Cranwell and RAF Scampton.

The types of services which are delivered are:

- Repro / Graphics / Media services
- Stores / Supply; Armoury
- Leisure / Gym related requirements
- Direct Engineering support services, predominately associated with military equipment maintenance
- Indirect Engineering
- Support services (records and some IT support services)
- Motor Transport services (excluding vehicles)
- Simulator services

The future commercial solution for RAF technical services UK-wide is being delivered under Project HADES.

- RAF airfield bird control
- Ground handling and refuelling contracts for RAF aircraft covering 340 locations worldwide
- Welfare support contracts for the RAF

Air Traffic Control Services

The provision of Air Traffic Control Services to the RAF in conjunction with the National Air Traffic Control Services NATS En Route Limited under the Future Military Air Traffic Related Services contract.

Sales Contracting

Support to the RAF for sales contracting under the Government Wider Markets Initiative. Sales contracts include international defence training, filming and support to defence exports and air shows.

Contact details:

Air Commercial Team

T: 01494 494377 / (9) 5221 4377
(RAF High Wycombe)

E: DefComrclCC-AirEnquiries@mod.uk or
DefComrcl CC-Air Enquiries (Multiuser)



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- WIN** – How to put together a winning tender response



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Agencies and Other MOD Teams and Organisations

UK NATIONAL CODIFICATION BUREAU (UK NCB)

The UK National Codification Bureau (UK NCB) logs all NATO Stock Numbers (NSNs) used by the three Services on the Item of Supply Information System (ISIS).

Codification creates a detailed catalogue of everything our Armed Forces use on a daily basis, not just weapons systems and hardware, but spares, clothing, medical items, food and anything else the Services need to operate effectively.

Technical descriptions of every item are stored on a central system along with who makes and supplies it. This system is run by the UKNCB in Glasgow and is integral to the success of the defence supply chain.

The UKNCB uses the NATO Codification System (NCS), the biggest and most comprehensive codification and cataloguing system in the world. 64 countries are members of the NCS and its 17 million NATO stock numbers. It provides a common 'language of logistics', boosting the effectiveness of our Armed Forces, reducing costs and facilitating both national and coalition operations.

Benefits of Codification

The UKNCB documents technical data and descriptions for every item of supply and allocates NATO stock numbers based on form, fit and function. This information is stored on the Item of Supply Information System (ISIS) and includes details of manufacturer, supplier and any other relevant information. This makes it easy to retrieve the data when required.

The codification process is not expensive and is carried out within a target date of 20 working days. If it's needed more quickly for operational reasons then it can be done in 24 hours.

NATO Codification

The NATO codification system is used by the Army, Navy and Air Force. All items of supply going through the military supply chain must be NATO codified. A 13-digit NATO stock number (NSN) is allocated to an item which is used to identify it throughout the supply chain. NSNs are catalogued on the ISIS database. UKNCB also provides a user-friendly ISISWEB system that can be utilised by MOD Logistic and Engineering teams and also authorised UK Industry partners.

Codification Policy is set by AC/135 and all participating countries follow the same guidelines.

There are many codification databases. The US has FEDLOG, France has SOPRANO, Germany has NCORE and Spain has SICADMIL, to name but a few. In the UK we use ISIS.

The three Services each have their own stores management systems which in turn control several satellite inventory management systems. These in turn feed the Managed Joint Deployed Inventory (MJDI).

Using the Army as an example, when an item is introduced into service the Army applies to have the item codified. Along with the record on ISIS, NCB also creates a supply management data form (SMD) which is sent to Stores System 3, prompting the creation of a record on the stores system.

If commodity managers or users of the item discover a mistake that needs correcting or simply want to amend or add a reference, the Army can let us know using the e-tasking system. We update ISIS which automatically generates an 'up-issue' of the SMD which will update Stores System 3.

This process can be repeated as many times as is necessary to keep ISIS and Stores System 3 in sync and up to date. The Navy and Air Force stores systems work in exactly the same way.

ISIS also reconciles regularly with the three main stores systems in order to bring to the attention of commodity managers any inconsistency.

Codification, in addition to providing an invaluable common supply language within the supply chain, is essential for maintaining effective and efficient stores management systems, helping to deliver logistics solutions to the front line.

Suppliers and Source Data

To start the process, suppliers need to submit source data; this is covered fully in DEFCON 117. This could be the technical drawing for the item or the manufacturer's catalogue or specification. Source data is important so that only authenticated data regarding the item of supply is used for codification purposes and to determine that the item of supply is unique.

The extent of data required for full codification is governed by the requirements of the item identification guide (IIG) used and the complexity of the item.

Data should include the following, where applicable (list is not exhaustive):

- Name of the design control authority.
- Design control authority's drawing / part number or standard / specification reference (indicating definitive or non-definitive).
- Item name. Where the approved item name (AIN) refers to inherent properties, eg 'tube assembly, metal' or 'cable, power, electrical' or the AIN definition specifies properties, eg cable, power, electrical is defined as '.... working voltage of the item must be 300 volts or more size of each individual conductor must be no 18 awg (0.75 sq mm) or larger', this information must be supplied for the AIN to be used.
- Nominal dimensions of length, width, height and diameter, with tolerances if applicable.
- Basic material (from which item is fabricated) and surface treatment (finish by which item is plated / dipped / coated), with their associated standards / specifications. See Note 1 below.
- Electrical characteristics, nominal voltage, current and/or rated power of the item, rated resistance, capacitance or inductance.
- Nominal pressure and temperature ratings, or operating frequencies.

- Data should show distinguishing features, eg colour, shape, style, holes or slots, etc.
- Include markings that indicate the primary purpose, function or application of the item
- Where items are threaded, include the size, type, class and direction.
- Common mechanical parts, such as nuts, bolts, screws, washers, etc should include all key dimensions, as these items are the most difficult to differentiate.
- Assemblies should include parts lists and known NSNs of constituent parts. Cable assemblies should include cable core type and electrical ratings.

Note 1: The Design Control Authority is not required to disclose particulars of proprietary processes, manufacturing techniques or proprietary material specifications.

Single Item Ownership

In accordance with JSP 886 policy on single item ownership, UKNCB now records only one IMC, DMC or SMI code in the CSU field to identify the item owner.

Where a second user group has an interest in that item, they must contact the existing owner to either agree supply of the item through existing arrangements or to negotiate transfer of ownership, establishing business agreements. Failure to carry out this process will result in users' future demands being cancelled.

For further information please refer to JSP 886 on single item ownership which includes contact details for the single item ownership working group and the policy owner.

Auto NCAGE System

UKNCB is responsible for the maintenance of the MOD's Item of Supply Information System. ISIS contains data relating to all materiel, spares, stores and services supplied to UK MOD. Each organisation listed within ISIS is allocated a 5-digit code known as an NCAGE (NATO Commercial And Government Entity) code, which holds name, address and contact details.

Where previously applications for NCAGE codes and updates to details were processed by UKNCB, the automated system allows the user to search for existing NCAGE codes and create new codes if required.

Each organisation listed has access to our system to check on the accuracy of their details and if required, update them (address and contact details only). Amendment to NCAGE code details is now the responsibility of the NCAGE holder, who will be assigned a username and password for the new system. However, any changes to the NAME of the NCAGE record should be sent to desseocsc-p-ncb-ncage@mod.uk.

It is beneficial to MOD suppliers to ensure their data is accurately recorded to allow continued procurement of defence equipment and spares and also to ensure payment for equipment / services provided.

Training

UKNCB can no longer deliver the 'Codification and ISIS' training course. All training modules are currently being reviewed and will go online in a new UKNCB training portal which is currently under construction.

Contact details:

For any E-Tasking or ISISWEB account enquiries / problem-reporting contact:

T: 0141 224 2116 / 2160

(Kentigern House, Glasgow)

E: ISIS Help Desk: SCISDPISISServiceDesk@boeingdefence.co.uk

BRITISH FORCES POST OFFICE (BFPO)

The British Forces Post Office (BFPO) has a long and distinguished history of providing an efficient and effective Postal and Courier Service in support of the UK Armed Forces and their dependents worldwide. The BFPO is committed to delivering a modern, technology-based, end-to-end (E2E) postal service, as a seamless extension of the UK mail system, which is customer-focused, demand-led and continuously improving.

Working closely with Royal Mail Group, BFPO provides an international official, private and commercial mail distribution service, of letters, parcels and hybrid mail, to members of the UK Armed Forces, their dependants, Other Government Departments (OGDs), contractors and other authorised users. The BFPO service is well supported by a comprehensive range of counter services, available at Post Office branches in the UK and at those overseas locations served by Forces Post Offices. BFPO prides itself on its bespoke automatic letter and parcel sortation systems, as well as the very latest in screening equipment. In addition to the work of the Defence Postal Service (DPS), BFPO is also responsible for the safe and secure movement of all Protectively Marked Material (PMM) via the Defence Courier Service (DCS), for a range of customers, including: the Ministry of Defence, the Foreign and Commonwealth Office, OGDs, and List X Companies.

Operating from a modern, secure facility at RAF Northolt, with excellent transport links to central London and the M25/M40 motorways, BFPO is a Department for Transport and Civil Aviation Authority Regulated Air Cargo Agent. The organisation is staffed by a qualified, experienced, loyal workforce, comprising both military and Civil Service employees, who understand the importance of the BFPO service to the welfare of the UK Armed Forces. Within MOD Income Generation regulations, BFPO is keen to maximise use of any irreducible spare capacity, and companies are welcome to approach BFPO direct with any enquiries or expressions of interest.

Contact details:

T: 0044 (0)20 8589 3313

E: DESBFPO-HQ-CommsSec@mod.uk

W: www.gov.uk/british-forces-post-office-services

DISPOSAL SERVICES AUTHORITY (DSA)

The Disposal Services Authority (DSA), originally the Disposal Sales Agency, was formed in October 1994 and relaunched and

renamed as the Disposal Services Agency in November 2000. With the creation of DE&S, agency status was removed and, now part of that organisation, it is known as the Disposal Services Authority.

It has sole authority to dispose of all surplus MOD equipment and provides a hazardous waste service for materiel past its planned lifespan offering a complete disposal solution with the remit of maximising the return for the taxpayer. The range of material includes capital equipments such as warships, aircraft and vehicles as well as all inventory and spares used to support the Armed Forces, clothing, IT and any number of miscellaneous items. For capital equipments, the DSA will actively promote a sale to overseas governments for further use, and it is particularly successful in achieving sales of warships and non-combat aircraft. Such sales achieve the best return, cement UK international relationships and provide further opportunities for UK industry. Disposal of other material is largely through a range of specialist contractors that sell into the commercial marketplace to achieve the best return.

The DSA is charged with providing a collection service from units throughout the UK, and it conducts the majority of its disposals of surplus kit through a series of incentivised contracts with these specialist companies. This utilises the commercial expertise of these various specialist contractors as they undertake the bulk of the collection, storage, marketing and sales. The DSA has secured nearly £1.164bn in gross sales over time, saved several hundreds of millions of pounds in storage and transportation costs, achieved efficiency gains by driving down the unit cost of sales, and expanded its disposal services into the wider public sector. The DSA currently has around 32 Other Government Department customers, ranging from Fire and Rescue Authorities, to Police Forces and County Councils.

Contact details:

T: 030 6770 2911 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial *, then enter 030 6770 2911 and #

Menu choices:

Menu 1

1. Furniture and IT
2. Scrap Metal and Hazardous Waste
3. Clothing, Medical, Military / Naval / Aircraft Spares
4. Vehicles, POL, Tyres and Miscellaneous Stores
5. General Enquiries

Menu 2

1. Ships and Gifting
2. Non-MOD Business
3. Commercial Team
4. General Enquiries
5. Menu 1

DEFENCE MARINE SERVICES (DMS)

Defence Marine Services (DMS) is part of the ACNS(Spt) business area within Navy Command.

DMS manages two PFI contracts for:

- Provision of Marine Services within SD Marine Services Ltd (SDMS).
- Provision of Marine Support to Ranges and Aircrew Training with Smit International (Scotland) Ltd (Smit) who are part of the Boskalis Westminster Group.

Users include Navy Command, Land Forces, Air Command, Centre, Defence Estates and Chief of Joint Operations (CBF Cyprus and CBF Gibraltar).

Marine services are provided through a 15-year service provision PFI contract with SDMS that was let in 2007.

Marine services embrace a wide range of waterborne and associated support activities, both in-port and out-of-port:

- In-port activities take place at the Royal Navy's major bases at Portsmouth, Devonport and on the Clyde, and include tugs for ship movements, ferry operations, movements and explosives, lighterage and barges.
- Out-of-port activities include the provision of support to military exercises; UK and worldwide maritime trials and training, including NATO Submarine Rescue System (NSRS) training, support to maritime ranges, BUTEC to Kyle of Lochalsh; and the maintenance of some 350 moorings and navigational marks around the UK and in Gibraltar and Cyprus.

SDMS manages, operates and maintains around 110 vessels to deliver these services and supports additional commercial tasks providing third party income for the MOD. The contractual arrangements with SDMS provide modern marine services, delivering a fleet of vessels capable of handling current and future warships and submarines at an optimum level of efficiency. Serco also has a fully HSE-compliant dive team for underwater engineering support.

The service for Marine Support to Range and Aircrew Training is provided by Smit (Scotland) Ltd and runs until April 2018.

The service provides the following outputs to tri-Service users at nine locations around the UK coast:

- Provision of a range safety craft service on six Defence Estates live firing ranges.
- Provision of a vessel winching platform for a RAF Search and Rescue (SAR) flights, two RAF SAR training establishments and a number of Land Forces helicopter units.
- Provision of a ferrying service and safety boat for tri-Service aircrew sea survival drills.
- Provision of marine target towing for RAF fast jets (MTT).
- Participation in, and support to, national and international SAR exercises (SAREx).
- Recovery of Air Sea Rescue Apparatus (ASRA).
- Provision of craft for Navy Command boarding exercises, simulation of arms and drug smuggling activities and force protection exercises involving both Fast Attack Craft (FAC) and Fast Inshore Attack Craft (FIAC).

Smit manages and operates a total of 15 fast patrol type craft in support of Range Safety and Aircrew Training.

Facilities exist within the contracts for new work, large or small.

Please contact Defence Marine Services on either 023 9272 0881 or 023 9272 6126.

Contact details:

Business Manager

T: 0044 (0)23 9272 6160

E: navyspt-dmsbusmgr@mod.uk

SALVAGE AND MARINE OPERATIONS (S&MO)

The Salvage and Marine Operations (S&MO) Team is a key element of the MOD's worldwide marine capability. It provides salvage, towing, heavy lift, operational

moorings, port clearance, underwater engineering and management of the UK's military wreck inventory.

In addition to the MOD, it also provides these services to Other Government Departments (OGDs), such as the Department for Transport, Foreign and Commonwealth Office and Home Office.

Contact details:

Deputy Team Leader Salvage Operations – James Ward

T: 0044 (0)30 6798 1974

M: 0044 (0)7887 625433

E: DES SANMO-DTISO@mod.uk

MINISTRY OF DEFENCE POLICE (MDP)

The Ministry of Defence Police (MDP)

Headquarters and training centre is based at Wethersfield, an 800 acre site near Braintree, Essex. The Force (about 2600 strong) supplies armed protective policing across the Defence Estate, in particular at the nuclear weapons establishments at Aldermaston in Berkshire, and at the nuclear submarine base at Faslane on the west coast of Scotland.

Specialist roles within the Force include marine policing at the Naval Bases (Portsmouth, Plymouth Devonport and the Clyde); police dog handlers; and a Criminal Investigation Department (CID).

Contact details:

Head of Operational Resources – Chris Savage
MOD Police HQ, Wethersfield, BRAINTREE,
Essex CM7 4AZ

T: 0044 (0)1371 854796

E: mdp-opsres-head@mod.uk

DEFENCE MEDICAL SERVICES (DMS)

The primary role of Defence Medical Services (DMS) is to ensure that Service personnel are ready and medically fit to go where they are required in the UK and throughout the world – generally referred to as being 'fit for task'.

The DMS encompasses the entire medical, dental, nursing, allied health professionals, paramedical and support personnel. It is staffed by around 7000 regular uniformed and reserve medical personnel and provides healthcare to all Service men and women. Personnel from all three Services, regulars and reservists, work alongside civil servants and other supporting units providing healthcare to Service personnel serving in the UK, abroad, those at sea, and in some circumstances family dependants of Service personnel and entitled civilians. It also provides some aspects of healthcare to other countries' personnel overseas in both permanent military bases and in areas of conflict.

The range of services provided by the DMS include primary healthcare, pre-hospital emergency care, dental care, hospital care, rehabilitation, occupational medicine, community mental healthcare and specialist medical care. It also provides healthcare in a range of facilities, including medical and dental centres, regional rehabilitation units, field hospitals, and in Ministry of Defence Hospital Units (MDHU) alongside the NHS. Also provides defence aero medical evacuation service.

The Surgeon General (SG) is the 3* professional head of the DMS and the Process Owner for end to end defence healthcare and medical operational

capability. He is accountable to the Defence Board, reporting routinely through the Defence Operating Board and Service Personnel Board, both of which he attends as required.

The SG is responsible for:

- Defining the boundaries and processes, organisational structures and composition of forces, and the standards and quality needed, to deliver advice on health policy, healthcare and medical operational capability in consultation with Top Level Budget Holders
- Setting the overall direction on all clinical matters relating to the practice of medicine within the military
- Setting and auditing the professional performance of all medical personnel
- Setting clinical and medical policies and standards, and auditing compliance by military organisations across Defence
- Developing the science of military medicine to develop approaches and treatments that will best counter threats to the health and well-being of Service personnel
- Providing deployable medical operational capability
- Building and maintaining the medical infrastructure and cadre of people
- Delivering a comprehensive healthcare system to Service (and other entitled) personnel
- Ensuring coherence of health plans between Defence and the NHS
- Chairing the Defence Medical Service Board, the forum for providing strategic direction and guidance to the DMS

The current SG is Vice Admiral Alasdair Walker.

Contact details:

Cdr Lee Hazard RN

Surgeon General's Department, JFC (JW),
Northwood HQ, Sand Lane, NORTHWOOD,
Middlesex HA6 3HP

E: sgacdsmedopcap-medecso2@mod.uk

UK TRADE & INVESTMENT DEFENCE & SECURITY ORGANISATION (UKTI DSO)

The UK Trade & Investment Defence & Security Organisation (UKTI DSO) is an integral part of UKTI and works closely both with industry and the MOD, Home Office and other Government Departments to promote the export of UK equipment, products and services in the best possible way.

The defence and security sectors are an important part of the UK economy, contributing billions of pounds in exports each year and providing tens of thousands of jobs in the UK. In 2014 the UK achieved around a 16% share of the global defence export market.

UKTI DSO supports the UK defence, security and disaster relief sectors by:

- Identifying business opportunities in conjunction with the MOD and industry at an early stage.
- Building relationships with overseas governments – the core customers for UK defence products and services – to maximise UK prospects in established and emerging markets.
- Providing overseas customers and UK defence and security companies with access to the MOD, the Armed Forces and wider government specialist support.

- Supporting specific industry-led overseas marketing campaigns.
- Promoting UK industry as a trusted supplier at all levels of the supply network.
- Providing a conduit through which UK advice and expertise can be offered to overseas customers.

The two UKTI DSO Regional Directorates (RDs) offer assistance and advice on specific markets and opportunities with respect to both defence and security, co-ordinate government support and provide a single point of contact for customer countries:

- RD1 – Americas, Pacific and East Asia
- RD2 – Africa, Europe, Middle East, Central and South Asia

The Business Strategy Directorate comprises a number of teams working in the following areas: analysis of the global defence, security and disaster relief markets; co-ordination of participation in UK and overseas defence and security exhibitions; and management of the organisation's Business Support function.

The Small Business Unit is part of the Business Support team, specialising in dedicated support for SME companies that are looking to win defence and security business.

Key Account Management (KAM) and High Growth Potential (HGP) Companies Team – the KAM Secretariat has a formal relationship with 18 UK defence and security prime contractors. KAM Sec provides DSO with an overview of the companies' strategic intentions in the export market which allows DSO to allocate its resources accordingly, as well as providing a forum to discuss additional strategic issues such as the Defence Growth Partnership and Government-to-Government engagement.

UKTI DSO's HGP advisers have developed an engagement model to help identify, develop and establish relationships with companies that are new to DSO and have defence export potential, mainly focusing on Medium Size Businesses (MSGs – companies that fall between the SME/KAM categories), but also other larger firms with defence divisions and some exceptionally promising smaller firms.

Contact details:

RD 1 T: 020 7215 8157

RD 2 T: 020 7215 8232

Military Advice/Support T: 020 7215 8038

Market Analysis T: 020 7215 8194

Events T: 020 7215 8239

Business Support T: 020 7215 8337

Small Business Unit T: 020 7215 8204

KAM/HGP T: 020 7215 8337

DEFENCE SUPPORT GROUP (DSG)

The MOD launched the sale of the Defence Support Group's (DSG) land business. Following a strong competition, Babcock has been selected as the preferred bidder.

Contact details:

W: www.babcockinternational.com/suppliers-becoming-a-supplier-to-Babcock

The MOD will retain the DSG's air business, the Electronics and Components Business Unit (ECBU). The ECU became the Defence Electronics and Components Agency (DECA), a new MOD Trading Agency, on 1 April 2015.

DEFENCE ELECTRONICS AND COMPONENTS AGENCY (DECA)

DECA will continue to provide support to a diverse range of electronic, avionic and mechanical equipment for both fixed wing and rotary platforms. This will include the provision of a specialist avionics obsolescence management capability.

DECA's Trading Agency model, based on an executive agency, will allow it to continue trading with MOD and industry customers in a similar way to how the ECU operated within the Defence Support Group prior to 1 April 2015.

Contact details:

Commercial and Procurement Manager
T: 01244 847748

UK DEFENCE STANDARDIZATION (DStan)

UK Defence Standardization (DStan) is responsible for UK MOD standardization policies, standards, procedures and guidance on standardization issues both nationally and internationally. It is part of the Director Technical organisation within Defence Equipment and Support (DE&S).

Our Responsibilities

DStan provides effective and efficient Standardization Management to support the delivery of military capability and interoperability.

It delivers the following services:

- Provision of a digital toolset (STANMIS) to deliver effective and efficient Standardization Management to MOD.
- Maintenance and development of a relevant and required portfolio of UK Defence Standards (Def Stans).
- Negotiates, influences and agrees NATO and EDA standardization policy and procedures in support of UK MOD military operations.
- Provision of standardization policy (in JSP 920) which is consistent with Government, NATO and EDA/EC policy.
- Provision of MOD standardization input to cross-government standardization committees.
- Management of national ratification of operational and materiel NATO Standardization Agreements (Stanags) in support of UK MOD military operations and interoperability.
- Provision of online access to unclassified UK Defence Standards, NATO Stanags and Allied Publications (APs).
- Provision of access to UK Defence Standards, NATO Stanags and APs that are not available to download (above Classified).
- Provision of online access to unclassified UK Defence Standards, NATO Stanags and APs.
- Provision of access to other standards (beyond UK Defence Standards and Stanags) via the Standards On-Line (SOL) framework and demand orders.
- Facilitates and delivers on the MOD and commercial licences for the distribution of Defence Standards, Stanags and APs, generating revenue for DIPR.
- Provision of advice, guidance and training on the Standardization and SOL capabilities.
- Maintains and protects the Secretary of State's intellectual property rights in his trademarks.

- Monitoring the implementation of Stanags and APs in MOD contracts.

Contact details:

UK Defence Standardization

Room 1138, Kentigern House, 65 Brown Street,
GLASGOW G2 8EX

T: 0044 (0)141 224 2531

E: enquiries@dstan.mod.uk

DEFENCE SCIENCE AND TECHNOLOGY LABORATORY (Dstl)

What We Do

The Defence Science and Technology Laboratory (Dstl) ensures that innovative science and technology contribute to the defence and security of the UK.

We supply specialist services to the Ministry of Defence and wider government. 60% of MOD's science and technology programme (total funding: £410m) is supplied by our external partners in industry and academia worldwide.

Who We Are

Dstl is an Executive Agency of the MOD, run along commercial lines. It is one of the principal government organisations dedicated to S&T in the defence and security field.

Our Centre for Defence Enterprise (CDE) is the point of contact for suppliers with innovative ideas to bid for proof-of-concept research funding.

Our Locations

Headquarters

Porton Down, SALISBURY, Wiltshire SP4 0JQ
(Alternative postcode for some Sat-Nav systems:
SP4 0JG)

Switchboard: 01980 613000

Central Enquiries: 01980 613121

E: centralenquiries@dstl.gov.uk

Dstl Portsdown West

Portsdown Hill Road, FAREHAM,
Hampshire PO17 6A

Dstl Alverstoke

Crescent Road, GOSPORT, Hampshire PO12 2DL

Dstl Fort Halstead

SEVENOAKS, Kent TN14 7BP

Centre for Defence Enterprise

Building R103, Fermi Avenue, Harwell, OXFORD,
Oxfordshire OX11 0QX

T: 0044 (0)30 6770 4236 / 4237

E: cde@dstl.gov.uk

Open Monday to Friday 9am to 5pm. Please email for the quickest response.

Our Responsibilities

Our responsibilities include:

- Supplying sensitive and specialist science and technology services for MOD and wider government.
- Providing and facilitating expert advice, analysis and assurance on defence procurement.
- Leading on the MOD's science and technology programme.
- Understanding risks and opportunities through horizon-scanning.
- Acting as a trusted interface between MOD, wider government, the private sector and academia to provide science and technology support to military operations by the UK and her allies.
- Championing and developing science and technology skills across MOD.

Our Priorities

We help MOD to implement the recommendations in the National Security Strategy and the Strategic Defence and Security Review, in particular to:

- Identify and monitor national security risks and opportunities.
- Protect the UK and our interests at home, at our border and internationally, in order to address physical and electronic threats from state and non-state sources.

Who We Work With

Dstl works mainly with MOD, but because of our expertise and facilities, particularly in the wider area of UK defence and security, we work across government for more than 40 government departments and agencies.

We work with our partners in industry, academia and internationally, using science and technology to help to solve defence and security issues.

We sustain and grow science and technology capabilities that must remain in government, and help develop capabilities that are managed elsewhere, for example in industry and academia.

CENTRE FOR DEFENCE ENTERPRISE (CDE)

The MOD's Centre for Defence Enterprise (CDE), part of the Defence Science and Technology Laboratory (Dstl), funds innovative research that could lead to a cost-effective capability advantage for UK armed forces and national security.

CDE works with the broadest possible range of science and technology providers, often providing an entry point for those new to defence. CDE aims to remove barriers for SMEs to enter the defence supply chain. More than two thirds of CDE contracts go to SMEs and innovators within academia, providing a vital mechanism for defence to access fresh thinking and capabilities.

CDE is always open to research proposals and operates a secure online submission and assessment service for rapid decision making. CDE typically funds proposals for proof-of-concept research in the range of £40,000 to £100,000 for phase-1 work of 3 to 9 months' duration. Successful bidders also get access to MOD experts, support and insight into the defence market.

Proposals to CDE must be submitted online and can either be in response to:

- **The enduring competition** – a continually open competition for exceptionally innovative proposals with a potential defence application. Anyone can submit a research proposal at any time and these are assessed on a monthly cycle. The enduring competition has a budget of up to £3m per year.
- **Themed competitions** – a set of particular technical challenges with defined funding and fixed timescales to submit proposals. Each themed competition usually has a budget of at least £500,000 for phase-1 proof-of-concept projects.

CDE competitions are published online and are supported by events and webinars to provide insight into the technical and operational context of the challenges.

Since it opened in May 2008, CDE has received over 6000 proposals and funded over 1000 (almost £70m in value).

CDE offers a programme of Innovation Network events that provide challenge briefings,

opportunities to discuss potential proposals with MOD, networking opportunities, guest speakers from other business support organisations and exhibitions of previously funded projects.

To support a rapid and transparent process, all information about CDE, our terms and conditions, the programme of Innovation Network events (including online registration), how to submit proposals and more can be found at www.gov.uk/dstl/cde.

Contact details:

T: 0044 (0)30 6770 4236 / 4237

E: cde@dstl.gov.uk

CDE Innovation Network Events

Find out about CDE's upcoming Innovation Network events and webinars and access presentations and other information from past events. CDE holds these regular events to promote our competitions for funding. They allow networking with technical and military experts, as well as helping to build relationships to encourage working with other science and technology providers. We also host webinars to support our competitions.

DEFENCE INFRASTRUCTURE ORGANISATION (DIO)

The Defence Infrastructure Organisation (DIO) plays a vital role in supporting our Armed Forces by building, maintaining and servicing the infrastructure needed to support defence.

Responsibilities

We are responsible for enabling defence people to live, work, train and deploy at home and overseas. Our vision is to equip defence with a significantly smaller, more efficient, better quality estate.

Priorities

DIO's priorities for 2016 are:

- Implementing the footprint strategy and the disposal of sites both associated with that and more broadly.
- Investing on the estate.
- Making savings and efficiencies.

Who We Are

We are led by Acting Chief Executive Colin Wood, supported by an Executive Management Team comprising: Marcus Leek (Director of Finance and Commercial); Leo O'Shea (Chief Operating Officer); Tony Gaiani (Director of Project and Programme Delivery); Richard McKinney (Acting Director of Service Delivery); Tony Gosling (Director of Data Analytics and Insight); Nik Doyle (Director of Transformation and Change); and James Colman (Head of Strategic Stakeholder Engagement and Communications).

DIO Procurement Contracts

DIO is currently developing and procuring contracts to deliver hard and soft facilities management and construction projects for the UK defence estate under two main areas:

- **Next Generation Estate Contracts (NGEC)** – hard facilities management and construction projects.
- **Project Hestia** – soft facilities management.

In addition DIO routinely undertakes a wider range of smaller procurement initiatives covering

the UK and overseas estate, through a mix of stand-alone, PFI and Crown Commercial Service arrangements.

Further information is available in:

- NGEC – Policy Paper, 12 June 2014.
- Project Hestia – Guidance, 3 December 2014.

Contact details:

Defence Infrastructure Organisation

Ground Floor, Delancey Building,
Marlborough Lines, Monxton Road, ANDOVER,
Hampshire SP11 8HT

E: DIOComrc1-5a1@mod.uk

W: www.mod.uk/dio

NEXT GENERATION ESTATE CONTRACTS (NGEC)

Next Generation Estate Contracts (NGEC) is a Defence Infrastructure Organisation (DIO) programme to develop and implement the most cost-effective mix of estate contract models to meet the future needs of Defence, spanning UK facilities management, housing, the training estate and new build construction projects.

The NGEC programme replaces existing prime contracting arrangements with industry for the provision of management, maintenance and development of the UK Defence Estate with a mix of contracts that will deliver the best possible service for the Armed Forces and UK defence, as well as achieving the best value for money for the UK taxpayer.

The NGEC team has worked closely with DIO customers, wider government and industry to identify best practice and build the best mix of contract types, their size and scope and develop it into DIO's NGEC commercial arrangements.

NGEC has worked with industry to explore options for greater involvement of smaller and local businesses across all contracts. In order to meet the high standard demanded across the MOD estate and deliver value for money, the NGEC contracts have been constructed to provide greater levels of competition and this will generate further opportunities for a cross-section of SMEs to participate in the supply chain process.

The scope of the NGEC Programme covers:

National and Regional Primes

The award of two National Primes – National Housing Prime (NHP) and National Training Estate Prime (NTEP); and four Regional Primes – Scotland & Northern Ireland; South East; South West; and Central.

The National and Regional Primes have been awarded as follows:

- **NTEP** – Awarded 9 May 2014 – ISD 1 November 2014 – Valued at £322m – Won by Landmarc.
- **NHP** – Awarded 9 May 2014 – ISD 1 December 2014 – Valued at £626m – Won by CarillionAmey.
- **Regional Prime Scotland & Northern Ireland** – Awarded 9 May 2014 – ISD 1 November 2014 – Valued at £152m – Won by CarillionAmey.
- **Regional Prime Central (Northern England, Wales, East Anglia and the Midlands)** – Awarded 22 July 2014 – ISD 1 February 2015 – Valued at £435m – Won by CarillionAmey.
- **Regional Prime South West England** – Awarded 22 July 2014 – ISD 1 February 2015 – Valued at £265m – Won by CarillionAmey.
- **Regional Prime South East England** – Awarded 22 July 2014 – ISD 1 February 2015 – Valued at £258m – Won by CarillionAmey.

The prime contracts are designed to provide planned and reactive maintenance including grounds maintenance and a 24/7 helpdesk for estate-users. The primes also have the capability to deliver additional professional services, low value capital works and capital projects up to a value of £3.93m.

The contracts have been awarded on a five-year basis, with the option to extend up to an additional five years.

National and Regional Frameworks

The delivery of projects through a series of seven Framework Arrangements – National Framework; East Midlands and East of England; Scotland; South East; South West; West Midlands and Wales; North East, North West and Yorkshire and the Humber.

The National and Regional Frameworks have been awarded as follows:

- **National Framework** – Awarded 13 December 2013 – Valued up to £700m over 7 years – Won by Balfour Beatty, Carillion, Kier Graham Defence, Galliford Try Construction Limited (formerly Miller Construction) and Wates Construction.
- **East Midlands and East of England** – Awarded 11 November 2013 – Valued up to £400m over 7 years – Won by Henry Brothers, Interserve Construction, Balfour Beatty Group Ltd (formerly Mansell Construction Services), Morgan Sindall Plc and Shepherd Construction.
- **Scotland** – Awarded 9 December 2014 – Valued up to £250m over 7 years – Won by Henry Brothers (Magherafelt) Ltd, Galliford Try Construction Ltd, Interserve Construction Ltd, Kier Graham Defence Ltd and Lend Lease Construction (EMEA) Ltd.
- **South East** – Awarded 8 January 2016 – Valued up to £400m over 7 years – Won by Henry Brothers (Magherafelt) Ltd, Galliford Try Construction Ltd, Kier Construction Ltd, Morgan Sindall Plc and VolkerFitzpatrick Ltd.
- **South West** – Awarded 8 January 2016 – Valued up to £700m over 7 years – Won by HBDW Ltd (a Joint Venture between Henry Brothers (Magherafelt) Ltd and Dawson Wam Ltd), Galliford Try Construction Ltd, Kier Construction Ltd, Morgan Sindall Plc and VolkerFitzpatrick Ltd.
- **West Midlands and Wales** – Currently on hold dependent on demand – Award date TBA.
- **North East, North West and Yorkshire and the Humber** – Currently on hold dependent on demand – Award date TBA.

The Regional Frameworks are a series of regional frameworks which deliver construction projects up to a value of £12m.

The National Framework sits across the whole of the UK and will deliver higher value, cross region programmes of complex projects up to a value of £50m.

The Framework contracts are awarded on a four-year basis with the option to extend for an additional three years subject to meeting performance metrics.

Framework contractors can bid for jobs in competition without the need for expressions of interest or pre-qualification questionnaires. This makes the whole procurement process more efficient, minimising the time and expense of tender preparation. The frameworks have also introduced a performance review system incentivising contractor performance and encouraging continuous improvement. These new systems enable DIO to demonstrate value for money through competition, incentivised

contractor performance and faster routes to contract. Obviously the earlier we can provide the finished product to the Armed Forces the better.

The Primes and Frameworks cover a whole host of services, from maintenance of artillery ranges to household repairs and from replacing runways to building new accommodation blocks.

The NGEC team has worked with industry to explore options for greater involvement of smaller and local businesses across all contracts. In order to meet the high standard demanded across the defence estate and deliver value for money, the NGEC contracts have been constructed to provide greater levels of competition and this will generate further opportunities for SMEs to participate in the supply chain process.

Preparations for these contracts have taken years of hard work to ensure that the contracts provide the best quality service for military personnel while delivering value for money for the taxpayer. We will be working closely with the winning bidders to prepare for the contracts to come into force.

Future Procurement Group

The team who have worked on the NGEC project for the last few years will see their skills continuing to be utilised – many of them will transfer across to our Future Procurement Group (FPG).

The FPG are responsible for planning and procuring future contract requirements, which include (but are not limited to):

- United States Forces Prime, for work on all UK-based sites used by US Forces, valued at £70m per year for five years.
- Hestia, a series of Soft Facilities Management Multi Activity Contracts, which are delivered through regional contracts across the UK and include catering, cleaning, waste management and mess services.
- Future Overseas Procurement, the future requirement for a series of contracts to assure continued infrastructure support across the overseas estate. Infrastructure support includes Hard and Soft Facilities Management, training area support and accommodation.
- The next round of contracts after the NGEC Prime and Capital Framework contracts expire.

Contact details:

E: DIOSDFPG-PMPS2@mod.uk

W: www.gov.uk/government/publications/next-generation-estate-contracts-ngec

TEAM LEIDOS

Team Leidos is an expert team of defence and logistic specialists with the sole purpose of managing the Logistic Commodities and Services (Transformation) (LCS(T)) contract, a critical effort to enhance and improve the UK's defence supply chain.

Working with the MOD, Team Leidos is helping transform UK Defence Logistics and its Supply Chain by implementing innovative concepts and practices which will reduce costs and create

significant improvement to the logistic services offered to the UK Armed Forces: the storage, distribution and global freight of MOD's materiel, and the procurement and inventory management of food, fuels, clothing, medical materiel and general supplies.

Further information can be accessed via the Team Leidos website at www.leidos.com/uk.

The following teams are part of Team Leidos:

Defence Clothing Team

The Defence Clothing Team is responsible for maintenance of the clothing inventory for the Armed Forces and associated civilian staff and MOD agencies, through production planning based on customers' requirements, procurement and stock management. The team is also responsible for the procurement of Physical Training and Adventurous Training Equipment for the Armed Forces.

Staff within the team is responsible for product development and customer liaison and maintain a direct link to operational theatres on all aspects of operational clothing. Acquisition teams, including Commercial, Finance and specialist Technical staff, with responsibility for work wear and personal protection equipment, and for Parade and Ceremonial clothing, place and manage the contracts relating to clothing and equipment requirements.

Medical Delivery Team (Med DT)

Med DT is responsible for providing timely and integrated medical, dental and veterinary supplies, equipment procurement and support to the UK Armed Forces and other customers during peace, training, operations, transition to war and war-fighting worldwide.

The team has two principal delivery arms. The first is the Inventory Management section, which commodity manages over 40,000 medical items including consumables (eg bandages and scalpels) and pharmaceuticals. The second is the Medical Projects section, which procures and provides through life support for all medical, dental and veterinary equipment, including Urgent Operational Requirements (UORs).

General Commodities and Supplies (GCS) Team

The General Commodities and Supplies (GCS) Team is comprised of three sub teams: General Supplies (including Batteries), Defence Food Services and the Oils, Lubes and Gases Team.

General Supplies Team

The General Supplies Team is responsible for the provision of general supplies to the Ministry of Defence, a large number of products (over 25,000 individual items) ranging from chemicals to timber and adhesives to fasteners. The range also now includes batteries.

Defence Food Services (DFS)

Defence Food Services (DFS) is responsible for the provision of food and catering services to the UK Armed Forces on operations, on exercises and in a limited number of barracks. This includes worldwide

food supply and operational ration packs.

Oils, Lubes and Gases Team

The Oils, Lubes and Gases Team are responsible for the provision of Lubricants, Greases, Fuel Additives; Gases (Industrial, Medical, Refrigerant and Specialist); Pollution Control Sorbents; Fuel Sampling and Testing Equipment for the UK Armed Forces units.

International Freight and Distribution

The International Freight and Distribution Team are responsible for the identification, evaluation, selection, implementation and ongoing management of third party transport providers covering movements which include parcels, pallets and part-pallets, full loads, courier, air freight, sea freight and multi-modal. The team manage agreements that allow the movement of all classifications of products across the world and work closely with a number of organisations around both Team Leidos and the MOD.

The team currently manage the existing MOD freight contracts and are also engaged in a large scale benchmark and tendering exercise which will transform the way transport is procured for the MOD. This includes baseline building, market research, carrier identification, carrier evaluation, tender management, on-boarding of carriers and ongoing performance management.

Global Removals, Irregular Materiel Transportation and Cranes

Team Leidos successfully operates the MOD Global Removals Management Service (GRMS) contract which sees approximately 20,000-30,000 moves annually worldwide, including 3500 storage consignments currently in store, and services the entire British military (Army, Royal Air Force, Royal Navy, Marines) as well as MOD civil servants. The GRMS contract is the largest single source household goods contract in the world.

Delivered through a one-of-a-kind, client-facing, bespoke management information system, GRMS responsibilities include management of and quality control services for UK to UK moves, international moves, self-packed box shipments, vehicle movement and storage.

Team Leidos is responsible for providing a Heavy Haul service to Defence in both UK and Europe. Included in this service is the provision of transport for moving Irregular Dimensions and Weights (IDW), out of gauge loads under the Special Types General Order regulations (STGO) and the provision of a crane service.

In addition Team Leidos is prepared to provide a deployed service in support of expeditionary operations and are expected to provide deployed personal into the Theatre of Operations under the Total Support Force (TSF) construct.

Contact details:

Team Leidos

8 Monarch Court, The Brooms, Emersons Green, BRISTOL BS16 7FH

E: newsupplierinfo@leidos.com

Directory of Prime Contractors

The Directory of Prime Contractors contains brief details of the MOD's Prime Contractors who were paid £5 million or more by the MOD in Financial Year 2014/15. The Prime Contractors listed below have current contracts with the MOD covering a wide variety of products, service or works requirements.

The MOD recognises its tier one Prime Contractors will have existing supply chains and it wants to help companies, particularly SMEs, to identify opportunities that will emerge across the defence supply chains. In order to assist Primes in fulfilling their Prime Contract obligations with the MOD, sub-

contract requirements may from time to time arise from these contractors' Prime Contracts with the MOD, which may be of possible interest to SMEs.

The Directory, which is not an exhaustive list of all the MOD's Prime Contractors, contains a very brief description of the types of work that these Prime Contractors are involved in, together with contact and website details. Companies of all sizes, but particularly SME companies, which are interested in the possibility of becoming sub-contractors to the MOD, may wish to approach some of these Prime Contractors, where appropriate, to discuss possible future business opportunities.

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