



# desider



MINISTRY OF DEFENCE

desider industry focus 2013-2014



**DE&S and Industry**  
Driving Innovation

## desider

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# Welcome

**Les Mosco**  
Director Commercial



WELCOME TO the second annual desider directory which showcases defence business through a series of advertising profiles. As in the first edition, this directory covers all aspects of defence industry, from prime contractors to small and medium-sized businesses (SMEs).

I would like to use this opportunity to look back at some of MOD's successes in the past year as well as look ahead to some of the challenges we and our industrial partners will face in the future.

Firstly, the MOD has, for the first time in many years, achieved an affordable and balanced equipment programme. This is of huge importance to industry. A balanced budget obviates the frequent and disruptive programme re-costing exercises that were such a feature of MOD financial planning. Change will still happen, but MOD and industry can plan and deliver the equipment programme much more confidently, allowing confidence in industry when considering its own longer-term plans for investment.

The wide-ranging Transformation programme progresses, under which a leaner central MOD will be supported by professional enabling and acquisition organisations, and with many capability roles discharged by the Front Line Commands. In DE&S the Materiel Strategy is moving forward and Ministers' final decision will be massively significant for the future MOD-industry ways of working.

With industry's help 2012 was a year of delivery. For example the second Astute class submarine, Ambush, started her sea trials, the first two Wildcat helicopters were handed to the MOD, the Foxhound light protected patrol vehicle arrived in Afghanistan, an eighth C17 transport aircraft was delivered to the MOD and the fourth Type 45 destroyer, HMS Dragon, entered service.

Industry's support is also crucial on operations, where timelines can be more pressing and in meeting all-important Urgent Operational Requirements.

Alongside fighting equipment such as aircraft carriers and submarines, armoured vehicles and combat aircraft and missiles, the MOD also needs a vast array of 'non-warlike' items such as clothing, food, accommodation, transport and equipment associated with its medical, dental, fire and police services.

All of this adds up to a considerable equipment programme – totalling as the Secretary of State announced last June, a core programme of about £150 billion across the next ten years, with a £4 billion contingency fund and £8 billion of unallocated funding.

The wider government agenda affects MOD, and with MOD representing around 42% of all central Government procurement spend, MOD delivery is vital to delivery of the overall agenda. So we are playing an active part in encouraging spend with SMEs, the transparency agenda means much more is published and I hope many of you will be using the MOD's new Defence Contracts Online (DCO) portal, available at [www.contracts.mod.uk](http://www.contracts.mod.uk). DCO is free to access and contains details of all MOD requirements above £10,000 in value. Suppliers can also access procurement opportunities across the whole public sector by visiting 'Contracts Finder' on the [www.businesslink.gov.uk](http://www.businesslink.gov.uk) site and use the MOD Supplier Information Database on the DCO portal as a free-to-register database of active and potential suppliers.

Defence remains vital to the UK. A strong competitive and innovative industry remains vital to defence. I hope you will rise to the challenge, contribute effectively, and engage positively as we change and modernise.

# STRATEGIC DIRECTION WITH AUTHORITY AND ACCOUNTABILITY



**Defence Secretary Philip Hammond** outlines defence reform, and the challenges of improving productivity across the whole of defence

THE 2010 Strategic Defence and Security Review kick-started one of the biggest change programmes taking place anywhere in the Western world:

A change programme essential to ensuring that our Armed Forces can continue to defend our country, protect our interests and project our values abroad; equipped with some of the best and most advanced technology in the world; and all at a cost that the country can afford and on a scale that we can sustain.

But this change programme isn't just about meeting the Future Force 2020 structure set out in the SDSR. It is also about changing the way we deliver Defence to make sure we don't repeat the mistakes of the past.

So we are getting on with implementing Lord Levene's recommendations.

- Changing the behaviours so that we do not repeat the same mistakes again;
- Focussing on long-term value, not short-term cash;
- Delivering value for money by making sure we have modern, innovative ways of doing business;
- Where people accept responsibility for decisions and have the power to make them;
- Allowing us to weed out duplication, red-tape, perverse incentives, waste and delay.

Taken as a whole, this is a 10-year reform plan.

We have instituted an integrated financial and military capability planning process.

Programming prudently rather than optimistically, so that we can focus on value rather than on cash management; with a proper centrally held contingency reserve against the equipment programme, and (an innovation in MOD terms) an annual Departmental Unallocated Provision:

Moving from a culture of spending first and working out how to afford the long-term costs later to one of only committing to what we can be confident that we can deliver;

Living within our means, rather than systematically planning beyond them. Ending a long-established "conspiracy" between industry and the MOD to "lock in" unaffordable projects.

By maintaining simple disciplines, sensibly managing in-year budgets, and forecasting prudently, we are changing the dynamic in the equipment programme.

Since I announced last May that we had achieved a balanced budget, I have been able to give the go ahead to half a billion pounds of further investment in equipment and support, including targeting pods for fast jets, better protection systems for Tornado GR4, enhancements to Merlin Helicopters and new Foxhound vehicles.

So, we have started to see the benefits of change.

But if we want them to be sustained, we need to ensure that the changes we are making in how Defence is managed become engrained in its culture.

First, we are pushing authority and accountability down the chain of command, giving Top Level Budget holders the freedoms and incentives they need to drive efficiencies and improve delivery in their organisations. Head Office is becoming smaller, on course to shrink by 25 per cent by 2014.

The second thing we are doing is bringing in private sector skills where we judge it necessary to help change behaviours and drive efficiency.

And perhaps most significantly, the work to overhaul procurement, the Materiel Strategy, is developing fast.

In the past, defence has lacked the right business skills and capabilities to manage what are some of the largest capital and infrastructure projects being undertaken today in the UK.

And the MOD has, too often, been a poor customer for industry - and in some cases, a soft touch.

So we are setting out to create a proper interface between Defence Equipment and Support and the defence customers it serves, enabling it in turn to be a more effective customer for its suppliers.

This will require the recruitment of a private sector partner to deliver the high-level commercial and management skills that we currently lack with the private sector partner injecting key disciplines, processes, skills and management freedoms into MOD's procurement activity.

By refocusing Head Office to provide strategic direction rather than micro-management, by empowering the Service Commands and other parts of defence to deliver and to innovate, and by bringing in private sector partners with the skills and flexibilities to help them, this programme will deliver behaviour change from the bottom up.

The challenge is now to improve the productivity of every part of the Defence organisation.

That is the key task for 2013 for the leadership of defence.

*Taken from a speech to the Reform Defence Conference, Canada Square, London*



THE DEFENCE Suppliers' Service (DSS), part of the MOD's Supplier Relations Team, is the Department's focal point for the provision of advice and guidance to companies interested in supplying to the MOD.

Its staff can explain how to become a UK defence supplier and some of the processes that the MOD uses to buy a wide variety of goods and services. The DSS advises companies of all sizes, from both the UK and overseas.

DSS staff work closely with Trade Associations, local Chambers of Commerce, and the UK Trade & Investment's Defence & Security Organisation (UKTI DSO) and attend various exhibitions, seminars and 'meet the buyer' events across the UK, where they are able to meet company representatives and provide advice and assistance to those wishing to become UK defence suppliers.

DSS staff will deliver 'selling to the MOD' presentations to industry delegates at these events, where appropriate.

The DSS team will also introduce companies who believe they have innovative ideas and solutions to the Centre for Defence Enterprise (CDE) at Harwell in Oxfordshire.

The CDE was set up in May 2008 to harness and fund promising, cutting-edge ideas that could be used in the front line and elsewhere in defence. So far, more than 150 proposals have been given research funding by the CDE and more than 60 per cent of those proposals have come from SMEs. Phil Margerison, DSS manager, outlines the aim of his team:

"Our job is to be the MOD's focal point for enquiries about supplying to defence and to steer companies in the direction of the project/delivery teams most likely to have an interest and future requirements for the capabilities a company is able to offer.

"We encourage companies to send us information on what they do and what facilities they have to offer us. In addition to pointing companies towards the right project teams, we also send them details about how they can access information on upcoming tendering opportunities.

"We don't treat SMEs any differently to other, larger companies. The MOD does not operate a quota system to ensure a set percentage of business goes to particular types of company. We have a strictly level playing field for all companies.

"Our role is simply to help prospective new suppliers to navigate defence, and help them connect with potential customers and tendering opportunities."

## Online to the MOD

THE MOD DEFENCE CONTRACTS Online (MOD DCO) portal, which can be found at [www.contracts.mod.uk](http://www.contracts.mod.uk), provides free online access to all relevant MOD tender and contract opportunities valued at over £10,000.

Potential prime and sub-contract opportunities can be found in the Contract Notices, Contract Bidders, Competitive and Non-Competitive Contracts Awarded and Sub-Contract Opportunities sections of the DCO. The DCO is updated on a daily basis.

The hard copy format, the MOD Defence Contracts Bulletin, is published fortnightly and is available from the publisher, BiP Solutions Ltd at an annual subscription of £230.

Tel: 0141-332-8247, e-mail: [bip@bipsolutions.com](mailto:bip@bipsolutions.com), website: [www.contracts.mod.uk](http://www.contracts.mod.uk)

The MOD DCO e-Notice service ensures that all relevant tender and contract opportunities valued at £10,000 and above are advertised on the MOD DCO website and, where appropriate, the Official Journal of the European Union (OJEU), the European Defence Agency's Electronic Bulletin Board, the MOD Defence Contracts Bulletin and the Government's Contracts Finder portal.

BiP Solutions Ltd offers users of the MOD DCO a range of optional, value-added services (available on subscription) which provide further business opportunities within the global defence and UK public sector marketplaces. These valued-added services are provided by BiP Solutions Ltd independently of the MOD.

# SMEs DRIVE INNOVATION

**Minister for Defence Equipment, Support and Technology Philip Dunne champions the Marketplace, where small companies, universities and Prime contractors can share innovative ideas for the future development of UK Armed Forces**

OUR BLUEPRINT for agile, adaptable Armed Forces is Future Force 2020.

To be effective Future Force 2020 must have the best equipment available: class-leading platforms, complex weapon systems and supporting ISTAR assets. Our personnel need the best training and personal equipment.

The private sector and our world class academic institutions will be central to deliver this Future Force. The complexity of much of these platforms needs, by necessity, substantial industrial capability.

From cyber, to space, to nano technology, Britain has world-leading companies underpinned by world-leading scientific research.

A profitable and high tech British defence and security sector is essential to achieving all of this.

Although many of the platform projects will be managed through large system-level contracts by our Prime contractors, there will be numerous participants in the supply chain, from large companies, to academia, to small and medium-sized enterprises (SMEs).

SMEs make an enormous contribution to the economy and in particular to innovation.

I know that SMEs are not the only source of original thinking in our sector, but they often provide the niche expertise which can lead to breakthroughs in defence applications.

And, I know that the Centre for Defence Enterprise has already done some excellent work in supporting SMEs in this area, helping them to commercialise their high-tech ideas.

I am a champion of the SMEs doing innovative work in the defence and security sector. They are the lifeblood of any sector. In defence they deliver innovation, flexibility, efficiency and agility, when responding to our requirements.

It is essential that SMEs - whose issues are often very different from those of Primes - have their own platform within the defence industry to engage with the MOD.



And that is why I chair a dedicated SME Forum which addresses the concerns of smaller companies, and why the MOD is taking a significant number of steps, alongside wider Government to work to ensure SMEs can reach their potential when responding to defence requirements.

The MOD has a detailed action plan, led by our SME Champion, Les Mosco, to drive forward SME involvement in defence.

We identify issues that MoD needs to address and which the SMEs themselves need to think about too.

We are encouraging our prime contractors to inform us of the part SMEs play in their own supply chain.

Our approach to SMEs, even to a business as small as a one-man band, is to support, not stifle.



Through our science and technology budget, we fund SMEs to work on specific projects for us. They keep the intellectual property rights for their work, and can develop them however they want, once they have completed their project.

Most of the effort so far has been focussed on the engagement of SMEs and universities and supporting the best ideas with proof of concept funding.

Now we want to help more - which brings us, to Marketplace.

I am grateful for SMEs, universities and Prime Contractors, who have contributed already to the thinking of how Marketplace will work.

Our aim is an MOD-facilitated initiative whereby CDE gives SMEs and universities, who have successfully demonstrated their credibility and capability, the opportunity to present their innovations and capabilities to the UK's key defence suppliers.

By providing this opportunity, the MOD is seeking to ensure that these SMEs will have an increased probability of development funding and mentoring, so that they can fully

develop their ideas into products suitable for the defence, security or other civilian markets.

My view is that the MOD does have an important role to play in helping to maintain a dynamic pool of innovation which can drive defence applications forward and lead to economic benefits for the whole nation, beyond the immediate defence objective.

But we will only get this by leaving companies free to innovate. And free to work together.

Welcome to the Marketplace.

*Taken from a speech at the QEII Conference Centre, London.*

## CONTACT INFORMATION

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# BABCOCK INTERNATIONAL GROUP



**Babcock is the UK's leading engineering support services organisation, with revenue of circa £3bn in 2012, and an order book of £13bn.**

Through its Marine and Technology Division, employing more than 9,000 highly skilled people, Babcock is the UK's leading naval support business and a key strategic partner to the UK Royal Navy and Ministry of Defence.

Babcock's role encompasses all through-life support, deep maintenance, decommissioning and baseporting of the UK's submarines, and contributing in-service expertise to the future submarine programme; maintaining and refitting warships; building the next generation aircraft carriers; naval base management and maintenance; operating strategic shore-based naval support facilities; equipment management and support; engineering, design, systems integration and platform management capabilities; and design, supply and support of high-integrity naval systems and vessels; all underpinned by significant information management expertise.

Babcock is also a major player in key strategic MoD-industry alliances, including the Submarine Enterprise Performance Programme (SEPP), the Surface Ship Support Alliance



(SSSA) and the Aircraft Carrier Alliance (ACA).

Employing around 7,000 people, Babcock's Defence and Security Division is a leading provider of infrastructure, equipment support and military training to all three Armed Services. Babcock manages and supports over 25% of all MoD rotary and fixed-wing aircraft and over 30% of the MOD vehicle inventory as well as being the leading provider of training services to the MoD and delivering a range of facilities and property management services to support and optimise the MoD's built estate.

Babcock's business model is based on long-term partnering relationships and contracts that reward the delivery of services. At a time of ever-present need to reduce costs and deliver 'more for the same, or less', Babcock plays a key role in supporting the MoD and Armed Services.

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[www.babcockinternational.com](http://www.babcockinternational.com)

From radar to the Typhoon, we have an unprecedented history in innovation firsts. However, we don't rest on our laurels. In the last few years we're proud to have launched the Type 45 destroyer and Astute submarine. And we are continually developing new technologies – like cyber security – because it's only by moving forward that Britain will remain a global leader.

**OUR FIRSTS IN  
ENGINEERING HELP  
THE UK STAY A WORLD  
LEADER IN INNOVATION.**

# BAE SYSTEMS

**BAE Systems is the world's second largest defence, aerospace and security company and a major manufacturing and engineering force in the UK.**

With around 35,000 employees and 7,500 UK businesses in its supply chain, BAE Systems contributes over £3 billion to the UK's GDP on an annual basis and secures nearly £5 billion in annual exports. The preservation of engineering talent is vital for BAE Systems and through its Skills 2020 programme, the Company invests nearly £80 million every year in education projects and skills development including training its 1,000 apprentices.

BAE Systems is committed to providing the armed forces and the security sector with the very best equipment and services. The Company is responsible for delivering the Royal Navy's new Astute Class attack submarine, the Type 45 destroyers, the Queen Elizabeth Class Aircraft Carriers and the UK's involvement in the Typhoon jet fighter. It is also producing the tailplane for the Joint Strike Fighter F-35 Lightning II aircraft - reportedly the world's largest defence programme, and is also developing unmanned air systems demonstrators with reconnaissance and combat capabilities.



In the security sector, BAE Systems Detica develops, integrates and manages information intelligence solutions to help clients

deliver effective and secure services to

**“Providing the armed forces with the very best equipment and services”**

citizens and customers. Increasingly, BAE Systems is providing long-term support and maintenance services to the armed forces and currently delivers the Ministry of Defence's general munitions supply under a 15-year agreement as well as providing in-service support and upgrade for armoured vehicles.

Together with the Royal Air Force, the company also services and maintains Typhoon and Tornado jets.

BAE Systems and its predecessor companies have a long tradition of pioneering innovation and technology, having delivered Concorde, the Harrier jump-jet and the radio. This tradition of innovation continues today.

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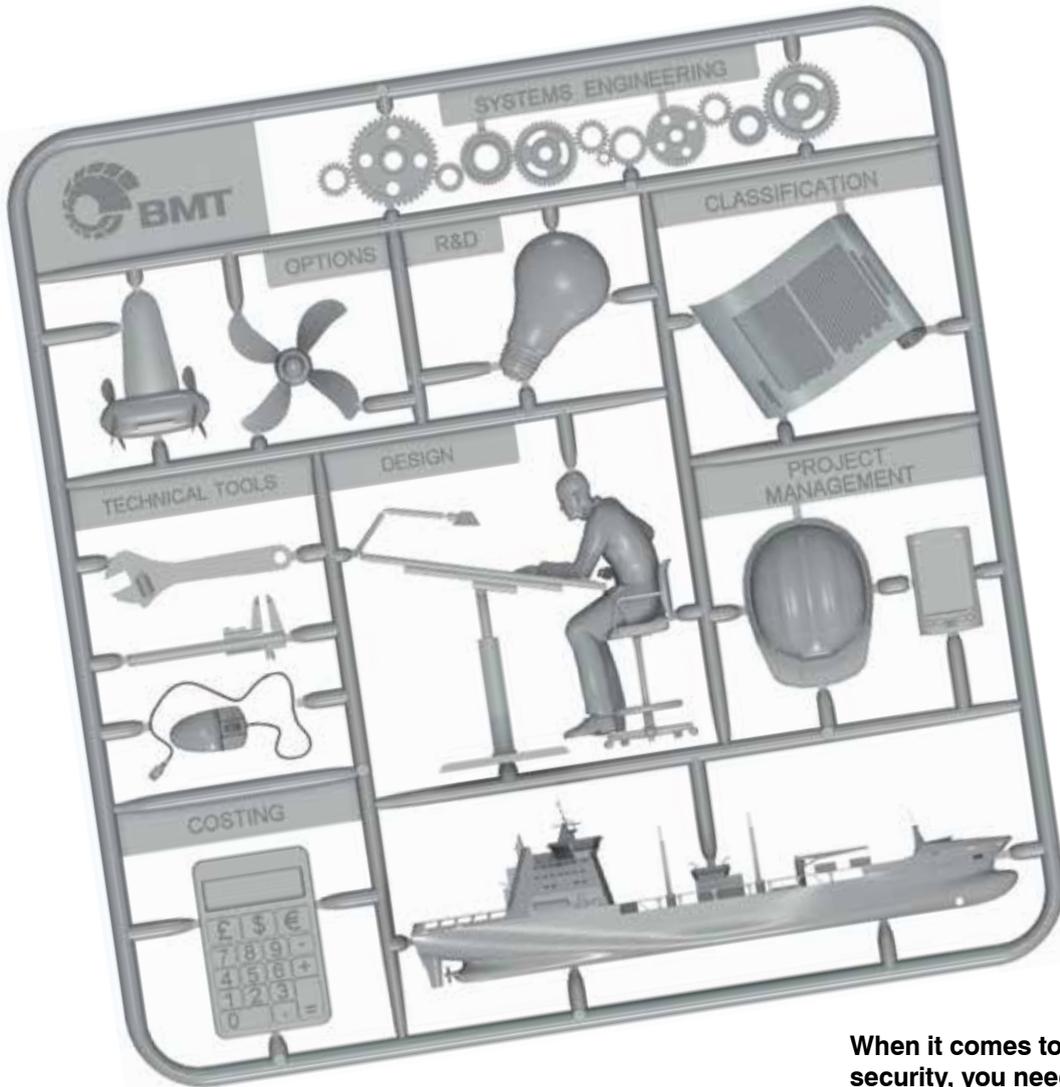
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BAE Systems Corporate Communications



# Building partnerships for success

email enquiries@bmtmail.com or visit  
[www.bmt.org](http://www.bmt.org)

When it comes to the nation's security, you need outstanding management and engineering partners with the highest levels of experience, integrity and creative thinking.

BMT has all these, which is why we've worked with international Government departments and defence agencies, major defence and industrial contractors and shipbuilders in the UK and overseas since 1985.

We don't just design warships, submarines and auxiliaries, we also provide suitably qualified professionals, comprehensive technical support and programme management services.

Build a winning partnership with BMT and we'll provide you with a watertight business case, ongoing support and valuable peace of mind.



"Where will our knowledge take you?"



"Where will our knowledge take you?"

## BMT GROUP: TECHNICAL SUPPORT AND SQEP FOR DEFENCE

**The dedicated defence companies from BMT Group, each with their own area of expertise, have been providing support to the Ministry of Defence for over 25 years.**

Working together, we adopt a pragmatic approach when solving our customers' problems and, with access to skills and expertise in many disciplines, we provide support across all defence domains. Our services range from design, complex programme delivery, systems engineering and reliability assurance, to safety and environmental risk management and many more specialities.

**BMT Defence Services** is the leading independent centre of naval design and through-life support, with expertise in platform design for surface warships, submarines and auxiliaries as well as extensive acquisition support knowledge in the land domain. BMT Defence Services works with a range of government and industry customers in the development of technically complex and highly integrated systems.

**BMT Hi-Q Sigma** delivers integrated performance management across a range

of market sectors. BMT Hi-Q Sigma provides expert services including, amongst others, programme and project management, earned value management, and risk and benefits analysis, which empower clients by improving governance, control and assurance of high value projects.

**BMT ISIS** is a safety, environmental, risk management and security consultancy operating in a range of sectors, providing a variety of pragmatic, effective and flexible support options. BMT ISIS engineers thrive on challenge and their backgrounds and experience span defence, energy, maritime and transport, allowing them to focus on customers' performance goals, priorities and reputation.

**BMT Reliability Consultants** is a leading specialist engineering consultancy providing services to clients across industry sectors such as defence, energy, environment, marine insurance and transportation. Their expertise in supportability engineering, reliability engineering and economic modelling assists clients in designing, developing and building robust, supportable equipment in conjunction with a cost-effective support solution.

### Company & contact information:

**Projects:**

Maritime; Air; Land; Joint Enablers

**Capability:**

Precision Attack; Battlespace Manoeuvre; Information Superiority; Science and Technology

**Services:**

Support to: Royal Navy; Army; Royal Air Force

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# Secure communications you can depend on

Find out what we can do for you  
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[www.dfts.r.mil.uk](http://www.dfts.r.mil.uk)



# BT DEFENCE AND SECURITY



As the largest ICT provider to the UK public sector, our customers rely on us to keep them connected – whatever happens. Renowned for providing secure communications to key players in Defence, we understand that security and resilience are their absolute number one priority. Our longstanding partnership with the MOD speaks for itself. We are an established supplier and innovative provider of ICT infrastructure to the MOD, its agencies, contractors and Partners Across Government (PAGs). We continue to deliver major projects, such as the Defence Fixed Telecommunications Service (DFTS), transforming communications within the Defence community. And, we are proud of the impact this has made.

Under the DFTS agreement, we can give you access to the secure voice, data and video services you need to work more closely and more effectively with the MOD, UK Armed Forces and your suppliers.

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Knowledge, expertise, and investment

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## Company & contact information:

### Projects:

Secure communications for the MOD, UK Armed Forces, Other Government Departments and Defence Industry in the UK and rest of the world.

### Capability:

Global networked IT services delivering secure voice, data and video

### Services:

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Access (RLI RA); 3G Broadband data cards; UNCLASSIFIED Enterprise Broadband (EBB); MOD BlackBerry; Automatic Call Distribution (ACD); Auto Attendant; Cyber Defence.

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### Contact:

Richard Walker

A close-up photograph of a person wearing a blue lab coat and a white face mask, looking through a white and black microscope. The person is also wearing a grey beanie and safety glasses. The background is a bright, clean laboratory setting.

## **SOLUTIONS THROUGH SKILLS AND TECHNOLOGY EXCELLENCE**

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**FINMECCANICA**

# FINMECCANICA UK



**A world-class advanced engineering company, Finmeccanica in the UK is committed to delivering winning, cost-effective solutions in the defence, security, cyber and space sectors. Its UK businesses comprise AgustaWestland, DRS Technologies, Selex ES, VEGA and Telespazio VEGA UK.**

With sales in excess of £2bn in 2011, including £700m of exports, the company makes a significant contribution to the UK economy, employing 9,000 highly skilled personnel across the country.

Our leading position in the UK as a world-class advanced engineering company is built on our sustained investment in Research and Technology and world-class facilities, helping keep the UK at the cutting-edge of innovation and advanced manufacturing.

**“Our leading position in the UK as a world-class advanced engineering company is built on our sustained investment in Research and Technology and world-class facilities”**

Our competitive edge lies in the quality of our individual centres of excellence and their core technical expertise, combined with the collective ability to develop and deliver integrated systems and solutions. Our global footprint enables us to leverage capabilities across all our worldwide businesses.

We play a leading part in defence technology centres of excellence and nurture strong links with more than 30 major universities throughout the country, where we are involved in around 50 research projects.

We believe that the success of capability management results from ensuring a comprehensive understanding of customer requirements as they evolve over time; establishing a partnered approach to support; and planning technology upgrades to ensure capability is optimally achieved through-life.

This year our business in the UK ranked first among UK Ministry of Defence suppliers in terms of performance on programmes and quality of the relationship. Finmeccanica prides itself on recruiting the very best. Our operating companies run flourishing graduate and apprentice schemes for more than 400 trainees nationwide. The Finmeccanica National Apprentice Scheme has been given a glowing Ofsted report, with an overall grade of ‘Outstanding’.

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# UPCOMING DEFENCE IQ EVENTS INCLUDE:

Defence

a division of IQPC

iQ

## MARCH 2013

### DIRECTED ENERGY SYSTEMS

5 – 7 March 2013, London, UK  
[www.directedenergysystemsevent.com](http://www.directedenergysystemsevent.com)

### MILITARY FLIGHT TRAINING

11 – 13 March 2013, London, UK  
[www.militaryflighttraining.com](http://www.militaryflighttraining.com)

### CARIBBEAN BASIN COASTAL SURVEILLANCE AND MARITIME SECURITY

12 – 14 March 2013,  
Santa Barbara Beach And Golf Resort, Curaçao  
[www.cabsevent.com](http://www.cabsevent.com)

### AIR POWER MIDDLE EAST

18 – 19 March 2013, Abu Dhabi, UAE  
[www.meairpower.com](http://www.meairpower.com)

### AFLOAT SUPPORT AND NAVAL LOGISTICS

18 – 20 March 2013, London, UK  
[www.afloatsupportconf.com](http://www.afloatsupportconf.com)

### INTEGRATED AIR MISSILE DEFENCE

19 – 21 March 2013, Warsaw, Poland  
[www.airmissiledefenceevent.com](http://www.airmissiledefenceevent.com)

### FUTURE ARTILLERY

20 – 22 March 2013, London, UK  
[www.future-artillery.com](http://www.future-artillery.com)

### ANTI-SUBMARINE WARFARE

19 – 21 March 2013, London, UK  
[www.antisubmarinewarfare.com](http://www.antisubmarinewarfare.com)

## APRIL 2013

### DEFENCE LOGISTICS UAE

22 – 24 April 2013, Abu Dhabi, UAE  
[www.defencelogisticsuae.com](http://www.defencelogisticsuae.com)

### MINE COUNTERMEASURES

23 – 25 April 2013, London, UK  
[www.minecountermeasures.com](http://www.minecountermeasures.com)

### C3IS IN THE DEPLOYED ENVIRONMENT

28 – 29 April 2013, London, UK  
[www.c3isevent.com](http://www.c3isevent.com)

## MAY 2013

### ARMoured VEHICLES UAE

20 – 22 May 2013, Abu Dhabi, UAE  
[www.armouredvehiclesuae.com](http://www.armouredvehiclesuae.com)

### JOINT PERSONNEL RECOVERY

21 – 22 May 2013, London, UK  
[www.jointpersonnelrecovery.com](http://www.jointpersonnelrecovery.com)

### COASTAL SURVEILLANCE BRAZIL

21 – 23 May 2013, Brazil  
[www.coastalsurveillancebrazil.com](http://www.coastalsurveillancebrazil.com)

### ARCTIC PATROL AND RECONNAISSANCE

21 – 23 May 2013, Copenhagen, Denmark  
[www.arcticpatrolandrecon.com](http://www.arcticpatrolandrecon.com)

### AIR WEAPONS INTEGRATION

21 – 23 May 2013, London, UK  
[www.airweaponsevent.com](http://www.airweaponsevent.com)

### FIGHTER NORDIC

29 – 30 May 2013, Copenhagen, Denmark  
[www.fighternordic.com](http://www.fighternordic.com)

## JUNE 2013

### ARMoured VEHICLES BRAZIL

26 – 28 June 2013, Sao Paulo, Brazil  
[www.armouredvehiclesbrazil.com](http://www.armouredvehiclesbrazil.com)

### FUTURE ARTILLERY INDIA

June 2013, New Delhi, India  
[www.futureartilleryindia.com](http://www.futureartilleryindia.com)

### OFFSHORE PATROL VESSELS LATIN AMERICA

June 2013, Brazil  
[www.opvlatinamerica.com](http://www.opvlatinamerica.com)

### INFORMATION OPERATIONS

June 2013, London, UK  
[www.informationoperationsevent.com](http://www.informationoperationsevent.com)

### JC4ISR

June 2013, London, UK  
[www.jointc4isr.com](http://www.jointc4isr.com)

### DEFENCE IT

June 2013, Brussels, Belgium  
[www.defence-it.com](http://www.defence-it.com)

### COUNTER-IEDS

June 2013, London, UK  
[www.counteriedevent.com](http://www.counteriedevent.com)

## JULY 2013

### INTEGRATED AIR MISSILE DEFENCE BRAZIL

July 2013, Brazil

### ARMoured VEHICLES AFRICA

July 2013, Ghana  
[www.armouredvehiclesafrica.com](http://www.armouredvehiclesafrica.com)

## AUGUST 2013

### ARMoured VEHICLES SOUTH AFRICA

August 2013, South Africa  
[www.armouredvehiclesevent.co.za](http://www.armouredvehiclesevent.co.za)

## SEPTEMBER 2013

### MILITARY AIRLIFT

September 2013, London, UK  
[www.militaryairliftevent.com](http://www.militaryairliftevent.com)

### ARMoured VEHICLES TURKEY

September 2013, Turkey  
[www.armouredvehiclesturkey.com](http://www.armouredvehiclesturkey.com)

### CLOSE AIR SUPPORT

September 2013, London, UK  
[www.closeairsupport.co.uk](http://www.closeairsupport.co.uk)

### INFANTRY WEAPONS

September 2013, London, UK  
[www.infantryweaponsconf.com](http://www.infantryweaponsconf.com)

### SOLDIER MODERNISATION INDIA

September 2013, India  
[www.soldiermodindia.com](http://www.soldiermodindia.com)

### MILITARY ENGINEERING

September 2013, London, UK  
[www.militaryengineeringevent.com](http://www.militaryengineeringevent.com)

### OFFSHORE PATROL VESSELS

September 2013, The Netherlands  
[www.offshorepatrolvessels.com](http://www.offshorepatrolvessels.com)

### MARITIME RECONNAISSANCE AND SURVEILLANCE

September 2013, Italy  
[www.maritimerecon.com](http://www.maritimerecon.com)

## OCTOBER 2013

### AMPHIBIOUS OPERATIONS

October 2013, London, UK  
[www.amphibiousoperations.com](http://www.amphibiousoperations.com)

### FUTURE MORTAR SYSTEMS

October 2013, London, UK  
[www.future-mortars.co.uk](http://www.future-mortars.co.uk)

### INTEROPERABLE OPEN ARCHITECTURE

October 2013, London, UK  
[www.ioaevent.com](http://www.ioaevent.com)

### CYBER DEFENCE FORUM

October 2013, Prague  
[www.cyberdefenceforum.com](http://www.cyberdefenceforum.com)

### ARMoured VEHICLES ASIA

October 2013, Singapore  
[www.armouredvehiclesasia.com](http://www.armouredvehiclesasia.com)

## NOVEMBER 2013

### MEDICAL AND CASUALTY EVACUATION

November 2013, London, UK  
[www.medeveacevent.com](http://www.medeveacevent.com)

### INTERNATIONAL FIGHTER

November 2013, London, UK  
[www.international-fighter.com](http://www.international-fighter.com)

### ARMoured VEHICLES INDIA

November 2013, New Delhi, India  
[www.armouredvehiclesindia.com](http://www.armouredvehiclesindia.com)

### MARITIME LIFE CYCLE MANAGEMENT, REPAIR AND MAINTENANCE

November 2013, London, UK  
[www.maritimelifecycle.com](http://www.maritimelifecycle.com)

## DECEMBER 2013

### ARMoured VEHICLES NORDIC

December 2013, Oslo, Norway  
[www.armouredvehiclesnordic.com](http://www.armouredvehiclesnordic.com)

The event calendar may be subject to change

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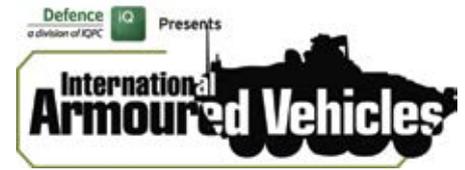
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[www.defenceiq.com](http://www.defenceiq.com)

# DEFENCE IQ



**Defence IQ produces world-leading defence conferences and exhibitions across Air, Naval, Land and Security sectors. Each year, Defence IQ hosts 160+ defence and security events globally, with regional portfolios in Europe, India, the Middle East, Southeast Asia, South America and Africa.**

Defence IQ events provide the necessary platform conducive to networking, information-sharing and conducting business between attendees from the military, major defence contractors, system and component manufacturers, and smaller specialist suppliers. Each conference is carefully built upon market research and topic surveying, and designed with the advice and support of senior military and industry - ensuring the high quality of each programme and the participation of prestigious global leaders.

Further, Defence IQ is an online news portal for the military and defence community, which

provides analysis and commentary on the industry's key issues and future technologies. The **Defence IQ** portal is an open resource for members to actively participate in high level discussion and debate within a trusted online community of military and defence professionals. Join more than 65,000 members now to gain access to articles, opinion, videos, podcasts and analysis on a wide-ranging number of topics – all for free – at [www.defenceiq.com/join.cfm](http://www.defenceiq.com/join.cfm)

## Online communities:

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- Join the Defence IQ World Defence Community on LinkedIn
- Like Defence IQ on Facebook
- Subscribe to Defence IQ's YouTube channel
- Read Defence IQ's blog – [www.defencesummits.wordpress.com](http://www.defencesummits.wordpress.com).

## Company & contact information:

### Projects:

Portfolio series: Armoured Vehicles, Offshore Patrol Vessels, Future Artillery, C-IEDs, Arctic Patrol and Reconnaissance, Mine Countermeasures and Military Flight Training.

### Capability:

Each year, Defence IQ hosts 150+ defence and security events globally.

### Services:

Defence IQ provides the necessary platform conducive to networking, information-sharing and conducting business between attendees from the military, major defence contractors, system and component manufacturers, and smaller specialist suppliers.

The Defence IQ portal is an open resource for members to actively participate in high level discussion and debate within a trusted online community of military and defence professionals.

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[www.defenceiq.com](http://www.defenceiq.com)

### Contact:

Debbie Young

# SUPERAV

## Always in its element.



The Iveco 8 x 8 SUPERAV represents an outstanding advance in the design of armoured amphibious vehicles. Capable of supporting littoral operations beyond Sea State 3, SUPERAV can carry a mission load of over 10 tonnes, including an overhead weapon station mounting up to a 40mm cannon. With outstanding mobility on land and in the water, and airportability in a C130, SUPERAV provides an optimum blend of tactical, operational and strategic mobility.

SUPERAV has an under armour volume of 14m<sup>3</sup> and can carry a crew of up to 13 in a highly protected compartment. Designed for operations worldwide, SUPERAV truly is always in its element.

SUPERAV forms part of Iveco DV's range of Multirole Vehicles, Tactical and Logistic Trucks and Armoured Fighting Vehicles which together cover the full spectrum of on- and off-road military requirements.

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Iveco House, Station Road - Watford  
WD17 1SR Hertfordshire +44 1923259728

**IVECO**  
DEFENCE VEHICLES

# IVECO DEFENCE VEHICLES



**An international leader in truck manufacture, Iveco is one of the principal subsidiaries of the Fiat Group. The company designs, manufactures, and markets a broad range of light, medium and heavy on-and off-road commercial vehicles, including trucks, buses, and specialist vehicles for applications such as fire fighting, heavy duty off-road use, defence and civil protection.**

Iveco Defence Vehicles has established an outstanding reputation for the practical application of innovative automotive and protection solutions, drawing heavily on the company's underpinning expertise in the commercial vehicle sector.

Iveco Defence Vehicle's range of Multirole Vehicles, Tactical and Logistic Trucks, and Armoured Fighting Vehicles covers the full spectrum of on-and off-road military requirements and represents a well thought through, comprehensive and effective response to the needs of the military customer.

Iveco DV's engineers have exploited the modular approach adopted in our commercial

range to provide direct benefits to the military user. This philosophy is evident in each of our product lines, allowing the solution to be tuned as closely as possible to the identified needs of the user without time-consuming re-engineering, and delivering the following advantages:

- Optimal combination of power, protection and payload.
- Ease of technology insertion through life
- Improved maintainability
- Flexibility of employment
- Common spares inventory to reduce costs and enable efficient fleet management.

Iveco recognises that the needs of our military customers change in response to the evolving operational environment, developing doctrine and changing threat. As a part of the company's commitment to our customers' needs, we aim to identify or anticipate at an early stage how requirements are likely to develop, enabling our engineers to provide the right capability at the time the customer requires it.

## Company & contact information:

### Projects:

Panther Command and Liaison Vehicle (as sub-contractor to BAe Systems) Engineer Support Fleet (Medium Dump Truck, Self Loading Dump Truck (Protected), Truck Mounted Loader.

### Capability:

Design, development and manufacture of a full range of logistic, protected, multirole and armoured vehicles.

### Services:

Vehicle development, manufacture and support.

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### Fax:

01923 222123

### Email:

Andrew.bucknall@iveco.com

### Web:

www.iveco.com

### Contact:

Andrew Bucknall

**Marshall**

Marshall Aerospace and Defence Group is one of the largest privately owned and independent aerospace and defence companies that delivers innovation and excellence in engineering and support solutions in the air, on land and at sea.

**Innovation and  
Excellence in  
Engineering and  
Support Solutions.**

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**Air  
Sea  
Land.**

## MARSHALL AEROSPACE AND DEFENCE GROUP



**Marshall Aerospace and Defence Group is one of the largest privately owned and independent aerospace and defence companies. It delivers innovation and excellence in engineering and support solutions in the air, on land and at sea.**

Marshall Aerospace and Defence Group specialises in the conversion and modification of military, civil and business aircraft, alongside defence vehicle engineering and shelter manufacture. Its capabilities include engineering design, manufacture and test, and the provision of personnel, training and advice, while providing maintenance, integration, manufacture and product support.

Marshall Aerospace and Defence Group holds many type approvals, granted by national and international authorities, airline

manufacturers and defence agencies which enables the Group to design and certify modifications on a number of commercial and military platforms.

Marshall Aerospace and Defence Group has been valued for its integrity, performance and customer focus since 1909, demonstrated through its innovative solutions and ability to deliver on-time and to cost.

Marshall Aerospace and Defence Group is part of the Marshall Group of Companies that employs more than 4,000 people and has a turnover in excess of £1bn.

Marshall Aerospace and Defence Group is a respected total solutions provider for the military and commercial sectors.

**More information can be found at [www.marshalladg.com](http://www.marshalladg.com)**

**“Marshall Aerospace and Defence Group specialises in the conversion and modification of military, civil and business aircraft; alongside defence vehicle engineering and shelter manufacture”.**

### Company & contact information:

#### Projects:

Aircraft upgrades and modifications, engineering services, aerostructure products, composites, business and commercial aviation and land systems.

#### Capability:

We specialise in the conversion, modification, maintenance and support of military and commercial aircraft. We also provide defence vehicle and shelter designs, protected workspaces, survivability, capability development and in-service support.

#### Services:

Whether you operate in the military or commercial sector, with us you will receive the very best engineering and support solutions.

We are fully conversant with industry standards, regulations and legislations. In addition, we have a trustworthy, proven, reliable and cost-effective supply chain at our disposal.

#### Address:

The Airport, Newmarket Road, Cambridge, CB5 8RX, UK

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#### Email:

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#### Web:

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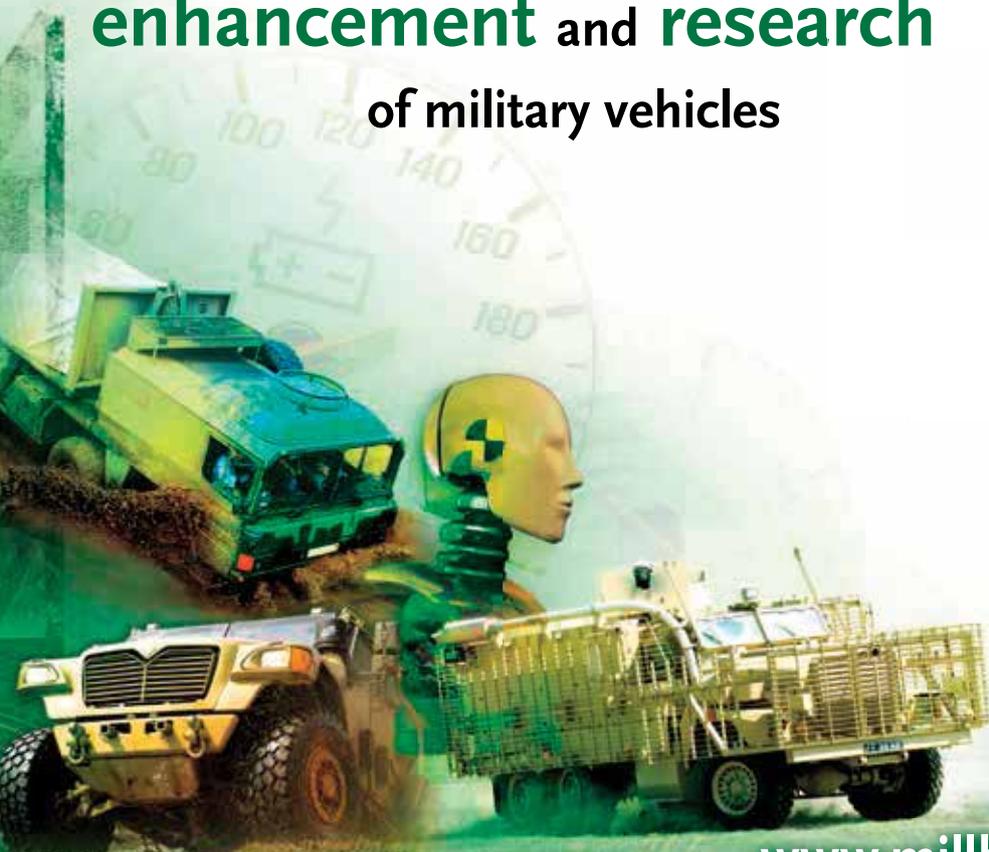
#### Contact:

Oliver Drury



# Home of the BATTLEFIELD MISSION

**Millbrook** is an **impartial**  
and **independent** world-leading  
organisation specialising in the  
**development,**  
**enhancement** and **research**  
of military vehicles



For further information:  
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[www.millbrook.co.uk/military](http://www.millbrook.co.uk/military)



## MILLBROOK PROVING GROUND LTD



**Millbrook Proving Ground is home to the UK MOD's 'Battlefield Mission', a realistic and clearly defined replica of the**

**conditions faced in theatre and daily operations. Working in partnership with the MOD and vehicle manufacturers, Millbrook is able to provide high-quality, reliable frontline equipment which has been tested to exhaustive and repeatable standards.**

At the heart of Millbrook's military operations is an ability to simulate the challenging usage conditions faced by a wide range of vehicles. As one of the world's leading independent proving grounds, Millbrook delivers complete testing solutions which replicate both on and o-road capabilities, as well as delivering extremely accurate validation projects to the most demanding timelines. Millbrook's specialists have spent many years working

closely with the military to understand how operational and organisational needs are changing. The Millbrook team has been heavily involved in evaluating and testing vehicles such as Foxhound, Warthog, Wolfhound, Coyote and Husky, as well as improving the quality of the Urgent Operational Requirement (UOR) programme by bringing rigorous testing and development to the fore. The close relationship has allowed Millbrook to develop facilities that are focused on solving the vehicle engineering problems faced by the military today and in the future. Indeed, the world class network of on and o-road tracks is just one facet of many purpose-built test and development facilities behind the high-security perimeter at Millbrook, all contributing to the quality and performance of military vehicles worldwide. As one of a select number of facilities that can offer repeatable systems testing for military vehicles, Millbrook has continued to invest in track surfaces and laboratories to provide a comprehensive suite of capabilities to agencies throughout the world. Testing is critical to the success of any deployment and Millbrook is a fundamental part of the supply chain delivering transport and equipment into theatres throughout the world.

### Company & contact information:

**Projects:**

BFM, Reliability and Durability testing

**Capability:**

Qualified and competent personnel

**Services:**

Project Management and Engineering Support

**Address:**

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**Web:**

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**Contact:**

Bruce Lornie

A dramatic landscape at sunset or sunrise. In the foreground, two soldiers in military uniforms are looking at a device together. In the background, another soldier stands with their back to the camera, looking out over a vast, open landscape. To the right, a large satellite dish is visible. The sky is filled with dark, heavy clouds, and a bright light source (the sun) is low on the horizon, creating a strong glow and long shadows. A lightning bolt is visible in the distance. The overall mood is one of global reach and operational readiness.

We ensure global reach  
from **up there**  
to ensure smooth passage  
**down here**

TBWA/CORPORATE - Asile Paris - © Astrium 2012. © Getty Images

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**VIZADA AND PARADIGM**  
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**Astrium** is the number one company in Europe for space technologies with a turnover close to £5 billion and 18,000 employees worldwide including over 3,000 in the UK. **Astrium Satellites** is a major provider of military systems. It built the current UK Skynet satellites and has over 50-years' experience in satellite manufacturing, has been prime for over 100 Communications and 30 Earth Observation satellites and delivers a product range covering all mission needs: broadcast and fixed services, mobile, interactive broadband, secure communications, meteorological forecasting, global environment monitoring and reconnaissance for national security and peacekeeping. Astrium also has world-renowned expertise for building satellites, probes and instruments for exploration missions for planetary exploration, deep space missions, astronomy, fundamental physics missions, and for monitoring solar activities and Sun-Earth interaction. **Surrey Satellite Technology Ltd (SSTL)** is an independent British company within the Astrium group; it has been delivering small satellite missions for over 25 years - longer than anyone else in the world.

It provides complete in-house design, manufacture, launch and operation of small satellites; delivers complete mission solutions for remote sensing, science, navigation and telecommunications; delivers space training and development programmes including on-the-job customer training; designs and builds remote sensing and communications payloads; supplies avionics suites and subsystems; builds and installs ground infrastructure; and provides consultancy services. **Astrium Services** is the world's only private sector owner/operator of fully Military standard communications satellites. It provides end-to-end, tariff based, cost-effective, resilient and secure communications services to UK Government and international customers. Astrium Services modems are bandwidth efficient, anti-jam, flexible, and can be upgraded over-the-air and its terminal range includes compact man portable terminals, the lightest-ever naval military satcom terminal, and an airborne terminal capable of delivering secure video. It acquires Earth observation data to provide added-value services such as site monitoring, mapping, and disaster recovery services.

## Company & contact information:

### Projects:

Skynet 5 is a highly successful PFI (Private Finance Initiative) programme signed in October 2003 with the UK Ministry of Defence. Through the Skynet concession, Astrium operates the Skynet military satellite constellation and the ground network to provide all Beyond Line of Sight (BLOS) communications to the UK Ministry of Defence and many departments of the UK Government including the Cabinet Office.

### Capability:

Astrium, Europe's leading space company, is prime contractor for the Skynet 5 military satellite communications programme operating communications services for the UK Ministry of Defence until at least 2022. Astrium is also prime contractor for the design and manufacture of all four of the state-of-the-art miltatcom Skynet 5 satellites, and also prime contractor for the Ariane 5 launcher.

### Services:

Astrium designed and built the secure satellite communication systems for the UK Ministry of Defence. Astrium takes responsibility for secure operation and control of the satellites, secure teleports, user ground equipment and technology. Astrium provides welfare communications for deployed forces worldwide. Astrium also delivers Mobile Satellite services for government and business users on land, at sea and in flight.

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### Email:

contact.gcuk@astrium.eads.net

### Web:

www.astrium.eads.net

### Contact:

Manish Bhatt

## Have you met some of **your** Test and Evaluation team?

To get the best out of Test, Evaluation and Training, you need suitably qualified and experienced people, combined with access to the right facilities.

Since 2003, cost effective Test, Evaluation and Training Support Services have been delivered to the MOD through the Long Term Partnering Agreement (LTPA). This brings together experts in the test and evaluation of systems, weapons and components to meet your requirements, from concept to disposal. Tailored live and simulated training is also available.

Visit [www.LTPA.co.uk](http://www.LTPA.co.uk) to find out more.

Capability Manager,  
MOD Shoeburyness

Senior Engineer, ETPS,  
MOD Boscombe Down

Telemetry Engineer,  
MOD Aberporth

Capability Manager,  
MOD Aberporth



# LTPA – ARE YOU MISSING OUT?

**Through the Long Term Partnering Agreement (LTPA), QinetiQ works alongside the MOD to provide innovative Test and Evaluation (T&E) of military and civil platforms, systems, weapons and components across the land, sea and air domains.**

The LTPA provides the services and expertise to enable accurate assessment of military capabilities throughout their lifetime, from concept to disposal, thereby increasing their reliability and ensuring they are fit for purpose.

Tri-Service training is also provided under the LTPA, from the Empire Test Pilots' School (ETPS); the cornerstone of the UK MOD's flight test training, through to simulation using leading edge technologies.

**Cost savings:** MOD customers have access to a framework contract where the majority of the fixed costs of your T&E requirement are paid for centrally. The Project Lead will potentially only pay for the marginal costs, which are usually less than 25% of total costs.

**Less hassle:** because the LTPA is a framework agreement the commercial details have already been agreed with the MOD. To access any of the services you need simply contact us and we will work alongside you to establish your requirements – and work with you through unexpected changes to your trial - to ensure your project is delivered to your satisfaction.



**Expertise and experience:** the LTPA simplifies access to QinetiQ's world class T&E expertise and the MOD's own facilities. Our 2500 skilled people, based across 17 sites, are totally focused on solving complex challenges in defence, from a routine stress test or training exercise, to integration of leading edge technologies and platforms.

In addition you have the support of QinetiQ's technical subject matter experts who fully understand your needs and processes, drawing on a knowledge bank built up over many years of working with the MOD.

What our customers say they value most is the deep domain expertise from our people, who are there to provide guidance and advice throughout the entire T&E process.

## Company & contact information:

### Projects:

[www.LTPA.co.uk](http://www.LTPA.co.uk), [www.QinetiQ.com](http://www.QinetiQ.com)

### Capability:

[www.LTPA.co.uk](http://www.LTPA.co.uk), [www.QinetiQ.com](http://www.QinetiQ.com)

### Services:

[www.LTPA.co.uk](http://www.LTPA.co.uk), [www.QinetiQ.com](http://www.QinetiQ.com)

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# Fuel - Wherever It Is Needed



[www.wew.de](http://www.wew.de)

**WEW Westerwalder Eisenwerk GmbH**  
Ringstrasse 65a  
D-57586 Weitefeld - Germany

Tel.: +49 (0) 2743 - 9222-0  
Fax: +49 (0) 2743 - 3411



E-Mail: [wew@wew-tankcontainer.de](mailto:wew@wew-tankcontainer.de)

## WEW - WESTERWÄLDER EISENWERK GMBH



**Transporting and storing fuel and water across the world is a specialist task which requires both technical and commercial expertise to understand the stresses on the container as it moves throughout commercial and military supply chains, and international codes on transport of potentially hazardous goods.**

WEW, which has supplied the UK Ministry of Defence with the Fuel Dispensing Racks (FDR), is a company which has these skills and expertise gained from over 40 years of supplying liquid and gas containers to customers across the globe.

The company has recently opened up a new facility and service offering for defence forces requiring liquid logistics - Contracting for Availability or CFA. As part of this offering, the company will store and maintain systems ready, at short notice, to be deployed wherever they are required. Alongside this, WEW also supports its client-base through Contractor Logistic Support or CLS, which ensures that fuel and water systems are maintained and upgraded to the latest levels ready for deployment.

This CFA solution will give defence forces a strategic asset and capability which is continuously maintained and ready for use for a clearly defined cost, based on level of usage.



WEW's unique military logistics solutions have capacities stretching from 1,000 to 50,000 litres, all within ISO dimensions. They have been rigorously tested and proven in some of the harshest expeditionary environments. The company's unique, patented framework system gives WEW's tanks a practically limitless service life.

Sub-systems include heating or cooling, generators, UV, chlorination or even an integral reverse-osmosis unit with integral bottling facility which provides water from any source, no matter how saline or polluted.

WEW fuel and water systems can be easily deployed using hook-arm or DROPS/PLS/LHS handlers and require little or no ground preparation. Nor is there degassing or costly clean-up operation when redeployed, giving defence forces an easy "drop and go" mobile water or fuel station wherever it is required.

### Company & contact information:

#### Projects:

FDR, "Hippo", Camel, Multi Kraftstoff, Multi Wasser, German Army Field Camp

#### Capability:

Modular Fuel and Water Solutions for FOBs, main bases and support there of Services:

#### Services:

Design/manufacture, ILS, service, lifecycle support and asset disposal management

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#### Web:

www.wew.de

#### Contact:

Jan Gerhard de Vries.

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