

DEFENCE SUPPLIERS FORUM
SECOND MEETING 2013

RECORD OF MEETING

0945hrs-1145hrs, Wednesday 17 July 2013
5th Floor, Pepys Suite, MOD Main Building

Government

Philip Dunne MP	Minister(DEST)	
Bernard Gray	CDM	
Susanna Mason	DECS DG Exports	
Paul Hamilton	DECS Head Industrial Policy	
Richard Paniguan	Head UKTI Defence & Security Organisation	
Huw Walters	Head of Aerospace, Marine, Defence (BIS)	
Lt Gen Andrew Gregory	CDP	[for Item 3]
AVM Graham Howard	ACDS (Log Ops)	[for Item 3]
Sara Perring	DECS Industrial Policy (Secretary)	

Industry

Ian King	CE, BAE Systems PLC	
Alberto de Benedictis	CE, Finmeccanica UK	
Robin Southwell	CE, EADS UK	
Stephen Ball	CE, Lockheed Martin UK	
Andrew White	Chief Operating Officer, SERCO UK & Europe	
Victor Chavez	CEO, Thales UK	
Tom Sanderson	VP Defence Solutions, GDUK (representing Steve Rowbotham)	
Leo Quinn	CEO, QinetiQ	
Roger Hood	Strategic Intelligence Director and Defence Advisor, Hewlett-Packard (representing Nigel Shaw)	
Peter Rogers	Managing Director (Marine), Babcock International Group PLC	
Bob Stoddart	President of Customer Business UK and International, Rolls-Royce (representing John Rishton)	
Steve Wadey	MBDA and DGP Co-Chair	[for Item 2]
Mark McCullagh	MBDA	[for Item 2]
Peter Smart	MD, Aspire Defence	[for Item 3]

Representatives from the SME Forum

Ed Bates	Society of Maritime Industries
Christopher McHugh	Director, British Naval Equipment Association

Apologies

Rt Hon Philip Hammond MP	Secretary of State for Defence
Rt Hon Michael Fallon MP	Minister for Business and Enterprise

1. DEFENCE UPDATE

Cyber – The Defence Cyber Protection Partnership, launched on 4 July, is bringing HMG and Industry together to address the risks in this area. **Action 2.1: The work of the partnership will be discussed as a substantive item at the next DSF meeting in Nov 13.**

Defence Reform Bill – The Second Reading took place on 16 July. On Materiel Strategy the Assessment Phase has begun, the invitation to tender will be issued shortly and further Industry days are planned. The single-source procurement regulations are expected to become law towards the end of 2014. MOD is keen to see early adoption by Industry in signing up to the new regulations prior to legislation coming into force. **Action 2.2: Single Source Pricing to be added to the agenda for the DSF meeting in Nov 13.**

2. DEFENCE GROWTH PARTNERSHIP (DGP)

The DGP is being re-launched at DSEI in Sep 13 with a strategic document setting out the proposed scope for the Phase 1 work. This is likely to focus attention on four specific areas including air systems, intelligent systems, innovation and enterprise and international customers.

Action 2.3: DGP team to develop the Strategic Vision document. The timing of the announcement is also to be widely promulgated so that any launch event is well supported by Industry.

3. CONTRACTOR SUPPORT TO OPERATIONS (CSO)

The Chief of Defence Personnel (CDP) explained his role as the Senior Responsible Owner for the Whole Force Concept, of which Total Support Force (TSF) and CSO are parts. This role will include setting a framework and conditions for Commands to use early in the planning process to consider and identify potential CSO opportunities.

Action 2.4: CDP to continue to engage with industry, including those involved in the delivery of the TSF pilots, to oversee the development of the WFC, and keep the DSF apprised on progress.

4. EXPORTS THROUGH LIFE SUPPORT

UKTI presented a summary of proposals setting out how HMG support for export campaigns would include a fresh emphasis on Through Life Support (TLS). Industry also recognised importance of high-quality TLS to export customers, and will work with UKTI to develop TLS best practice and ensure proper mechanisms/information and guidance etc are put in place to meet customer needs.

Actions:

2.5 UKTI to produce a table recording those TLS issues which have been raised on Ministerial/Senior Military visits to ensure that appropriate follow up action is taken by Country and across Defence Equipment groups;

2.6 The DSF Exports sub group to develop an action plan for improving the emphasis on TLS, including building an evidence base of good practice.

5. EXPORT POLICY

A lot of work was underway to re-energise the processes surrounding the Department's consideration of exports. Part of this is embedding consideration of *Exportability* within the Department's capability planning and investment decisions, which is one of the commitments made in last years *National Security Through Technology* White Paper. DCDS Mil Cap has agreed to act as the focal point for Industry on Exportability discussions in relation to capability and requirement setting. Seminars will also be given at DSEI. Meanwhile work is underway to review how MOD training can be provided as part of the export offering. Further consideration would be given to how the overall HMG support for exports could be packaged up.

Action 2.7. Robin Southwell to provide an Industry thinkpiece on what a UK version of the Foreign Military Sales model would contain.

6. DATE OF NEXT MEETING

The next main DSF would take place on 7 November 2013, 1000-1200hrs.
