

DEFENCE SUPPLIERS FORUM

SME SUB-FORUM

Record of Meeting – 29 January 2013

Government

Philip Dunne MP - Minister Defence Equipment, Support and Technology
Mike Greatwich - MOD DE&S Commercial Chief of Staff
Brigadier Mark van der Lande - MOD Personnel Training Reserve Forces and Cadets
Robin Little - MOD DE&S Supplier Relations Team
Arfan Chaudhry - UKTI Defence and Security Organisation, AD Support to Business
Brian Hampson - Home Office
Andrew Sams – MOD Assistant Head, Industrial Policy
Brian Cassidy - MOD Industrial Policy [Secretary]

Industry

Clive Davenport - FSB
Michael Maiden - NDI
Gordon Lane - ADS
Ed Bates - Society of Maritime Industries (SMI) and British Naval Equipment Association
Gordon Morrison - Intellect
Andrew Johnson - EEF
Stephen Kingan - Nexor
Richard Martin - ADEPT NX
Jonathan Cunnison - RJD Technology
Richard Skan - Oldbury UK

INTRODUCTION

1. Minister (DEST) welcomed attendees to the meeting. He reaffirmed the Government's continued focus on encouraging Defence exports and on helping Small and Medium Sized Enterprises (SMEs) to flourish. As the SME Ministerial champion in the MOD he is driving forward work to raise the role of SMEs in the supply chain, both directly and through Prime contractors.
2. Minister (DEST) summarised some developments since the SME Forum in October:
 - Lord Heseltine's independent review into UK competitiveness was published in October.
 - Minister (DEST) opened the Centre for Defence Enterprise's market place in December, which enabled those SMEs who have successfully demonstrated innovative technology to present their capabilities to Prime contractors, boosting their prospects of being introduced into the supply chain. Also in December, Minister (DEST) sponsored a Science and Technology (S&T) showcase in MOD Main Building, offering visitors the chance to understand how S&T makes a difference for Defence both now and in the future.
 - Steve Wadey, Managing Director UK, MBDA has been appointed co-Chair of the Defence Growth Partnership Board alongside the Rt Hon Michael Fallon MP, Minister for Business and Enterprise.

GOVERNMENT SUPPORT TO SMEs ON DEFENCE EXPORTS

3. Minister (DEST) invited Arfan Chaudhry, UKTI DSO to provide an update to the Forum on Government steps to support SMEs who are looking to develop and build their export opportunities. These include a dedicated SME export support and advice website, bespoke advice and a range of SME targeted services including national events such as the regional Export Growth Seminars and an annual Small Business Symposium. The next one, to be held in May 2013, includes presentations from senior Government officials as well as opportunities to interact with Ministers, DSO and regional UKTI International Trade Teams. The DSO Small Business Unit is also increasingly seeking opportunities for UK SMEs to work with UK and overseas defence Primes and is keen to explore further opportunities to engage with UK SMES and their trade associations' representatives as they consider export opportunities.

FUTURE RESERVES 2020

4. Minister (DEST) invited Brigadier van der Lande to provide an update on Future Reserves 2020 (FR20). Brigadier van der Lande explained that the formal consultation Green Paper had been published on 8 November 2012. There has been considerable engagement with Industry throughout the consultation period through national and regional workshops, focus groups and an online survey. MOD engaged directly with employer organisations, such as the CBI and the FSB, working alongside them to obtain feedback from as large an audience as possible.

Industry said that the consultation had been productive and that they had been given good opportunities to engage with it and to help shape the development of FR20.

PROMOTING THE UK DEFENCE SUPPLY CHAIN

5. Mike Maiden presented to the Forum on work underway on engaging with Primes' supply chains.

MOD UPDATES

Framework Agreement for Technical Services (FATS)

6. Mike Greatwich informed the Forum that the replacement framework for FATS 4 Lot 2 is now called Specialist Technical Support (STS). The Pre-Qualification Questionnaire (PQQ) was issued to industry on 28 January 2013.

FUTURE MEETINGS

7. The next meeting will be held in May 2013.