

DEFENCE SUPPLIERS FORUM
MID TIER AND SME GROUPS
MOD Main Building, London
Record of Meeting – 19 April 2016

List of Attendees

Government

Morag Stuart	DE&S Director Commercial (Chair)	
Andrew Sams	Industrial Policy, A/Head	
Niroshan Chandrakumar	Industrial Policy 3	
Craig Deal	Industrial Policy 5 (Secretariat)	
Richard Marwood	MOD Commercial P3, Head	[Agenda Item 3]
John Kite	Supplier Relations Team, KSM	[Agenda Item 5]
Adrian Sharman	Intellectual Property Rights, Head	[Agenda Item 8]
Thomas Philips	Intellectual Property Rights, D/Head	[Agenda Item 8]
Nathan Sluman	Intellectual Property Rights, Team	[Agenda Item 8]
Daniel Selman	Information Assurance, D/Head	[Agenda Item 9]

Industry – Mid-Tier

Chris Owen	Marshall ADG, DGP Project Executive	[Agenda Item 4]
Jonathan Clegg	Cohort Group Strategy, Head	
Rakesh Sharma	Ultra Electronics, CE	
Ron Cook	L-3 Communications, International Programs Director	
Michael Flowers	Chemring, Group CE	
David Bright	BMT Group, Sector Director, Defence	
Alan Buckland	Atkins Global, Managing Director, Defence	
Lee Griffiths	Cobham plc., UK Gov., NATO and EU Relations Head	
Dean Mason	Raytheon, Director Strategy & Business Development	
Andrew Martin	Martin Baker, VP Business Development and Marketing	
Steve Smart	CGI, SVP Space Defence & National Security	
Jon White	GE Aviation, Customer Account Director MOD	

Industry – SME

Vincent Middleton OBE	Newburgh Precision, Chairman
David Hansell	MSI, Non-Executive Director
Ed Bates	Aish Technologies, Managing Director
Jonathan Cunnison	RJD Technology, Managing Director
Tim Martin	ADS, Head Defence Commercial
Andy Colier	NDI, Director
Andrew Johnston	techUK, Programme Manager Defence

1. Supply Chain Update

The Government has committed to spend 33% with SMEs by 2020. The Secretary of State for Defence has agreed that MOD's contribution to this target will be 25%. This is a significant challenge, due to constraints of large and complex procurements. Mid-Tier defence contractors will have a big role to play in developing new competitive sources, encouraging SME subcontracting, and reporting on risks and fragility in their own supply chain. The MOD has identified a number of actions including capturing direct and indirect spend with SMEs; identifying and mitigating risks in the supply chain and attracting smaller businesses into the defence sector. Primes and Mid-Tiers were encouraged to use open competition wherever possible. Companies were also encouraged to engage with the new supply-chain advocates in the front line commands.

Action: John Kite to Supply details of the Supply Chain Development Advocate to industry.

2. Intellectual Property Rights

A draft Intellectual Property (IP) contract condition was released to Industry for consultation on 1st April 2016, which reflected the recommendations made by the IP review. The effect should be a clearer condition which has been simplified from a number of existing conditions. MOD is keen to consult extensively with Industry on the new contracting regime to ensure that it is as effective as possible and consultation on the new condition will begin formally in May. Recognising that each company is different and that there are significant hurdles to cross it is more important to get it right rather than to rush it through.

Action: DIPR to discuss IP in more detail in a follow-up session with SMEs.

Action: DIPR to provide referenced documents (or links) to industry.

3. Cyber Protection

The Defence Cyber Protection Partnership (DCPP), which includes primes, mid-tiers, and trade association was established in response to concerns from Secretary of State for Defence that Defence Industry was not adequately protecting itself or defence information from the cyber threat. DCPP is improving the sharing of threat information, increasing supply chain awareness and implementing proportionate controls on companies delivering MOD Contracts. New contractual conditions will be implemented for new contracts in July with companies being required to state the level of risk they pose and enact a suitable cyber risk profile to help mitigate that risk (see Defence Standard 05/138). New contracts are already subject to the Cyber Essentials Certification whereas legacy contracts are not initially in scope but are intended to be visited in the future.

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