



Industrial Policy

Ministry of Defence, Level 5, Zone N, Desk 08
Main Building, Whitehall, LONDON SW1A 2HB

Switchboard 020 7218 9000

Switchboard 9621 89000

Reference: IP-01-09
20 Feb 2017

DEFENCE SUPPLIERS FORUM (DSF) EXTRAORDINARY MID-TIER GROUP – 17 FEBRUARY 2017 MOD MAIN BUILDING

Attendees <u>MOD</u> Nicholas Elliott Tony Chisnall Huw Walters Tom Bonney George Hutchinson Niroshan Chandrakumar <u>Industry</u> Steve Fitz-Gerald Alan Buckland Muir Macdonald Steve Smart Rupert Pittman Lee Griffiths Andrew Thomis Nicholas Gordon Chris Owen Ben Palmer Dean Mason Holly Edwards <u>Apologies</u> Jon White Andrew Martin Stephen Young Tim Gibson Rakesh Sharma	DE&S DG Commercial DE&S CEO Gen Progs Director Prosperity and International Business Director Industrial Policy Head Industrial Policy Assistant Head Industrial Policy 3 Marshall ADG, Group Strategic Advisor Atkins Global, Managing Director Defence BMT Group, Managing Director CGI Group Inc., Senior Vice President, Space Defence & National Security Chemring PLC, Group Dir of Corporate Affairs Cobham PLC, Head of UK Government, NATO and EU Relations Cohort PLC, Chief Executive L-3 Communications Holding PLC, Director of International Programs Marshall ADG, Group Business Manager Northrop Grumman Corp., Director of Business Development and Strategy Raytheon, Director Strategy & BD Sodexo, Business Development Director, Defence GE Aviation, Customer Account Director MoD Martin Baker, Vice President of Business Development and Marketing Meggitt, Chief Executive Fujitsu, Vice President, Head of Defence & National Security Ultra Electronics, Chief Executive	Co-Chair Item 2 Item 3 Item 3 Sec Co-Chair
--	---	---

Item	Discussion and Decisions	Action/Lead
1. Introductions	Nick Elliott (NE) introduced Tony Chisnall as the new DE&S Progs Director. Steve Fitz-Gerald (SFG) introduced himself as the new DSF Mid-Tier co-chair. Both co-chairs intend for the DSF Mid-Tier meetings to be used to complement the other DSF group meetings without duplicating discussions. To support this, SFG has been invited to become a member of both the DSF Main and the DSF Executive Group to represent the views of Mid-Tier companies. SFG reiterated that in order for the discussions at Mid-Tier meetings to be of benefit to both MOD and Industry, the representatives need to act as	Co-Chairs

	<p>representatives of the overall Mid-Tier community and not of their individual companies.</p> <p>There are currently seven DSF sub-groups that feed into the DSF Executive Group. NE noted that one of the actions from the previous DSF Executive meeting was to consider setting up a commercial DSF sub-group, which is in progress. Industry responded positively to the aspiration for the Mid-Tier Group to be more involved in the work of the sub-groups.</p> <p>Action 1: DSF Organisation chart and all meeting slides to be circulated to DSF Mid-Tier members (Complete)</p> <p>Action 2: Future DSF Main and Executive Group Minutes to be shared with Mid-tier members (On-going).</p>	<p>Secretary</p> <p>Secretary</p>
2. Exemplar Projects	<p>Exemplar Projects is a pilot for the control framework aspect of the DE&S Transformation Programme. It looks at a way to make the approach for the overall DE&S project portfolio management consistent and transparent through the use of industry standard software, P3M. This is needed to allow DE&S and Front Line Commands to plan their portfolios appropriately. The 17 programmes involved in the pilot are spread across the different front line commands and are at different points in the procurement lifecycle. These 17 projects have also been contracted to a range of primes and mid-tier companies. There will be a phased release of P3M with its completion estimated by March 2018.</p> <p>Industry need to understand their control systems. The level of assessment and information that DE&S and FLCs will require from industry will depend on the level of risk in a project. DE&S project managers therefore need to have a better understanding of the inherent risk in their projects. Industry raised concerns about the effectiveness of interventions in projects that are already beyond the planning phase.</p> <p>Action 3: Lessons learned examples regarding engagement with DE&S on projects or programmes to be provided to Tony Chisnall.</p>	<p>Tony Chisnall</p> <p>Industry</p>
3. Industrial Policy	<p>The refresh of Defence Industrial Policy will not be a reversion back to the 2005 Defence Industrial Strategy but instead will aim to bridge the two sections of the 2012 National Security through Technology (NS&T) white paper. There are 6 work strands involved in the refresh and DE&S and other government departments have been heavily involved throughout their development. The responses from the online consultation that ended on 6 January 2017 are being used to refine the work strand findings. The refresh of Defence Industrial Policy will retain MOD's commitment to open competition to deliver the best capabilities at the best value for money, and where single source is necessary, its commitment to the single source regulations. It will outline MOD's approach to improving early engagement, making it easier for Industry to do business with Defence, and MOD's approach to protecting key skills.</p> <p>Huw Walters also explained how the National Industrial Strategy, lead by the Department for Business Energy and Industrial Strategy, was aligned with MOD's National Shipbuilding Strategy and the refresh of its Defence Industrial Policy. The consultation on the National Industrial Strategy Green Paper will conclude on 17 April 2017.</p> <p>Industry are keen to remain involved throughout the refresh of Defence Industrial Policy.</p>	<p>Huw Walters & Tom Bonney</p>