



Ministry  
of Defence

## DE&S Secretariat

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Our Reference:  
FOI2016/04542

Date: 12 May 2016

Dear [REDACTED],

Thank you for your email of 21 April 2016 which requested the following:

*The information that the Defence Supplier Relations Team gave to attendees at DPRTE*

I am treating your enquiry as a request for information under the Freedom of Information (FOI) Act 2000. A search has now been completed within the Ministry of Defence (MOD) and I can confirm that information in scope of your request is held. The leaflets given by the Supplier Relations Team to attendees at the Cardiff Defence Procurement Research Technology & Exportability (DPRTE) event are attached. These are:

- Defence Suppliers' Service leaflet
- Small and medium-sized enterprises (SMEs) supplying defence leaflet
- 'Selling to the MOD' brochure
- SME policy refresh leaflet
- Contracting, Purchasing and Financing leaflet

A copy of the Defence Contracts Bulletin was also offered to delegates at DPRTE but, as this is already available to you via the Defence Contracts Online website, I am withholding it under Section 21 of the FOI Act (information reasonably accessible by other means). Information on the Defence Contracts Bulletin is at the following link: <https://www.contracts.mod.uk/publication/>. Under Section 16 of the FOI Act (advice and assistance), you may wish to note that it is free to register on Defence Contracts Online but there is a subscription charge for the Defence Contracts Bulletin.

If you are not satisfied with this response or you wish to complain about any aspect of the handling of your request, then you should contact me in the first instance. If informal resolution is not possible and you are still dissatisfied then you may apply for an independent internal review by contacting the Information Rights Compliance team, 1<sup>st</sup> Floor, MOD Main Building, Whitehall, SW1A 2HB (e-mail [CIO-FOI-IR@mod.uk](mailto:CIO-FOI-IR@mod.uk)). Please note that any request for an internal review must be made within 40 working days of the date on which the attempt to reach informal resolution has come to an end.

If you remain dissatisfied following an internal review, you may take your complaint to the Information Commissioner under the provisions of Section 50 of the Freedom of Information Act. Please note that the Information Commissioner will not investigate your case until the MOD internal review process has been completed. Further details of the role and powers of the Information Commissioner can be found on the Commissioner's website, <http://www.ico.org.uk>.

Yours sincerely,

*DE&S Secretariat*

**Defence Equipment & Support**



## Defence Suppliers' Service



### Defence Suppliers' Service

The Defence Suppliers' Service (DSS), which is 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. The vast majority of the 1000 or so enquiries it receives and responds to each year are from Small and Medium Enterprises (SMEs).

### How the DSS is able to help companies of all sizes, including SMEs

The DSS acts in a purely advisory capacity by:

- Operating a defence suppliers' Help Desk facility.
- Providing an overview of how MOD acquisition is undertaken and the various procedures that are in use.
- Providing information packs about becoming a Defence supplier, which include the "Selling to the MOD" brochure and copies of the MOD Defence Contracts Bulletin (DCB).
- Providing points of contact for the various MOD acquisition branches and teams that may have an interest in the goods or services that a company is able to provide, so that the company can contact the buyer directly to discuss any possible future business opportunities.
- Acting as the UK's focal point to provide advice and a point of contact for European and worldwide companies interested in becoming UK Defence suppliers.

### Events attended by the DSS

DSS staff work closely with trade associations, regional trade bodies, chambers of commerce and the UKTI's DSO (Defence Security Organisation). They also attend various exhibitions, seminars and "Meet the Buyer" events across the UK where they are able to meet company representatives, most of whom are from SMEs, and provide advice and assistance to those wishing to become UK Defence suppliers. DSS staff also deliver "Selling to the MOD" presentations to industry delegates at such events, where appropriate. Since 1997, DSS staff have attended over 550 events and have delivered over 280 "Selling to the MOD" presentations.

### MOD Defence Contracts Online Portal and MOD Defence Contracts Bulletin

All relevant MOD tender and contract opportunities valued at £10k and above are accessed on-line and free of charge on the MOD Defence Contracts Online (MOD DCO) portal, accessed via the [www.contracts.mod.uk](http://www.contracts.mod.uk) website. Once on the website, click 'Supplier Registration' and submit your details to the publisher BIP Solutions Ltd in Glasgow. A subscription to the hard copy MOD Defence Contracts Bulletin (MOD DCB) magazine, published fortnightly, is available at £230pa. A number of valued added services, provided by BIP Solutions Ltd independently of MOD are available on a subscription basis, including access to Defence Contracts International. The DSS is responsible for the day-to-day management of the MOD DCO/DCB contract and associated services with BIP Solutions Ltd.

### Sub-contracts

Sub-contract opportunities are created as a result of the many new prime contracts awarded

annually, involving a wide variety of goods and services. This creates significant opportunities for smaller companies to become involved in the defence market as part of the supply chain.

The MOD generally adopts an 'eyes on - hands off' policy whereby it does not usually get involved in negotiating sub-contracts. The prime contractor is responsible for his supply chain and for ensuring that the MOD's policy of competitive tendering, fair treatment of companies at every level and long-term value for money is realised. The MOD also regards it as important that prime contractors seek competition even for elements of work for which they have an in-house capability, bidding alongside external suppliers, to ensure maximum value for money.

### How to get involved

As well as advertising direct MOD contract requirements, the MOD DCO and DCB also promote sub-contract opportunities, helping to link potential sub-contractors with MOD's prime contractors. The Bulletin's 'Sub-Contract Opportunities' section provides details of the MOD's prime contractors' requirements and possible sub-contract opportunities. Also, the 'Contract Bidders' Notice' section of the MOD DCO and DCB, details the names and addresses of the companies who have been invited to tender for prime contracts and who are likely to be seeking sub-contractors for elements of their bids.

Additionally, the DSS produces a separate list of some of MOD's major contractors, which provides useful contact points for companies interested in seeking potential future sub-contracts.

### Contact Us:

Defence Suppliers Service

#### Philip Margerison

Tel: 030679 32832

E-mail: [defcomclsr-dss@mod.uk](mailto:defcomclsr-dss@mod.uk)

#### Dawn King

Tel: 030679 32843

E-mail: [defcomclsr-dss1@mod.uk](mailto:defcomclsr-dss1@mod.uk)

#### Help Desk

Tel: 030679 32844

E-mail: [defcomclsr-dsshelpdesk@mod.uk](mailto:defcomclsr-dsshelpdesk@mod.uk)

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## SMEs Supplying Defence



### Introduction

The MOD recognises industry's vital role in developing and supporting military capability. This role is not confined to large, established, defence companies or those that supply directly to MOD as prime contractors. Small and medium-sized enterprises (SMEs) and supply chain companies are also valued for their contributions, often characterised by agility, flexibility and innovation. These are exactly the qualities that MOD needs in order to respond to rapidly changing military needs and to maximise value for money. The White Paper 'National Security Through Technology: Technology, Equipment and Support for UK Defence & Security', published on 1 February 2012, commits MOD to a range of measures which are aimed at opening much more of its business to SMEs and making it a more accessible customer. We know that Defence can seem a daunting market to approach and that SMEs in particular may need help to understand our policies and the key initiatives, and to find further information and help.

### MOD Defence Suppliers' Service

- The Defence Suppliers' Service (DSS), part of the DE&S Supplier Relations Team (SRT), is the focal point for companies interested in becoming part of the defence supply chain. The DSS advises companies of all sizes but the majority of the enquiries it receives are from SMEs. The DSS provides a range of services:
- a help desk facility;
- information packs including a "Selling to the MOD" brochure and copies of the MOD Defence Contracts Bulletin (DCB);
- providing points of contact in MOD acquisition teams that may have an interest in the goods or services that a company is able to provide, so that the buyer can be contacted directly to discuss possible future business opportunities;

- attending around 50 exhibitions, 'Selling to Defence' seminars and 'Meet the Buyer' events each year across the UK and giving "Selling to the MOD" presentations.

☎ MOD DSS Help Desk - 030 679 32844

✉ E-mail: defcomrcsrt-dsshelpldesk@mod.uk

### MOD Defence Contracts Online (DCO) and MOD Defence Contracts Bulletin (DCB)

MOD contract opportunities valued at £10K and above are advertised on-line on the Defence Contracts Online portal, accessed free of charge, via the [www.contracts.mod.uk](http://www.contracts.mod.uk) website. Subscription to the fortnightly published MOD Defence Contracts Bulletin (DCB) is available from the publishers, BiP Solutions at £290 for 12 months. The Sub-Contract Opportunities section provides details of the MOD's prime contractors' requirements while the Contract Bidders' Notice section includes the names and addresses of the companies that have been invited to tender for prime contracts and may be seeking subcontractors for elements of their bids.

Further information regarding the MOD DCO/DCB, including how to become a subscriber, can be found at: [www.contracts.mod.uk](http://www.contracts.mod.uk)

### Centre for Defence Enterprise

The MOD's Centre for Defence Enterprise (CDE), part of the Procurement Office of the Defence Science and Technology Laboratory (DSTL), is the first point of contact for anyone with a research proposal for a disruptive technology, new process or innovation that has a potential defence and security application.

CDE provides the value of novel, high-risk, high potential benefit research sourced from the

broadest possible range of science and technology providers, including small companies and academia, to enable development of cost-effective capability advantage for UK Armed Forces and national security.

- CDE is always open to research proposals and operates a secure online proposal and assessment Portal that provides a rapid decision-making process. Successful applicants receive vital proof-of-concept funding (contracts are typically £20K.
- £100K and last three to nine months) and access to MOD experts, mentoring support and insights into the defence market.

Proposals to CDE must be submitted through the online portal and can be in response to either:

- Defence Open Calls – a standing call for exceptionally innovative proposals with a potential defence application which allows anyone to submit a proposal at any time. These proposals are assessed on a regular basis.
- Themed Calls – a set of particular technical challenges with ring-fenced funding and fixed timescales to submit proposals. Themed calls are launched with a dedicated seminar to provide insight into the technical and operational context of the problem and provide the opportunity for networking and access to experts.

Since it opened in May 2008, CDE has received over 4,700 proposals and 750 have been funded (over £44 million by value). To support a rapid and transparent process, all information about CDE, our terms and conditions, the programme of events, how to submit proposals and much more can be found at [www.science.mod.uk/enterprise](http://www.science.mod.uk/enterprise).



The CDE point of contact is:

☎ 0044(0)1235 438445

✉ cde@dstl.gov.uk

## Contracts Finder Portal & Achieving greater transparency of public sector procurement and contracting

Government has set out the need for greater transparency across its operations to enable the public to hold public bodies and politicians to account and help achieve better value for money. The Contracts Finder portal, launched in February 2011 as part of the Coalition Government's Transparency agenda, is part of a series of measures aimed at making it easier for suppliers, in particularly SMEs, to find and apply for public sector contracts. It is the main source of government contract opportunities worth more than £10,000. It contains central government contract opportunities valued at £10,000 and above, is free to access and has the facility to provide e-mail alerts of notices containing pre-defined words. All relevant MOD tender and contract notices which meet the criteria are advertised in the Contracts Finder portal as well as in the DCB & DCO. **Contracts Finder is available via [www.contractsfinder.gov.uk](http://www.contractsfinder.gov.uk)** New Documents published on Contracts Finder relate to:

- Live opportunities with central government departments including their agencies, non-departmental public bodies, NHS bodies and local authorities, prime contractors to government departments as well as the wider public sector.
- Live opportunities are still open for businesses to bid for. Closed ones are no longer open for bidding because the procurement process has moved on to the next stage.
- Closed tender and contract documents published by central government departments including

their agencies, non-departmental public bodies, and NHS bodies and trading funds. Publishing these documents enables suppliers and the public to better understand what government buys and so supports the Government's Transparency agenda.

## UK Trade and Investment Defence & Security Organisation (UKTI DSO)

The UKTI DSO's Small Business Unit offers, provides and facilitates a wide range of advice, information and support to help UK SMEs win overseas defence & security businesses.

For more information please contact Howard Gibbs, Head of the Small Business Unit, on

☎ 020 7215 8204

✉ [howard.gibbs@ukti.gsi.gov.uk](mailto:howard.gibbs@ukti.gsi.gov.uk)

## ADS 21st Century Supply Chains (SC21) Programme

- MOD became a signatory to the Society of British Aerospace Companies' SC21 programme. In order to work with suppliers to improve the performance of the defence industrial supply chain. Signatories to SC21 are committed to working coherently to make supply chains more competitive and enable them to deliver increased value to customers. Three particular aspects are currently being focused on:
- improving process and product quality and agreeing common certification standards to cut duplication and waste;
- identifying the scope for, and investing in, supplier development and performance improvement and
- improving business relationships between customers and suppliers in the supply chain.

Further information on the ADS's SC21 programme can be found at:

✉ [www.adsgroup.org.uk](http://www.adsgroup.org.uk) and click on the "SC21" hyperlink.

SRT point of contact is John Kite

☎ 030 679 82994.

## MOD Framework Agreement for Technical Support (FATS)

The Framework Agreement for Technical Support (FATS) has been developed to procure:

- Technical Studies - research based activity including studies, prototyping and technical demonstrators;
- Project Support - project based activities including technical consultancy, concept, development and In-Service Support;
- Engineering Support - task based support including Post Design Services (PDS), repair, calibration, analysis testing and integration.

The contracts for FATS4 will run until 2016.

Any companies wishing to express an interest in bidding for the FATS5 requirement (probably from September 2015 onwards) should contact the FATS helpdesk: 030 679 83239.

## For more information contact:

☎ MOD DSS Help desk: 030 679 32832

✉ E-mail: [defcomrclsrtdsshelpdesk@mod.uk](mailto:defcomrclsrtdsshelpdesk@mod.uk)

☎ MOD DCB: [www.contracts.mod.uk](http://www.contracts.mod.uk)

☎ CDE point of contact: 01235 438445

✉ E-mail: [science\\_enterprise@mod.uk](mailto:science_enterprise@mod.uk)

UKTI DSO Small Business Unit point of contact:

☎ Howard Gibbs - 0207 215 8204

✉ ADS's SC21 programme: [www.adsgroup.org.uk](http://www.adsgroup.org.uk) and click on the "SC21" hyperlink.

☎ Telephoning from outside the UK: When the telephone number begins 030 679\*\*\*\*, dial 0044(0) 196 789 0000, wait for message then dial\*, then enter 030 679 plus the 5 figure extension and #. All other numbers take the international prefix of 0044.





# Defence Suppliers Service

# SELLING to the **MOD**

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# Doing even more to help UK SMEs win overseas business

HM Government has identified increasing exports and providing greater support for SMEs as key measures in rebuilding and sustaining economic growth. UKTI DSO's pages on the HMG website – [www.gov.uk](http://www.gov.uk) – offer a wide range of advice, information and support for UK SMEs seeking to win overseas defence and security business.

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**Our website:**

- is part of a Government wide network that maximises opportunity, advice and support for UK industry.
- provides details of UKTI DSO assistance and how to engage with us.
- links you to wider UKTI export services.

**The site has pages dedicated to:**

- new business opportunities.
  - help to sell your products.
  - export rules and regulations.
  - latest news, events and activities.
- 



[www.gov.uk/ukti-dso](http://www.gov.uk/ukti-dso)

Visit the website today to increase your trade potential

# Introduction



**We hope this publication, compiled by the Defence Suppliers Service (DSS), helps you understand defence and the opportunities that exist to become a supplier to the Ministry of Defence (MOD).**

It has been compiled very much with newcomers in mind and contains a wealth of information on Defence Equipment and Support (DE&S) and MOD procurement teams as well as points of contact not just within MOD but also, recognising the importance of supply chain opportunities, within MOD's major prime contractors.

**Philip Margerison and Dawn King**  
**Defence Suppliers Service**

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# Foreword



**The Ministry of Defence (MOD) spends around £20 billion a year on a wide range of defence equipment and services and has committed to spend over £160 billion over the next ten years for new equipment, data systems and equipment support, thus enabling companies at all levels of the defence and security sectors to plan for the future with greater confidence.**

2015 will be a year of change. The Transformation Strategy continues with the MOD Customer Design Team well on the way to completing necessary reforms to the Department's acquisition system, including defining the roles of the Head Office, the four Front Line Commands and Strategic Programmes as Customers, and Defence Equipment and Support (DE&S), the Defence Infrastructure Organisation (DIO) and Information Systems and Services (ISS) as Delivery Agents. Command Acquisition Support Plans will be in place from April 2015, as well as a new Acquisition System Authority whose role will be to monitor and set standards and procedures for the new acquisition approach. DE&S has now become a Bespoke Trading Entity, giving it more freedom in the way in which it operates, and the new organisation has completed contract action to acquire Managed Service Providers (MSPs) for three works packages – Project Delivery; Finance, Management Information/ Information Technology; and Human Resources. The key benefits being sought are more effective delivery of equipment, support and logistics products and services to customers, more efficient use of DE&S's operating budget and more timely and reliable management information.

The DIO has recently welcomed its new Strategic Business Partner whose leadership team will comprise a mix of private and public sector managers and help to bring a greater level of external expertise to improve the way the defence estate and related infrastructure is run.

The new focus on strengthening commercial skills in MOD was demonstrated by the appointment of Susanna Mason as the new 3\* Director-General Commercial in DE&S. The commercial role of the Front Line Commands as customers for defence capability is also being strengthened.

The Government's programme for the centralisation of procurement of common goods and services and delivering savings through economies of scale is progressing. Responsibility for MOD Consultancy and Contingent Labour was passed to the Crown Commercial Service (CCS) in May 2014, the first phase of Energy and Fuels transitioned in September 2014, others were transitioned in late 2014, with the final categories scheduled to complete their transition in 2015.

In the R&D sector, the Centre for Defence Enterprise (CDE) is exploring opportunities for new disruptive ideas and technologies by implementing a limited competition for the best ideas to come through the Enduring Challenge route, the top three of which will receive further funding. Defence Science and Technology Laboratory (Dstl) technical partners, CDE, wider MOD colleagues and industry will be working with these companies to try and get their ideas into the supply chain. Additionally, CDE will work with a series of partners in Other Government Departments, the defence industry and finance to assist suppliers of ideas relevant to defence to get their ideas through into products.

MOD continues to support the Government's aspiration that 25% of central government procurement expenditure with third parties should be spent, either directly or indirectly, through prime contractors' supply chains with Small and Medium-sized Enterprises (SMEs). MOD continues to play a major part in this aspiration as it owns about 45% of central government's third-party procurement spend. MOD's approach is to continue to refine its commercial policy and procedures and ensure there are no discriminatory barriers for SMEs who wish to bid for work in the defence and security sectors.

The Defence Suppliers Service (DSS), the Department's focal point for companies wishing to sell to MOD, handles over 1000 queries each year, mostly from SMEs. As part of its 'outreach' service it attends exhibitions, seminars and events at various locations across the UK (59 in 2014), giving 'Selling to the MOD' presentations where appropriate. The DSS is working closely with chambers of commerce, councils, Local Enterprise Partnerships and trade associations to promote defence and security awareness and opportunities to their respective member companies.



# DEFENCE EQUIPMENT AND SUPPORT (DE&S)



**Defence Equipment and Support (DE&S) is a bespoke trading entity, an arm's length body of the Ministry of Defence. It has a £14 billion annual budget to buy and support all the equipment and services that the Royal Navy, British Army and Royal Air Force need to operate effectively. It works closely with industry, including through partnering agreements and Private Finance Initiatives.**

DE&S employs approximately 12,500 civil servants and military personnel around the UK and overseas and its headquarters is in Bristol.

*DE&S is responsible for:*

- The procurement and support of ships, submarines, aircraft, vehicles, weapons and supporting services.
- General requirements including food, fuel, clothing, medical supplies and temporary accommodation.
- Inventory management.
- British Forces Posted Overseas (BFPO).
- Submarine Dismantling Project.

*Its priorities are:*

- Providing the right equipment to the Armed Forces and supporting it, while delivering better value for money to the taxpayer.
- Transforming the organisation so that it can better support the Armed Forces.

# MINISTRY OF DEFENCE COMMERCIAL



Ministry  
of Defence

**Ministry of Defence Commercial provides strategic leadership across the full range of MOD acquisition, procurement and commercial activities.**

The MOD Commercial Function is led by the Director Commercial who provides strategic leadership across the full range of MOD acquisition, procurement and commercial activities and is responsible to Chief of Defence Materiel (CDM) for all aspects of the Department's commercial performance.

## Director Commercial

Director Commercial (DC) is the MOD's Commercial Process Owner and is responsible for the future direction and development of industrial strategy and the Department's commercial relationships with industry, providing the commercial policy and process framework, functional standards and tools for achieving commercial value for money across defence and providing professional leadership of commercial staff across MOD.

Director Commercial also leads the operational commercial service for DE&S projects, providing advice, experience and support to senior commercial managers and Programme Teams residing in the DE&S Operating Centres.

## Chief of Staff

Ensures the commercial practitioners across defence have the guidance, tools and advice that they need to carry out their work

effectively, efficiently and in accordance with best practice. Also, ensures the development of professional skills across the commercial community and their application across defence.

*Commercial Services includes the following teams:*

- **Commercial Systems** – provides comprehensive commercial policy advice and guidance that translates strategy/policy into tools to do business.
- **Commercial Capability** – develops a professional skills framework for commercial practitioners and undertakes strategic manpower planning for the community.
- **Commercial Process and Governance (CPaG)** – driving consistency, efficiency, economy and continuous improvement in the commercial process.
- **Cost Assurance and Analysis Service (CAAS)** – exists as the MOD's centre of excellence for pricing and costing support to the acquisition community, enabling continuous improvement of the acquisition process, risk reduction and ensuring best value for money for defence.
- **Commercial Project Enablement Team (CPET)** – provides a comprehensive commercial 'tool kit' supplying advice, planning tools and best practice to teams.
- **Supplier Relations Team (SRT)** – exists to develop robust strategic relationships with the MOD's key suppliers to improve coherency, performance and decision-making.

# SUPPLIER RELATIONS TEAM (SRT)

**The Supplier Relations Team (SRT) is a pan-MOD support function that develops robust strategic relationships with identified key suppliers in order to improve coherency, performance and decision-making.**

*SRT comprises the following sub-teams:*

**Key Supplier Management** – SRT leads with the management of the 13 current key suppliers to MOD. This is not a fixed number and is subject to change. The Key Supplier Management Team also provide briefing material on these suppliers for Ministers and senior officials. The team work closely with their counterparts in the key suppliers to better understand the strategic intent and capabilities of industry.

**Mergers and Acquisitions** – SRT provides the MOD's focal point for all aspects of merger and acquisition business involving companies supplying defence goods and services directly and indirectly to the Department. The M&A team analyse the potential implications for MOD and propose remedies where necessary,

implementing these with the companies and, as necessary, through national and international regulatory authorities. SRT also advises on the Department's policy regarding Special Shares in defence companies.

**Contract Novation and Company Name Changes** – located within the M&A area of SRT and acts as the MOD corporate focal point for contract novation and company name changes involving current MOD suppliers. Current MOD suppliers undergoing any sort of reorganisation involving the transfer of contract or changing their name must first contact SRT to ensure appropriate action is undertaken.

**Defence Suppliers Service** – the Defence Suppliers Service (DSS) is the MOD focal point for the provision of advice and guidance to companies (often SMEs) that are interested in becoming suppliers to defence. As well as providing a helpdesk facility, as part of its 'outreach' service DSS staff also attend various exhibitions, seminars and 'Meet the Buyer' events across the UK. They also give 'Selling to the MOD' presentations on the various procedures and processes that the MOD

uses to buy a wide variety of goods and services and how and where to access MOD tender and contract opportunities.

**Small and Medium-sized Enterprises** – this SME post supports Director Commercial in his role as MOD’s ‘SME Champion’ by leading in the co-ordination of MOD commercial policy in relation to SMEs. Also co-ordinates implementation and sustainment of the SME aspects of the MOD White Paper ‘National Security Through Technology’ while reviewing ways to improve SME access to defence opportunities, and provides practicable advice to MOD procurement staff on the development of procurement strategies that maximises access for SMEs and ‘non-traditional’ suppliers while ensuring value for money.

**Strategic Supplier Management** – SRT is the lead for Cabinet Office engagement through the Strategic Supplier Manager. This post is responsible for the effective collation of data and the preparation of responses to information requests and liaises directly with the Cabinet Office and Other Government Departments as necessary.

**Partnering Support Group** – *Partnering Support Group is a group of two MOD staff within SRT who:*

- Provide advice on a Partnering Strategy to manage/develop the business relationship with industry in order to meet common aims and objectives; alignment of procedures and processes; culture alignment and agreed behaviours (based on the principles of BS11000).
- Provide advice on partner selection and evaluation – helping staff to draft partnering questions at PQQ/ITT/ITM stages and evaluating the bids.

- Facilitate Joint Working Workshops (Breakthrough events) for joint MOD/industry senior management to develop positive relationships from the start in an interactive and open environment. The output includes a Partnering Charter.
- Help draft a Relationship Management Plan (a key document in establishing the direction of the relationship, how they want it to work and governance issues; essentially it details the approach to managing relationships).
- Measure the relationship (Relationship Maturity Matrix) – a questionnaire to establish the maturity of the relationship; analysis to identify maturity aspect sand key comments; workshops to discuss issues arising from the analysis and to identify an action plan to take any issues forward, eg gap analysis which identifies where the group is and what they have to do to get to where they want to be.

**TOPCAT Team** – Our mission, as part of the SRT, is to provide the MOD and Central Government with a compliant categorised departmental spend map in order to contribute to improved procurement decisions now and in the future by instilling a culture of spend categorisation in MOD procurement processes, and to identify and manage opportunities outside of current collaborative arenas.

Additionally TOPCAT supply key management information and are the solution providers of the following key programmes: Data Cleansing of MOD commercial data; and Future Contract Work Plan, which shows MOD future business.

We provide support and data to the Crown Commercial Service (CCS) to help them in developing collaborative opportunities.

## DEFENCE EQUIPMENT PLAN

*In headline terms, over the next ten years MOD plans to spend:*

- £64.5bn on the procurement of new equipment – this is an increase on last year’s figure, principally due to the decision to fund an additional £1.4bn of additional capability over the next four years.
- £14.8bn on support arrangements for new equipment.
- £72.3bn on support for existing in-service equipment,

- including spending on routine spares and maintenance, ship refits, support arrangements for communications and information infrastructure and the running costs of the nuclear propulsion and nuclear weapons production facilities.
- A contingency provision of £4.7bn.
- Unallocated headroom of £8.4bn which becomes available from 2016/17 onwards.

## DEFENCE GROWTH PARTNERSHIP (DGP)

**The Defence Growth Partnership (DGP) is a partnership between Government and the defence industry. It is jointly led by the Department for Business, Innovation and Skills (BIS) and the defence industry, with the support of the MOD as the UK customer.**

The DGP is working in partnership to secure a truly competitive, sustainable and globally successful UK defence sector that provides affordable leading-edge capability and through-life support for our Armed Forces and international customers, as well as bringing wider economic benefits to the UK.

The DGP vision is to secure a thriving UK defence sector delivering security, growth and prosperity for the UK.

The DGP’s strategy is to take a fresh and ambitious approach through a joint commitment from Government and the defence industry to work together to develop new opportunities, building on the UK’s strengths in air capabilities and intelligent systems, and to deliver growth through innovation and tailored solutions for customers around the globe.

*The DGP’s objectives are to:*

- Grow the UK’s global market share through increased exports.
- Foster greater collaboration and innovation across the sector, bringing products and services to the market that meet customer needs.
- Improve competitiveness through the whole value chain.



**Defence  
Contracts  
Online**

The only official source of UK  
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YOUR ONLINE DEFENCE NEWS & INFORMATION SERVICE



# MOD DEFENCE CONTRACTS ONLINE PORTAL / MOD DEFENCE CONTRACTS BULLETIN



Defence  
Contracts  
Online



Defence  
Contracts  
Bulletin



**The MOD is British industry's single largest customer and buys a wide variety of products and services, spending approximately £20 billion in FY 2013/14 – from computers to catering, boots to batteries and sportswear to satellite communications systems. On 1 November 2011, the MOD launched an innovative new service aimed at making its tender and contract opportunities freely available online.**

**MOD Defence Contracts Online (MOD DCO)** – accessed via the [www.contracts.mod.uk](http://www.contracts.mod.uk) website – provides all suppliers and potential suppliers to the MOD with free online access to relevant MOD tender and contract opportunities with a value of over £10,000. MOD DCO provides a gateway to new business opportunities for companies large and small who wish to compete for defence business, either directly as a prime contractor or indirectly as a sub-contractor.

Potential suppliers to the MOD can register free on the MOD DCO portal via the [www.contracts.mod.uk](http://www.contracts.mod.uk) website.

The launch of the MOD DCO portal underlines MOD's commitment to engaging with its wider supply base to drive innovation and value for money and highlights opportunities for businesses to participate in a sector worth £20 billion per annum.

Access to other UK, European and global opportunities relating to the defence, security, emergency services, humanitarian aid,

counter-terrorism and homeland security markets are also available via the [www.contracts.mod.uk](http://www.contracts.mod.uk) portal through optional, value-added subscription based services. *This information is provided by BiP Solutions Ltd entirely independently of the MOD.*

The fortnightly **MOD Defence Contracts Bulletin (MOD DCB)** publication continues to be available on subscription at a cost of £295 per annum. MOD DCB contains contract announcements with a value of over £111,676 in addition to exclusive news, events and features on developments within the MOD, its supply chain and the defence sector.

## Supplier Information Database (SID)

By accessing DCO/DCB via the [www.contracts.mod.uk](http://www.contracts.mod.uk) website, companies are able to submit their profiles, free of charge, onto the Supplier Information Database (SID). The SID is available to MOD acquisition staff as one of the resources they can use if they are drawing up a tender list or having difficulty in sourcing a particular product or service. If a company's details change for any reason, they are able to update their profile on the SID free of charge.

This is a good way for companies, particularly SMEs, to advertise their respective profiles and capabilities to the MOD acquisition community. Currently over 8000 companies have registered their profiles on the SID.

Companies should note that logging their profiles on the SID does not guarantee they will be invited to tender for MOD requirements. Neither is it an approved suppliers list.



Defence  
Contracts  
Bulletin

## MOD Defence Contracts Bulletin Your Ideal Route To Market

*MOD DCB offers:*

- An audience of engaged and appropriate decision makers and influencers from across the UK defence supply chain.
- Advertising packages tailored to individual organisations' requirements.
- The opportunity to enhance your presence in the UK military marketplace with exposure via online and print channels.



*Advertising within MOD DCB will allow you to:*

- Present your capabilities within the only official UK MOD procurement publication.
- Showcase your organisation's innovative solutions and products.
- Communicate with buyers and contracts officers operating across MOD Project Teams and Agencies.
- Reach Prime Contractors and 2nd and 3rd tier suppliers and open up sub-contracting opportunities.
- Develop strategic business growth opportunities.

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Advertising Team  
for details

To access a full Advertising Media Pack and forward features list, please contact **Roberta Brady** on **0141 270 7354** or email [roberta.brady@contracts.mod.uk](mailto:roberta.brady@contracts.mod.uk)

# GUIDE TO MOD DCO / MOD DCB CONTRACT NOTICES

## MOD Prior Information Notices (PIN) / MOD Requests for Information (RFI)

These sections provide information on how to effectively seek engagement with industry on requirements which are exempt from the Official Journal of the European Union (OJEU) procedures, prior to the formal contract notice seeking expressions of interest. PIN forms are to be used to advise the market of forthcoming procurements. RFI forms may be used to obtain information (such as ROM costs) which, in turn, may inform procurement strategy decisions.

## Contract Notices / Voluntary Transparency Notices (VTN)

The Contract Notices are specifically designed for competitive requirements and seek expressions of interest. The VTN is also a purposely designed form for making non-competitive announcements to advertise sub-contract opportunities and allow challenge to single source strategies.

## Contract Bidders Notices

This section applies to all competitive requirements, both those subject to and exempt from OJEU procedures, and identifies which organisations have been invited to tender. Contract Bidders Notices list the names, addresses and contact details of the companies that have been invited to tender for the requirement.

## MOD Non-Competitive Contract Awards / MOD Competitive Contract Awards

These sections provide notification of the award of contract for either a non-competitive or a competitive requirement.

## Addendum

Amendments to contract notices previously advertised in MOD DCO / MOD DCB made after their original publication are included in this section.

## Sub-Contract Opportunities

This section allows MOD prime contractors and private sector organisations to advertise any sub-contract opportunities valued at over £40,000 arising from their prime contracts with MOD.

## How Prime Contractors and Private Sector Organisations can advertise Sub-Contract Opportunities in MOD DCO / MOD DCB

Prime contractors or private sector organisations may submit a defence-related sub-contract opportunity for publication on the MOD DCO portal and in MOD DCB magazine by visiting [www.contracts.mod.uk/contract-submission-3/](http://www.contracts.mod.uk/contract-submission-3/).

Please complete all fields required; if you miss any, these will be highlighted to you for completion.

MOD buyers should continue to use the DCO/DCB-only sub-contract form via the MOD DCO eNotice service if submitting a notice on behalf of a prime contractor or the private sector.

For further assistance, go to [www.contracts.mod.uk](http://www.contracts.mod.uk).

## MOD DCO / MOD DCB Value Bands

Contract notices published within the Contract Notices, Voluntary Transparency Notices and Contract Bidders Notices sections of MOD DCO and MOD DCB contain estimated value banding information. Value bands are used by the MOD to indicate the approximate value of the contract requirement being advertised.

They are provided for guidance only, but are useful in helping to assess whether a company should consider responding to the contract notice and express an interest in bidding for the requirement.

The bandings are as follows:

Category A	£400,000,000 and above
Category A1	£250,000,000 to £400,000,000
Category B1	£100,000,000 to £250,000,000
Category C	£20,000,000 to £100,000,000
Category D	£10,000,000 to £20,000,000
Category E1	£4,500,000 to £10,000,000
Category F1c	£869,716 to £4,500,000
Category F1d	£347,868 to £869,716
Category G1	£111,676 to £347,868
Category H1b	£10,000 to £111,676

# DYNAMIC PRE-QUALIFICATION QUESTIONNAIRE (DPQQ)

**The Dynamic Pre-Qualification Questionnaire (DPQQ), launched in September 2013, is a new application in the MOD DCO portal that allows MOD commercial staff to create an electronic PQQ that is issued as part of the contract notice. The purpose of the contract notice is to alert potential suppliers to the MOD of forthcoming tendering opportunities so that they can express an interest in bidding for them if they wish to do so. Potential suppliers will express an interest by completing the DPQQ online.**

*The benefits of the DPQQ for both MOD and industry are:*

- Saving up to 28 days by combining two parts of the procurement procedure. This will be of particular benefit to SME companies.
- Reducing the effort to create a PQQ as the templates are already loaded onto the MOD DCO portal.
- Reducing the effort to complete the PQQ as suppliers can store information on their capabilities on the MOD DCO portal which can be used for other PQQs.

*The DPQQ will also:*

- Simplify current processes for the benefit of both buyers and suppliers.

- Standardise, as far as possible, the pre-qualification process for suppliers, while allowing buyers to tailor the questions to meet the specific requirements of the procurement.
- Remove costs for paper, printing and postage.
- Remove inconsistency – MOD commercial staff will use standard agreed templates.
- Remove duplication – ‘Do It Once’ ethos for suppliers to complete once and reuse.
- Increase transparency of the selection process and approach to evaluation.
- Increase efficiency by encouraging MOD commercial staff to only seek necessary information.

This is a good news story for both MOD and industry. The Cabinet Office is taking a close interest in the standardisation of PQQs across Government and together with MOD is looking at ways in which we can encourage and make it easier for SMEs to bid for MOD work.

A Supplier Guide is available to all suppliers when logged into the MOD DCO portal. There are FAQs on [www.contracts.mod.uk/faq/](http://www.contracts.mod.uk/faq/). More in-depth information can be obtained from [www.contracts.mod.uk/delta/help/faq.html](http://www.contracts.mod.uk/delta/help/faq.html) or from the Help Desk, Tel: **0845 270 7099** or Email: [support@contracts.mod.uk](mailto:support@contracts.mod.uk).



# ADVERTISING INDUSTRY DAYS AND INDUSTRY BRIEFINGS WITHIN MOD DCO / MOD DCB

**A key feature of MOD procurement is the involvement of industry at an early stage in the acquisition process. As part of early engagement, MOD and DE&S teams conduct Industry Days in order to give information to potential suppliers about possible future purchases and contract opportunities, and to share MOD's understanding of its requirements.**

The events allow industry to contribute as required and are developed to share information about relevant capabilities and technologies. In general, Industry Days and Industry Briefings will

usually involve companies not engaged contractually on the project in question.

Acquisition teams also conduct Stakeholder Days with industry and customer organisations in order to brief them on achievements of milestones, receive feedback and exchange other project information. Stakeholder Days will tend to be confined to companies that have been engaged – either directly by the MOD or indirectly as sub-contractors – on the project.

To help maximise industry awareness of the MOD's future requirements at an early stage, all Industry Days, Industry Briefings and Stakeholder Days are advertised in the Announcements sections of MOD DCO and MOD DCB.

## CABINET OFFICE

**The Cabinet Office supports the Prime Minister and ensures the effective running of Government. It is also the corporate headquarters for Government, in partnership with HM Treasury, and it takes the lead in certain critical policy areas.**

*The Cabinet Office has responsibility for:*

- Supporting collective government, helping to ensure the effective development, co-ordination and implementation of policy.
- Promoting the release of government data and making the way government works more transparent.

- Supporting the National Security Council and the Joint Intelligence Organisation, co-ordinating the Government's response to crises and managing the UK's cyber security.
- Promoting efficiency and reform across government through innovation, better procurement and project management and by transforming the delivery of services.
- Creating an exceptional Civil Service, improving its capability and effectiveness.
- Promoting social action and the National Citizen Service, and growing the social investment market.
- Political and constitutional reform.

## EUROPEAN PROCUREMENT LAW

**All public procurement in the UK is subject to the Treaty on the Functioning of the European Union (TFEU). In procurement terms, the TFEU seeks to ensure a free market in goods, services and works across the EU. The TFEU creates an obligation for all public bodies (including MOD) to adhere to certain principles when seeking to procure anything.**

*These principles are:*

- Non-discrimination (on the grounds of nationality).
- Equal treatment (of all suppliers in any procurement context).
- Transparency (so that all parties can see that MOD is acting in a fair and non-discriminatory manner).
- Mutual recognition (of equivalent documents, standards and certificates from other EU Member States).
- Proportionality (in essence ensuring that MOD only does what is necessary for or 'proportionate' to what it is seeking to do).

## TENDERS ELECTRONIC DAILY (TED)

**Tenders Electronic Daily (TED) is the online version of the 'Supplement to the Official Journal of the European Union (OJEU)', dedicated to European public procurement.**

TED provides free access to business opportunities. It is updated five times a week with approximately 1500 public procurement notices from the European Union, the European Economic Area and beyond.

You can browse, search and sort procurement notices by country, region, business sector and more.

Information about every procurement document is published in the 24 official EU languages. All notices from the European Union's institutions are published in full in three languages.

**Why should I register on TED?**

- To access the entire content of TED, including the archive.
  - To personalise search profiles, according to your needs.
  - To get email alerts based on your search profiles.
  - To personalise RSS feeds for your websites and RSS readers.
- Registration and usage of TED is free and will remain so.

*Official Publications Office contact details:*

European Union, Publication of Supplement to the Official Journal of the European Union, 2 rue Mercier, L-2985, LUXEMBOURG

**T: 0032 2504 2810**

**F: 0032 2604 2815**

**E: [info@eda.europa.eu](mailto:info@eda.europa.eu)**

**W: [www.eda.europa.eu](http://www.eda.europa.eu)**

## CONTRACTS FINDER PORTAL

**C**ontracts Finder lets you search for information about contracts worth over £10,000 with the Government and its agencies.

*You can use Contracts Finder to:*

- Search for current contract opportunities.
- Find out what's coming up in the future.
- Look up details of previous tenders and contracts.

There may be opportunities for your business to provide goods and services to the public sector, either through a direct contract or by becoming a sub-contractor.

*The public sector includes:*

- Central government departments and agencies.
- Non-departmental public bodies.
- The NHS and its local trusts.
- Local authorities.
- The Northern Ireland Assembly.
- The National Assembly for Wales.
- The Scottish Government.
- Universities and colleges.

*Contracts Finder has details of:*

- Lower value contracts (over £10,000).
- Higher value contracts (over £100,000).
- Sub-contracting opportunities – contracts from prime contractors who have won public sector contracts.

*Each contract notice will have:*

- A short description of what the buyer wants, the value of the contract and other relevant information.
- Details of the deadline for responding.
- Details of who to contact or where to find further information.
- Tender documents.

### Pipeline notices

Pipeline notices give information about opportunities that might be offered by public sector organisations in the next few years.

### Closed tender and contract documents

Contracts Finder also has details of all 'closed' government opportunities since October 2010 – that is, where the tendering process has finished.

*You can find:*

- Who the contract was awarded to.
- The value of the contract.
- The criteria used to select the supplier.
- Whether or not the supplier(s) might sub-contract some of the work.

To download 'An introductory guide to Contracts Finder', visit [www.businesslink.gov.uk/Horizontal\\_Services\\_files/ContractsFinder\\_supplier-Guide\\_Nov11.pdf](http://www.businesslink.gov.uk/Horizontal_Services_files/ContractsFinder_supplier-Guide_Nov11.pdf)

## OTHER PUBLIC SECTOR WEBSITES

**S**cotland, Wales and Northern Ireland have their own dedicated public sector procurement websites.

*These are:*

- Sell2Wales ([www.sell2wales.gov.uk](http://www.sell2wales.gov.uk)) for opportunities with public sector bodies in Wales. Tel: **0844 561 0672**.

- Public Contracts Scotland ([www.publiccontractsscotland.gov.uk/search/search\\_mainpage.aspx](http://www.publiccontractsscotland.gov.uk/search/search_mainpage.aspx)) for opportunities with public sector bodies in Scotland.
- eSourcing NI (<https://e-sourcingni.bravosolution.co.uk/web/login.shtml>) for opportunities with public sector bodies in Northern Ireland. Tel: **0800 368 4850** (from inside the UK); or **+44 (0)20 3349 6601** (from outside the UK).

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National SME Engagement Programme

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## OJEU ADVERTISING THRESHOLDS

**T**he Commission has finalised and agreed the following threshold values which apply from 1 January 2014 to 31 December 2015. These apply to all contracting authorities, as defined by the Public Contracts Regulations. This includes all Central Government Departments, their Executive Agencies, Non-Departmental Public Bodies and the wider public sector.

### The Public Contracts Regulations

<b>Supplies and Part A Services (except R&amp;D and certain telecom services)</b>	Schedule 1 Bodies	£111,676	Others	£172,514
<b>Works</b>	All Bodies	£4,322,012		
<b>Small Lots</b>	Supplies & Services	£66,672	Works	£833,400

### The Utilities Contracts Regulations

<b>Supplies and Services</b>	All Sectors	£345,028		
<b>Works</b>	All Sectors	£4,322,012		
<b>Small Lots</b>	Supplies & Services	£66,672	Works	£833,400

### The Defence and Security Public Contracts Regulations

<b>Supplies and Services</b>	All Sectors	£345,028		
<b>Works</b>	All Sectors	£4,322,012		
<b>Small Lots</b>	Supplies & Services	£66,672	Works	£833,400

## WINNING THE CONTRACT COURSE

**T**he online public procurement course is now a free, nationally available training resource which all businesses can access. The course provides practical advice to help your business identify public sector procurement opportunities and a step-by-step guide to the key stages in the tendering process.

*You will be able to:*

- Identify the advantages and disadvantages of dealing with public bodies.
- Understand how different types of contracts are defined, advertised and dealt with.
- Understand approved supplier lists and framework agreements.

- Search for and find public sector opportunities.
- Identify the key stages in the tendering process.

The course also includes tips and information on forming a consortium, supply chains and 'meet the buyer' events. There are additional resources, links to related websites and a Hints and Tips download.

'Winning the Contract' contains a wealth of useful information, divided into modules, and is presented in an interactive and engaging format. There is an optional audio track to aid learning, as well as additional resources such as case studies, a glossary and website links.

The course will take approximately four hours to complete and can be accessed for free by registering at [www.learn-direct-business.com](http://www.learn-direct-business.com).

## MYSTERY SHOPPER SCHEME

*The Mystery Shopper Scheme has two roles:*

- It provides a clear, structured and direct route for suppliers to raise concerns about public procurement practice even when attempts at resolving issues with a contracting authority or a first-tier supplier have failed, and provides feedback to enquirers on their concerns.
- It also takes a proactive approach through spot checks on procurement documents.

*This enables the Cabinet Office's Mystery Shopper team to:*

- Identify areas of poor procurement practice so they can work with the contracting authority to put them right and help ensure similar cases do not arise in future.
- Take action to reduce the likelihood of similar issues arising in other authorities.
- Identify examples of good practice that they can share with other authorities.

The Mystery Shopper Scheme can be used by sending an email to [MysteryShopper@cabinet-office.gsi.gov.uk](mailto:MysteryShopper@cabinet-office.gsi.gov.uk) or by telephoning the Service Desk on **01603 704999**.

### What bodies are covered?

- Central government departments (eg Defra or MOD) – feedback about central government departments or any of the bodies for which they are responsible will be addressed.
- The wider public sector (eg local authorities, NHS trusts or educational establishments) in England – procurement carried out by devolved bodies in Scotland, Wales and Northern Ireland is not investigated.
- Prime contractors working on government contracts – the Mystery Shopper team will work with contract managers in departments and prime contractors to address feedback about unfair practices and other issues in the supply chain of government contracts.

The Mystery Shopper team publishes the results of the investigations into the cases they examine. The documents on the Mystery Shopper results page set out the issues and the resolution of the cases investigated so far. They also use social media to share the results of their investigations; only the contracting authority is named when they share and publish their results.

The Mystery Shopper Scheme now carries out spot-checks on procurement processes as well as continuing to deal with referrals

raised by SMEs and other concerned suppliers. The team examines procurement documents, typically from online portals, and discusses their findings with the contracting authority responsible for the procurement. Cases are selected at random from a spread of organisations, either looking at general procurement issues or focusing on particular aspects of the procurement. The team will publish the results of cases in line with the Government's commitment to transparency.

## CROWN COMMERCIAL SERVICE (CCS)



Crown  
Commercial  
Service

**The Crown Commercial Service (CCS) has brought together Government's central commercial capability in a single organisation, amalgamating the Government Procurement Service with commercial teams from the Cabinet Office and other central government departments.**

It is an executive agency of the Cabinet Office and operates as a trading fund under the Government's Funds Act 1973. Its remit is to work with both departments and organisations across the whole of the public sector to ensure maximum value is extracted from every commercial relationship and improve the quality of service delivery.

Its goal is to become the 'go-to' place for expert commercial and procurement services. It has brought together advice and direct buying to ensure policy development is closely linked to implementation with more emphasis on pre- and post-contract activity to extract more value for the taxpayer.

With both service delivery and advisory capability, its services include contract management and supplier performance management to ensure that the Government acts as a single

customer, freeing up individual organisations to focus their procurement expertise on what is unique to them.

It also works closely with arm's length bodies, non-departmental public bodies, executive agencies and other organisations across the whole of the UK public sector including health, local government, education, the devolved administrations, the emergency services and not-for-profit organisations.

There are a number of ways in which its services can be accessed: self-service via the website, assisted delivery, aggregated eAuctions and national further competitions which are run on behalf of multiple customers, and fully managed services for departments.

CCS's services are delivered by more than 2600 suppliers, of whom more than 50% are SMEs. Its value for money, commercial solutions are fully EU compliant to save customers time and money. It provides solutions for core commodity areas covering energy, travel, fleet, office solutions, communications services, print, professional services, ICT, eCommerce, construction, research, facilities management and property.

Contact the CCS Customer Service Desk on Tel: **0345 010 3503** or Email: **info@ccs.gsi.gov.uk** or **supplier@ccs.gsi.gov.uk**

## ACQUISITION SYSTEM GUIDANCE (ASG)

**The Acquisition System Guidance (ASG), formerly the Acquisition Operating Framework (AOF), is the main source of policy and guidance on acquisition for the MOD and industry partners. It defines how the MOD conducts, governs and controls its defence acquisition process and is the main enabler for improving its delivery to the Armed Forces and for producing greater value for money for the taxpayer.**

### How to access the ASG

The ASG is now available via registered access (<https://sts.defencegateway.mod.uk/register.aspx>). Please complete the registration form to get a login account from ASG; once you have activated your account you will be able to browse the ASG. You will be sent an email to activate your account.

### Contents of the ASG

The ASG provides the information, guidance and instruction that sets out how the MOD conducts its acquisition business.

*It includes:*

- Capability management, which includes the defence operating model (DOM), target operating model (TOM), generic capability management (GCM) model, capability management practitioners' guide (CMPG), requirements and acceptance and Urgent Operational Requirements (UORs) where you will find information on capability planning, capability delivery, capability generation, user requirements documents (URDs), system requirement documents (SRDs), integrated test, evaluation and acceptance and more.
- System of systems approach (SOSA), where you will find information on the SOSA principles, the SOSA operating model and SOSA rulebook.
- Portfolio, programme and project management (P3M), where you will find the MOD's portfolio, programme and

project management guidance/methodologies as well as MOD project management standard and information on through life management (TLM), through life finance, earned value management, planning and scheduling, assumptions management, risk management, configuration management, performance management and more.

- **The Commercial Toolkit, where you will find guidance on aspects such as contracting methods, contract administration, pricing and tendering as well as an archive of DEFCONs (Defence Conditions) and DEFFORMs (Defence Forms), the majority of which will be included in all MOD tender and contract documents and others on a case-by-case basis.**
- Logistics, where you will find the governing policies of the support solutions envelope (SSE), as well as guidance on integrated logistic support (ILS), reliability and maintainability and inventory management.
- Safety and environmental protection, including information on related safety and environmental protection legislation, policies, standards and management.
- Sustainable procurement, where you will find information on embedding sustainable procurement in the acquisition lifecycle and sustainable defence estate procurement.
- Engineering, including systems engineering, lifecycles, design review, standardisation and managing quality. You will also find sector-specific and cross-cutting information including maritime, land, air, information systems, communications and human factors integration (HFI).
- Defence science and technology, modelling and simulation and technology management and guidance on science and technology, technology readiness levels (TRLs) and systems readiness levels (SRLs).
- Planning process.
- Approvals and scrutiny, which includes approvals guidance.

If you experience any difficulties in registering or accessing the ASG, Email: **dpas-aofteam@mod.uk**



## PURCHASE TO PAYMENT (P2P)

**P2P is based on standard Oracle Commercial Off The Shelf (COTS) software. The system is based on standard commercial practices, which will allow the MOD to trade electronically with its suppliers via ePurchasing.**

*Key features of P2P include:*

- Electronic ordering, receipting and invoicing.
- Automated matching of order, receipt and invoice (3-way match).
- Interfaces with MOD financial systems.
- Interfaces with MOD inventory systems.
- Significantly improved management information.

P2P is an MOD-wide system that enables electronic purchasing to take place. Benefits to the MOD and industry alike include a reduction in the current large amounts of paperwork, a decrease in the purchasing cycle timescale through increasing automation of the process, and improved certainty of cash flow.

If you are an Exostar supplier and wish to know how to use the SCP application then go to the training area on the Exostar website.

*Should you experience problems on SCP, contact Exostar's Service Desk:*

**Worldwide:** T: 1-703-793-7800 F: 1-703-793-7962  
**United Kingdom:** T: 020 3300 7093

If you need any information with regard to GAX codes, contact the MOD SDV team in Liverpool on **0151 242 2207** or **0151 242 2647**. Alternatively, you can email them on **DFM-FMSSC-IR-AMI2-1SDVshared@mod.uk**, **DBSFin-IR-Acc2-1SDV4@mod.uk** or **DBSFin-IR-Acc2-1SDV@mod.uk**.

Please be aware that the **GAX code is a 7-digit code**, made up of a 5-digit code (sometimes called contractor code) and a 2-digit code (sometimes called site code and often, but not always 00).

**It is essential for invoicing.**

If you have commercial or payment queries such as 'Why haven't I been paid for an item?', in the first instance call your MOD commercial officer; their details can be found in DeForm 111. In the event that they are unable to assist, then call the MOD's Billing Agency Department on **0151 242 2000**.

For all general queries or technical faults, contact the Capgemini Service Desk on **0870 241 3569** or by email.

## DEFENCE BUSINESS SERVICES (DBS)

**Defence Business Services (DBS) is the largest 'Shared Services Centre' in Europe and was initially set up by merging the pillars identified below. The merger was a result of Lord Levene's Defence Reform report published in 2011.**

DBS is an organisation within the Ministry of Defence, with management currently outsourced to Serco, and is responsible for providing corporate services to the Department.

*It was established in July 2011 by bringing together the following MOD executive agencies:*

- **DBS Civilian HR** is responsible for providing HR services to MOD employees. It joined DBS on 1 July 2011 and was formerly the People, Pay and Pensions Agency.
- **DBS Finance** is responsible for MOD accounting processes. It joined DBS on 1 July 2011 and was formerly the Financial Management Shared Service Centre.

- **DBS Knowledge and Information** is responsible for data and information services. It joined DBS on 1 July 2011 and includes the Information Coherence Authority for Defence (ICAD).
- **DBS Military Personnel** is responsible for providing HR services to forces personnel and the Joint Personnel and Administration System. It joined DBS on 1 April 2014 and was formerly part of the Service Personnel and Veterans Agency.
- **DBS National Security Vetting** is responsible for vetting potential employees. It joined DBS on 1 October 2011 and was formerly the Defence Vetting Agency.
- **Veterans UK** is responsible for the administration and delivery of the Armed Forces Pension and Compensation Schemes, including the War Pension Scheme. It joined DBS on 1 April 2014 and was formerly part of the Service Personnel and Veterans Agency.

In 2014 the organisation evolved with the Service Personnel and Veterans Agency merging into Defence Business Services and continuing under the 'Veterans UK' name for continuity purposes.

## INTELLECTUAL PROPERTY RIGHTS (IPR)

**Intellectual Property (IP) is a generic term applied to products of original intellectual effort. IP may be protected by statutory or common law rights – patents, copyright, database rights, design rights (registered and unregistered), trademarks and confidential information (eg trade secrets or know-how).**

Within the UK jurisdiction the MOD has limited Crown rights to use certain Intellectual Property Rights without the prior agreement or consent of the IPR owner.

Compensation may be payable for any loss incurred by an owner or exclusive licensee in respect of patents and designs (whether registered or not) for not being awarded an MOD contract.

The majority of MOD contracts involve the creation or use of one or more forms of IP. Although circumstances do arise where MOD deems it appropriate to secure ownership of the IP, the normal policy

is to leave ownership with the contractor and take specific rights of use. Right of use is normally effected either by establishing rights through a contract or a licensing arrangement with the IP owner.

Access to and use of IPR is essential when outsourcing repair and maintenance to contractors who may not be the Design Right Owners. To address these problems an 'IPR Protocol' has been agreed with the Trade Associations.

Special IP considerations arise in competitive tendering for the first production order. If proceeding to competition, the company owning the IP must be invited to tender unless there are good reasons for not doing so.

MOD's treatment of intellectual property, whether owned by MOD itself or a third party, is set out in its policy statement on the Commercial Toolkit hosted on the AOF. Register for access to the AOF at <https://sts.defencegateway.mod.uk/register.aspx>. The Commercial Toolkit can be viewed under the What's New section.

# SECURITY CLEARANCE

**Do I need a security clearance, or does my company need security cleared staff to bid for MOD contracts?**

No. You do not need to hold security clearance to bid for MOD work advertised in MOD DCO, MOD DCB, OJEU, the Contracts Finder portal and other sources. The MOD contracting procedures make sure that there is no competitive advantage in having prior security clearances.

Requests for clearances must be raised during the contractual process. Advertising for staff that already have a security clearance is contrary to Government policy, is unnecessary and potentially discriminatory. Any individual who sees such a criterion specified in advertisements when seeking employment can inform the Cabinet Office by forwarding full details of the post and employer.

**How do I get a security clearance?**

First you need a sponsor. Individuals and companies cannot ask for a security clearance unless they are sponsored and you will not be sponsored unless they are contracted (or in the process of being contracted) to work on one or more specific MOD classified projects.

For sub-contractors the company will sponsor the clearance if they are 'LIST X'. If the contractor and sub-contractor are not 'LIST

X', the governing body will sponsor the clearance. For example, working on an MOD project, the MOD site/unit will sponsor the clearance if the companies are not 'LIST X' approved.

**Why does MOD insist on having sponsors for security clearance? Why can't I just apply for a security clearance?**

A security clearance provides a certain level of assurance at a point in time as to an individual's suitability to have access to sensitive information.

It does not provide a guarantee of future reliability and all security clearances are kept under review to ensure that the necessary level of assurance is maintained. This review is carried out by government departments and government sponsored contractors who are responsible for the oversight and aftercare of individuals granted a security clearance.

This would not be possible in the case of private individuals. Additionally, Defence Business Services National Security Vetting (DBS NSV) is funded and staffed to meet forecast requirements for security vetting. It could not accommodate large numbers of additional clearances on an ad hoc basis.

For further information on 'LIST X' security clearance, contact **DESInfra-Securityadvicecentre@mod.uk**.

# 21st CENTURY SUPPLY CHAINS (SC21) PROGRAMME

**SC21 is a change programme designed to accelerate the competitiveness of the aerospace and defence industry by raising the performance of its supply chains. International competition, together with the challenges posed by the defence industrial strategy, necessitates rapid improvement in the effectiveness of our supply chains. At the same time, industry must ensure that it delivers competitive solutions for customers whilst maintaining profitable business growth.**

**What are the benefits of committing?**

Since 2006, SC21 has seen companies benefiting from a large range of benefits and savings, such as:

- Reduced overheads from implementing business excellence and lean principles through the Bus Ex and Man Ex tools.
- Operational improvement with minimal costs to the business.
- Increased competitiveness.
- Leaner production.
- Cost reduction.
- Shorter set-up times.

Through participating in SC21 your business will also understand better how the industry will be changing in the future and you will be kept aware of developments in the sector and the activities regarding your colleagues on the SC21 programme.

*Contact details:*

Head of Supply Chain

**T: +44 (0)7917 600126; E: phil.curnock@adsgroup.org.uk**

Projects Manager – SC21 & Quality

**T: +44 (0)7717 173746**

# FRAMEWORK AGREEMENT FOR TECHNICAL SUPPORT (FATS)

## Agreement Overview

There are two frameworks that fall under the FATS banner:

- **Framework Agreement Technical Support (FATS/4)** which began on 01/04/2012 and will expire on 31/03/2015
- **Framework Agreement Technical Support – Specialist Technical Support (FATS/STS)** which began on 07/10/2013 and will expire on 06/10/2015

This is a multi-participant framework agreement for the procurement of technical support. It has a supplier base representing a wide array of technical capabilities. Each member's submitted areas of expertise are listed in the Market Knowledge Matrix (MKM) to identify possible competition.

Technical support can be defined as:

- **Technical Studies** – research-based activity including studies, prototyping and technical demonstrators.

- **Technical Project Support** – project-based activities provided into the Operating Centres where there is a capability gap, including, manufacturing concepts, assessment, development, in-service, disposals, independent safety activities, independent security activities, reliability modelling.
- **Technical Engineering Support** – task-based support including Post Design Support (PDS), calibration, analysis testing and integration.

The FATS/4 framework offers a contracting route for general technical support, whereas the FATS/STS framework offers a contracting route for 'Duty of Care' areas, such as Safety. To use FATS, customers should consult the FATS 4 or FATS STS Taxonomies (listed below). They should then email a list of Narrow Capability Areas (NCAs) which are relevant to their task to **defcomrclcc-techspt1a@mod.uk** (Please note that the list of NCAs should

relate to FATS 4 or FATS STS but not cover both frameworks). The FATS team will then run a Market Knowledge Matrix search for you and email you back a tender field.

### Background

Before FATS, technical support requirements were disaggregated and tended to be placed with a small group of contractors, using a variety of contracting routes.

FATS was generated to provide a 'one-stop shop' for all technical support requirements. FATS is based around capability areas, in effect skill areas, which form a taxonomy. This is reviewed with each iteration of FATS in order to reflect future requirements.

Suppliers tender at framework level for these capability areas which form the taxonomy. Once the framework has been awarded customers use FATS by selecting which capability areas are applicable and this creates a pool of potential suppliers.

Placing a framework saves customers' time as opposed to placing individual contracts but also provides the opportunity for tasks to be competed to ensure value for money. Maximum rates have been agreed with the supplier base, but competition should allow them to find their own level.

### Benefits

- A fast and efficient route to market for the MOD and Other Government Departments (OGDs).
- Task price based on a robust set of 'Key Deliverables' – focuses the customer on defining the requirement fully.
- Opens up the market and encourages competition.
- Builds on the recognised brand associated with 'Technical Support'.
- Introduces more generic terms in order to ease OGD use.
- Mandated ISO accreditation gives all suppliers more credibility with the customer.

### How to access

The FATS/4 and FATS/STS Customer Guidance documents provide a step-by-step guide on how to access and use the FATS frameworks.

Anyone wishing to use FATS should be aware that competition is the default and any request to use FATS is subject to an approval process conducted by the FATS Gates and Governance team.

### Savings

- It has been estimated by the team that savings of 8% have been achieved. However, when reviewed by the Cabinet Office these savings were estimated to be nearer 20%. Before FATS, technical support requirements were disaggregated and tended to be placed with a small group of contractors. FATS is designed to open up the marketplace and establish that competition is possible for the vast majority of requirements. FATS is a one-stop-shop for technical support needs and is a quick route to market.
- The 8% saving was based on prices paid with key suppliers for similar tasks prior to commencement of the original Framework and then what was paid under the Framework for similar tasks less 2%.
- The default is that all tasks are placed following mini-competition and therefore the market finds its own level. When tasks are placed on a 'sole-source' basis these have to be to pre-agreed man hour rates or lower. These rates do not apply in competition. These rates are generally lower than agreed under the previous iteration of the framework. However, it is believed that testing the market by use of competition is the best way of achieving good value for money.
- There are no sanctions for existing suppliers, as we believe the market finds its own level. However, when setting up the framework a formula was set up whereby tenderers had to submit rates that were within the median + 65% of submitted rates for any given Broad Capability Area.

E: [sarah.barnard@adsgroup.org.uk](mailto:sarah.barnard@adsgroup.org.uk)

## MOD IMPLEMENTATION OF CYBER ESSENTIALS SCHEME

**The Government has recently highlighted its plans to invest heavily in cyber security over the next five years and British industry now needs to be aware that every British company is a target, that every British network will be attacked, and that cyber crime is not something that happens to other people.**

The MOD is committed to ensuring it and its supply chain are appropriately protected and has been working jointly with industry and Other Government Departments in the Defence Cyber Protection Partnership (DCPP) to develop a proportionate means of achieving this. As a first step, the MOD will be implementing the Government's Cyber Essentials scheme through a compliance question in its supplier selection Pre-Qualification Questionnaire.

**For all new requirements advertised from 1 January 2016 which entail the transfer of MOD identifiable information from customer to supplier or the generation of information by a supplier specifically in support of the MOD contract, MOD will require suppliers to have a Cyber Essentials certificate by the contract start date at the latest, and for it to be renewed annually. This requirement must be flowed down the supply chain.**

It is expected that this scoping will apply to most direct MOD contracts; however, the supply chain will also need to apply the same test as it flows work down into sub-contracts and it is recognised that the scoping statement may not be applicable at some of these lower levels, eg items procured on a regular basis where allocation is unknown at the time of purchase. The more extensive requirements of the DCPP Cyber Security Model will be implemented in a phased approach from April 2016.

HM Government commissioned a 2015 Information Security Breaches Survey. There are some rather worrying statements, some of which can be attributable to the cyber threat. 90% of large organisations and 74% of small businesses will have suffered a security breach. 69% of large and 38% of small businesses were attacked by an unauthorised outsider last year, while the average costs of the worst possible breach range from £75k to £311k for a small business to £1.46m to £3.14m for a large business.

By implementing the basic cyber controls required of the Government's Cyber Essentials scheme businesses will protect their information assets from almost 80% of cyber threats. The MOD DCPP team would be happy to advise suppliers on any aspects of meeting these requirements and can be contacted at [issdes-dcpp@mod.uk](mailto:issdes-dcpp@mod.uk).

*Francesca Insley Def Comrcl Pol 2D-Asst TL and Frank Tindall Def Comrcl Pol-2-TL*



# CONTACT POINT DETAILS FOR THE MOD'S KEY SUPPLIERS

Companies wishing to contact these suppliers in the context of possible defence-related sub-contract opportunities may do so using this list:

## AGUSTAWESTLAND

Procurement Manager  
E: [stuart.ward@agustawestland.com](mailto:stuart.ward@agustawestland.com)

## BABCOCK

Procurement Director – Marine & Technology  
Division  
E: [tim.a.clay@babcock.co.uk](mailto:tim.a.clay@babcock.co.uk)

## BABCOCK

Head of Supply Chain Management & Procurement  
E: [gary.sheridan@babcock.co.uk](mailto:gary.sheridan@babcock.co.uk)

## BAE SYSTEMS

Supplier Manager UK, BAE Systems,  
Head Office, Procurement  
E: [supplierenquiries@baesystems.com](mailto:supplierenquiries@baesystems.com)

## BOEING\*

Industrial Participation Specialist  
E: [tim.j.wheeler@boeing.com](mailto:tim.j.wheeler@boeing.com)

## BOEING\*

Supplier Manager & Procurement Manager  
E: [Steve.m.hall@boeing.com](mailto:Steve.m.hall@boeing.com)

## BT

Sales Director, Capability  
W: [www.selling2bt.bt.com/working/default.htm](http://www.selling2bt.bt.com/working/default.htm)

## COBHAM

Managing Director, Aviation & Engineering Services  
E: [des.taylor@cobham.com](mailto:des.taylor@cobham.com)

## FINMECCANICA

Business Development Manager  
E: [Matthew.maher@finmeccanica.com](mailto:Matthew.maher@finmeccanica.com)

## GENERAL DYNAMICS

Head of Supply Chain, General Dynamics UK  
W: [www.generaldynamics.com/suppliers/become-a-supplier/](http://www.generaldynamics.com/suppliers/become-a-supplier/)

## KELLOGG-BROWN-ROOT

Senior Procurement Manager  
E: [barry.summerfield@kbr.com](mailto:barry.summerfield@kbr.com)

## LOCKHEED MARTIN

Customer Relations & Supply Chain Strategy  
E: [nigel.strutt@lmco.com](mailto:nigel.strutt@lmco.com)

## MARSHALL AEROSPACE

Head of Purchasing  
E: [jon.mckeown@marshallaerospace.com](mailto:jon.mckeown@marshallaerospace.com)

## MARSHALL SPECIAL VEHICLES LTD

Head of Purchasing  
E: [david.knight@marshallsv.com](mailto:david.knight@marshallsv.com)

## NORTHROP GRUMMAN MISSION SYSTEMS EUROPE LTD

Commercial Manager  
E: [clappin@ngms.eu.com](mailto:clappin@ngms.eu.com)

## NORTHROP GRUMMAN PARK AIR SYSTEMS

Contracts Manager  
E: [N.Cooper@uk.parkairsystems.com](mailto:N.Cooper@uk.parkairsystems.com)

## NORTHROP GRUMMAN REMOTEC UK LTD

Contracts Manager  
E: [Michael.Coltman@euro.ngc.com](mailto:Michael.Coltman@euro.ngc.com)

## NORTHROP GRUMMAN SPERRY MARINE BV

Supply Chain Manager  
E: [christopher.bruce@sperry.ngc.com](mailto:christopher.bruce@sperry.ngc.com)

## PURPLE FOOD SERVICES LTD

Managing Director  
E: [enquiries@purplefoodsolutions.co.uk](mailto:enquiries@purplefoodsolutions.co.uk)

## QINETIQ

Divisional Supply Chain Manager  
E: [ducas@qinetiq.com](mailto:ducas@qinetiq.com)

## ROLLS-ROYCE

Global Purchasing Executive – Submarines  
E: [sara.mitchell2@rolls-royce.com](mailto:sara.mitchell2@rolls-royce.com)

## ROLLS-ROYCE

Procurement Executive, Rolls-Royce Naval  
E: [paul.bassett@rolls-royce.com](mailto:paul.bassett@rolls-royce.com)

## ROLLS-ROYCE

Director, Supply Chain Planning &  
Control and Defence Operations UK  
E: [Julie.scattergood@rolls-royce.com](mailto:Julie.scattergood@rolls-royce.com)

## ROLLS-ROYCE

Head of Procurement  
E: [dennis.wareing@rolls-royce.com](mailto:dennis.wareing@rolls-royce.com)

## THALES GROUP

Head of Procurement Strategy & Offset  
W: [www.thalesgroup.com/en/content/contact-us-7](http://www.thalesgroup.com/en/content/contact-us-7)

## ULTRA ELECTRONICS

Group Marketing Director  
W: [Procurement:ultra-electronics.com](http://Procurement:ultra-electronics.com)

\* Company representatives approaching Boeing for possible opportunities should research Boeing requirements at the following link:  
[www.boeing.co.uk/Boeing-in-the-UK/Research-and-Technology/Industrial-Participation](http://www.boeing.co.uk/Boeing-in-the-UK/Research-and-Technology/Industrial-Participation)



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# Trade Associations

## AEROSPACE, DEFENCE, SECURITY AND SPACE (ADS)

**ADS is the premier trade organisation advancing the UK Aerospace, Defence, Security and Space industries. Farnborough International Limited (FIL), which runs the Farnborough International Airshow, is a wholly owned subsidiary.**

The industries represented by ADS are vital to the UK economy and are major drivers of growth and prosperity. The sector activities within ADS are designed to respond to the priority needs indicated by Members. It is also important to bring the sectors into focus for senior policy makers.

*The following priority objectives are designed to give focus to the work ADS undertakes:*

- Improve the image and profile of our industries
- Influence the policy debates of most importance to our industries
- Support UK manufacturing and our industries' supply chains
- Encourage investment in technology and innovation
- Support business development opportunities nationally and in priority international markets.
- Increase member value

ADS is also proud to support:

- SC21
- Sustainable Aviation
- Defence Industries Council
- RISC

ADS is a member of the AeroSpace and Defence Industries Association of Europe and the Trade Association Forum.

### Understanding the Four Sectors

*Everything that ADS does is driven by understanding the issues, opportunities and priorities of the four sectors which ADS represents:*

- Aerospace
- Defence
- Security
- Space

It is working with Members and gaining this understanding that allows ADS to develop and deliver the services that provide real value.

No matter what their scale of business, it is essential that it is the membership that determines what ADS is and what it does.

*Contact details:*

#### Head Office

ADS Group Ltd, Salamanca Square,  
9 Albert Embankment, LONDON SE1 7SP  
T: +44 (0)20 7091 4500  
F: +44 (0)20 7091 4545

E: [enquiries@adsgroup.org.uk](mailto:enquiries@adsgroup.org.uk)

#### Farnborough

ADS Group Limited, Show Centre, ETPS Road,  
Farnborough Aerodrome, FARNBOROUGH,  
Hampshire GU14 6FD  
T: +44 (0)20 7091 4500  
F: +44 (0)20 7091 4546

#### Scotland

ADS Scotland, Phase 2, 2 Crewe Road North,  
EDINBURGH EH5 2XS  
T: +44 (0)131 343 8931

#### Northern Ireland

ADS Northern Ireland, Bombardier Aerospace,  
Belfast, Airport Road, BELFAST BT3 9DZ  
T: +44 (0)7827 669577

#### Toulouse

ADS Toulouse SARL, Aeropole Batiment 2,  
5 Avenue Albert Durand, 31700 Blagnac, FRANCE  
T: +33 (0)5 3460 6929  
F: +33 (0)5 3460 6930

#### India

ADS Advanced Engineering (India) Private Ltd,  
UKIBC Bangalore Business Centre,  
Prestige Blue Chip, No 9 Hosur Road,  
Nr Dairy Circle, Bangalore 560 019, Karnataka, INDIA

## BRITISH ENGINEERING MANUFACTURERS' ASSOCIATION (BEMA)

**The British Engineering Manufacturers' Association (BEMA) was founded in 1936 to benefit member companies with mutual help and assistance. Since then the Association has grown considerably and is now a company limited by guarantee but still maintaining the same ethos of common co-operation.**

We are the largest engineering trade association in the South West of England with members operating as far north as Worcestershire and south to Cornwall, west into South Wales and as far east as Surrey.

*Contact details:*

#### BEMA

5A Stover Road, YATE,  
South Gloucestershire BS37 5JN  
T: 01454 321356

## CONFEDERATION OF BRITISH INDUSTRY (CBI)

**The CBI is the UK's premier business lobbying organisation, providing a voice for employers at a national and international level.**

We are here to provide a voice for business people and their businesses on a national and international level. We speak for companies of every size – including many in the FTSE 100 and FTSE 350, mid-caps, SMEs, micro businesses, private and family owned businesses, start-ups and trade associations; and in every sector – including agriculture, automotive, aerospace and defence, construction, creative and communications, financial services, IT and e-business, management consultancy, manufacturing, professional services, retail, transport, tourism and utilities.

Our mission is to promote the conditions in which businesses of all sizes and sectors in the UK can compete and prosper for the benefit of all. To achieve this, we campaign in the UK, the EU and internationally for a competitive policy landscape.

*Contact details:*

#### CBI

Cannon Place, 78 Cannon Street,  
LONDON EC4N 6HN  
T: 020 7379 7400  
F: 020 7379 7200  
E: [enquiries@cbi.org.uk](mailto:enquiries@cbi.org.uk)

## EEF LTD

**Everything we do, from business support to championing manufacturing and engineering in the UK and the EU, is designed to help our industry thrive, innovate and compete locally and globally.**

We work with and for a whole range of people, including industry leaders, managers, professional staff, apprentices, policy-makers, and the media.

We help foster enterprise and innovation while making sure businesses are compliant, competitive, and future-focused.

### What we do and why

We work with everyone involved in the industry to support and champion manufacturing and engineering in the UK and Europe.

### Our values

We're proud of what we do and our values underpin the way we do it.

*Contact details:*

#### EEF

T: 080 8168 5874

## FARNBOROUGH AEROSPACE CONSORTIUM (FAC)

**Farnborough Aerospace Consortium (FAC) is a business-winning trade association with national and international members. It is the largest and most established aerospace and defence trade body in the UK, providing support to some 300 companies located in southern England – the heart of the UK's aerospace industry.**

Through its unrivalled experience and expertise, FAC acts as an enabler for business between large primes and the supply chain, particularly small to medium size enterprises. It enables its members to become more competitive and increase their market share through facilitating local and international trading, technology transfer and development, sharing of best practice and training plus lobbying at national level on key issues facing the sector.

The FAC recognises the consequences and impact of globalisation. It is committed to the long-term strategic growth of the aerospace and defence sectors, ensuring the region continues to excel on a global scale.

### Mission Statement

*"Enabling members to improve their business winning opportunities and capabilities"*

*FAC aims to make a significant contribution to sustaining a prosperous aerospace and defence industry in the UK by:*

- Being a leading aerospace and defence trade body
- Supporting and championing the cause of the aerospace and defence industry
- Providing a brokering service to help members win new business
- Developing for all relevant sectors an effective contract winning and collaborative working mechanism to win and undertake work

- Being recognised internationally as a key portal for investment and business winning aerospace and defence opportunities in the UK particularly for SMEs
- Being recognised by academia and research establishments as a key route to the aerospace and defence industry
- Being accepted by Government and the industry as the principal voice of SMEs in the aerospace and defence industries in the UK
- Working with appropriate partners to establish an effective learning and skills programme to attract and retain people in the aerospace and defence industries and to develop the skills of the existing and future workforce.
- Developing funding sources for FAC and its members including membership services, consultancy and winning and managing Government projects/initiatives
- Establishing good communications with the media to promote the aerospace and defence industries.

**Contact details:**

**Farnborough Aerospace Consortium**

The Council Offices, FARNBOROUGH,  
Hampshire GU14 7JU  
T: 01252 375600  
F: 01252 398260  
E: events@fac.org.uk

## FEDERATION OF SMALL BUSINESSES (FSB)

**The Federation of Small Businesses (FSB) is non profit making and non party political and is the UK's largest campaigning pressure group promoting and protecting the interests of the self-employed and owners of small firms. Formed in 1974, it now has around 200,000 members across 33 regions and 188 branches.**

Our lobbying arm – led by the Westminster Press and Parliamentary Office – puts pressure on the Government in Whitehall and EU institutions in Brussels, and put the issues affecting FSB members over to the media. The FSB also has Press and Parliamentary Offices in Glasgow, Cardiff and Belfast to lobby the devolved assemblies. Development Managers work alongside members in our regions to further FSB influence at a regional level.

In addition, Member Services is committed to delivering a wide range of high quality, good value business services to members of the FSB. These services will be subject to continuing review and will represent a positive enhancement to the benefit of membership of the Leading Business Organisation in the UK.

**Vision**

*"A community that recognises, values and adequately rewards the endeavours of those who are self employed and small business owners within the UK"*

**Mission Statement**

*"To be and remain the largest and most effective organisation promoting and protecting the interests of the self employed and small business owners within the UK"*

*Principal objectives to achieve the Mission Statement:*

- To recruit continuously at a high level
- To retain as many members as possible
- To promote the interests of members
- To protect members' business
- To publicise the benefits of self-employed and business ownership
- To identify the continuously changing needs of members

**How to tender for FSB contracts**

The FSB is focused towards the self-employed and small businesses and therefore when it requires work, goods or services it will always give the opportunity to tender to the self-employed and small businesses if at all possible. Given the size of the organisation and it's national and international profile it may, however, require large and/or long term contracts that by their nature the self-employed and small businesses may find difficult to fulfil.

Whilst the self-employed and small businesses will always be given the opportunity to tender for any and all work, services and contracts let by the FSB, they must be prepared to meet the requirements of the FSB going forward.

**Contact details:**

**Federation of Small Businesses**

Sir Frank Whittle Way, BLACKPOOL,  
Lancashire FY4 2FE  
T: 080 8202 0888  
E: customerservices@fsb.org.uk

## MANUFACTURING ADVISORY SERVICE (MAS)

**MAS is delivered by the Manufacturing Advisory Consortium (MAC). The consortium comprises Grant Thornton, Pera Consulting, West Midlands Manufacturing Consortium Ltd and SWMAS Ltd.**

**Grant Thornton**

Grant Thornton is a leading business and financial adviser with 26 offices across the country. We are a member firm within Grant Thornton International Ltd, one of the world's leading international organisations of independently owned and managed accounting and consulting firms.

**Pera Consulting**

Pera was formed in 1946 as the Production Engineering Research Association to support British manufacturing industry; a role it has been fulfilling for almost 70 years. During that period, Pera was retained by the UK Government to deliver the British Technology Advice Service in the 1960s; the Production Engineering Advisory Service in the 1970s; the National MAS in the 1980s; and the Enterprise Initiative for Manufacturing and Quality in the 1990s. Today, Pera Consulting works with regional, national and international agencies and government departments to deliver policy objectives and leverage public sector investment, inspiring business growth, creating jobs and boosting economies. We create robust programmes that are self-sustaining and leave a lasting legacy.

**The West Midlands Manufacturing Consortium Ltd**

The West Midlands Manufacturing Consortium Ltd was set up in 2002 as a special purpose vehicle to deliver MAS in the West Midlands. WMMC Ltd was established as a not-for-profit company by three member organisations, Warwick Manufacturing Group, the EEF and BusinessLink West Midlands. Since its start up it has worked with nearly 17,000 manufacturers, and delivered over 5480 in-depth interventions and generated around £100 million of QCD improvements per year.

**SWMAS Ltd**

SWMAS Ltd was established at the beginning of MAS in 2002 with the purpose of delivering the MAS service to manufacturers in the South West of England.

**GREAT Britain Campaign**

MAS is proud to be a part of the Government-backed GREAT Britain campaign which seeks to highlight support for businesses aspiring to succeed and to encourage entrepreneurial spirit. The campaign aims to encourage businesses to start-up or to continue growing – whether through developing ideas, writing a business plan, employing more staff or starting to export.

**Contact details:**

**MAS**

T: 0300 303 0034

E: advice@mymas.org

## MANUFACTURING TECHNOLOGIES ASSOCIATION (MTA)

**The Manufacturing Technologies Association (MTA) is the advanced machinery, equipment and intellectual property that enable the creation of the products we rely on from day to day and that drive our economy.**

Machine tools are used across every sector of engineering to shape and form the parts that make up everything from the latest fighter jet to the most innovative surgical implant. Other aspects of manufacturing technology such as metrology (measuring) equipment, robotics and computer aided design and manufacturing systems (CAD/CAM) combine with the machines, tooling and work-holding equipment to make up complete systems, increasingly automated and adaptive, that manufacturers deploy, making the sector fundamental to the nation's economy.

The sector's turnover in the UK is some £1.6 billion, of which more than 80% is exported, with the engineering powerhouses of China, the USA and Germany our biggest markets.

The sector directly employs just under 10,000 people, most of them highly skilled. These numbers can seem relatively small, but such is the centrality of the manufacturing technology sector to all other manufacturing sectors that without it they literally cannot work.

The Manufacturing Technologies Association is a trade association for companies working in the engineering-based manufacturing sector. Many of its members are involved in the construction and supply of manufacturing technology whilst other members deploy these technologies, and some are involved in providing services to the industry.

*Our key activities as an Association are:*

- Representing engineering based manufacturing and supporting the advanced engineering sector through advocacy, media contact and networking.
- Providing relevant and specific industry intelligence as well as access to the latest developments in research and technology.
- Encouraging talent through funding and support for workplace training and education initiatives in schools, colleges and universities.
- Delivering the UK's only major exhibition focused on manufacturing technologies – MACH (owned and organised by the MTA).

**Contact details:**

**Manufacturing Technologies Association**

62 Bayswater Road, LONDON W2 3PS  
T: 020 7298 6400



## MIDLANDS AEROSPACE ALLIANCE (MAA)

**The Midlands Aerospace Alliance was formed in 2003 to support and represent the aerospace industry across the Midlands region.**

More than 40 people serve on the MAA board or one of our three working groups – a number maintained since 2004. This network lies at the heart of the MAA's success.

We became a Company Limited by Guarantee (non-profit limited company) in 2005 and invited Midlands aerospace companies to join as formal members. Later that year we held our first elections to broaden board representation. In 2009 the MAA moved from Pera in Leicestershire to its current offices in Coventry.

Like the aerospace alliances in other UK clusters, the MAA works closely with the national body Aerospace, Defence, Space and Security (ADS).

Two facts indicate how much our members value our services: at the Farnborough International Airshow in 2012, the MAA had more member companies exhibiting on its stand than any region or country in the world – bar one, the UK's North West Aerospace Alliance. In 2014, the MAA had more member organisations than any regional aerospace alliance in the world – bar France's Aerospace Valley (which runs from Toulouse to Bordeaux). We would like to think this is quite good, considering that we don't actually make any aircraft in the Midlands.

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## MOTORSPORT INDUSTRY ASSOCIATION (MIA)

**The Motorsport Industry Association (MIA) is the world's leading trade association for the motorsport, performance engineering, services and tuning sectors. The MIA represents the specialised needs of this highly successful global industry as it undergoes continuing rapid development throughout the world.**

In April 1994, leading personalities in British motorsport joined forces to form their own trade association – the MIA – with the aim of promoting one of the UK's most successful industries: motorsport. The original concept was proposed by Founder and original CEO, Brian Sims, with the first Executive Committee comprising Rob Baldock (Accenture); Dick Scammel (Cosworth); Tony Schulp (Haymarket); John Kirkpatrick (Jim Russell Racing Drivers School); Tony Panaro (Euro Northern Travel) and Tony Fletcher (Premier Fuels).

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### Motorsport Industry Association

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## NORTH WEST AEROSPACE ALLIANCE (NWAA)

**The North West Aerospace Alliance (NWAA) was formed in 1994 to represent and support the Aerospace Industry across the North West of England. NWAA represents approximately 25% of**

**the UK aerospace industry with over 220 member companies and a combined turnover in excess of £7 billion.**

NWAA has developed considerable technical expertise to support aerospace companies through the delivery of over £20 million of supply chain improvement programmes such as Aerospace Supply Chain Excellence (ASCE), Growing Autonomous Mission Management Applications (GAMMA) and the National Aerospace Technology Programme (NATEP).

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## NORTHERN DEFENCE INDUSTRIES (NDI)

**NDI is a leading supply chain sourcing and development service representing the interests of businesses in the defence, aerospace, space and security sectors. We deliver real business opportunities and value added services to our members, promoting their capabilities nationally and internationally.**

NDI membership is recognised by prime contractors to represent quality supplier capability. We work closely with major prime contractors, systems integrators, supply network companies, the MOD and foreign defence to proactively match the skills and capabilities of our member companies to their supply chain requirements creating real potential for business growth and development.

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## SOCIETY OF MARITIME INDUSTRIES

**The Society of Maritime Industries is the voice of the UK's maritime engineering and business sector promoting and supporting companies which build, refit and modernise commercial and naval vessels, and supply equipment and services for all types of ships and underwater vehicles, ports and terminals infrastructure, offshore oil and gas, maritime security and safety, marine science and technology and offshore renewable energy.**

The Society provides a wide range of activities both internationally and in the UK for the benefit of the maritime engineering business community. The members' interests are represented by our six councils which focus on the markets in offshore energy, marine science and technology, commercial maritime operations, ship building, repair and equipment, naval platforms, systems and equipment, maritime security and safety, and ports and terminals infrastructure. Our activities follow our objectives of presenting members with business opportunities, assisting with research and innovation, lobbying government and NGOs to improve the business environment, facilitating network opportunities and providing marketing and other services.

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## TECHUK

**techUK represents the companies and technologies that are defining today the world that we will live in tomorrow.**

More than 850 companies are members of techUK. Collectively they employ more than 500,000 people, about half of all tech sector jobs in the UK. These companies range from leading FTSE 100 companies to new innovative start-ups. The majority of our members are small and medium sized businesses.

*techUK is committed to helping its members and the sector grow. It does this by helping members to:*

### Expand Market Opportunities

- techUK works with its members to identify and advance innovation in the key markets representing the most significant opportunities for growth both domestically and internationally.

### Improve Operating Performance

- techUK works with our members to identify and help shape key public policy issues to optimise our industry's economic potential – both domestically and overseas.

### Make Informed Decisions

- techUK affords unique insights on key issues to help members make more informed decisions – and ensure a competitive edge in their markets.

### Build Stronger Relationships

- techUK helps companies broaden their network, build connections and deepen relationships with potential customers, partners and suppliers.

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## WEST OF ENGLAND AEROSPACE FORUM (WEAF)

**The West of England Aerospace Forum (WEAF) is a membership trade association that champions and supports the interests of the aerospace and defence industry in the South West of England. The forum leads the sector in delivering national supply chain initiatives, which connect the SME community to the Primes.**

WEAF collaborates with partners like UKTI to provide critical support services such as export and marketing opportunities at major international trade exhibitions, like Farnborough and Paris. It also enjoys close links with the MOD. Our Membership Directory and Capabilities Database promote WEAF members online using detailed and structured information on competency.

Our aim is to facilitate an environment where companies can improve their competitiveness and grow the industry. To this end, WEAF runs the Aerospace and Advanced Engineering iNet, networking and training events. It also actively encourages skills development and leads key Steering Groups within the aerospace and defence industry.

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# DE&S Operating Centres

## DE&S SUBMARINES OPERATING CENTRE

### SUBMARINES (DES SM F) TEAM

**The Future Submarines Project Team (FSM PT) is leading the project to deliver a new class of 'Successor' Ballistic Missile Submarines (SSBN) to replace the four Vanguard Class SSBNs currently in service.**

Early Concept Phase work led to the MOD announcement on 18 May 2011 of the commencement of a five year long, £38bn Assessment Phase, the main purpose of which is to refine the design of the submarine and mature the costs in order to make a Main Gate investment decision in 2016. It also includes ordering some long lead items.

Good progress is being made in this early stage of the programme: the MOD project team is working collaboratively with Industrial Participants – BAE Maritime Submarines, Rolls-Royce and Babcock – and continues to build and strengthen the long-standing relationship with the USA.

Overarching contracts have been placed with BAE Maritime Submarines and Babcock and a contract extended with Rolls-Royce. A Collaborative Agreement has also been signed between the Industrial Participants and the MOD. The decision was also taken to power the boat with a nuclear propulsion system known as Pressurised Water Reactor 3 which will incorporate the latest safety technologies. Further details are contained in 'The United Kingdom's Future Nuclear Deterrent: The Submarine Initial Gate Parliamentary Report' and subsequent updates to Parliament in 2012 and 2013. Supply chain contracts will be placed direct by the Industrial Participants.

Link: [www.gov.uk/government/uploads/system/uploads/attachment\\_data/file/27399/submarine\\_initial\\_gate.pdf](http://www.gov.uk/government/uploads/system/uploads/attachment_data/file/27399/submarine_initial_gate.pdf)

Contact details:

**DES SM F-BM – Karen Tovey**

Future Submarines PT, Rowan 1a #8102,  
MOD Abbey Wood, BRISTOL BS34 8JH  
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### IN-SERVICE SUBMARINES (ISM) TEAM

**SM is responsible for the material safety, availability and capability of in-service submarines through the provision of operator guidance, the specification of maintenance and of alterations and additions.**

The team specifies contracts, project manages overhauls (carried out at Devonport and Faslane) and accepts the submarines off contract on their completion. Responsible for decommissioning and disposal of all submarines, the team is also responsible for the provision of a submarine rescue service.

Contact details:

**ISM Business Manager – Elaine Samuels**

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### NUCLEAR PROPULSION PROJECT TEAM (NP PT)

**The Nuclear Propulsion Project Team (NP PT) works collaboratively with its industry partner Rolls-Royce to support the Naval Nuclear Propulsion Programme (NNPP) by delivering safe, reliable and militarily effective Naval Reactor Plant (NRP) throughout the life cycle via a number of projects that are at different stages of the CADMID cycle.**

These projects aim to support the Front Line Command's availability requirements by:

- Optimising the use of time in upkeep/maintenance.
- Managing equipment and NSRP spares to meet submarine programmes.
- Minimising NSRP operating constraints.

The NP PT supports the successor nuclear deterrent submarine programme through the management of technology development, concept design analysis and capability sustainment initiatives for future nuclear propulsion plant. The NP PT is committed to doing everything it can to reduce the cost of MOD nuclear ownership.

The Head of NP PT is also the Naval Reactor Plant Authorisee (NRPA). The role of the NRPA is to ensure safe operation of the Naval Reactor Plant at sea and for the control and management of the NRP design requirements through life.

Contact details:

**DES SM NP PT Business Manager**

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## DE&S SHIPS OPERATING CENTRE

### SHIP SUPPORT (ALLIANCE) (SS(A))

**Ship Support (Alliance) (SS(A)) is a 1\* led pillar under Director Ships and is responsible for managing support for a large proportion of in-service Royal Navy vessels, including Frigates, Destroyers, Landing Platforms and Minehunter Countermeasure Vessels. SS(A) is also responsible for managing the Minehunter replacement programme (MHC) and some legacy and historic platforms such as HMS Victory. The primary role of this team is to provide available, capable and safe ships as efficiently as possible.**

In addition, SS(A) is the lead for the Surface Ship Support Programme (SSSP), the Babcock Marine Terms of Business Agreement, maintenance management and technical documentation, as well as defining Future Support Policy.

Contact details:

**SS(A) Business Manager**

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### COMMERCIALY SUPPORTED SHIPPING (CSS) TEAM

**As an integral part of DE&S Director Ships, the Commercially Supported Shipping (CSS) Team provides through-life capability management for ships and boats and exploits best practice in the maritime industry to support global defence operations.**

The CSS portfolio includes the In-Service Support and new acquisition programmes for the Royal Fleet Auxiliary (RFA), Ice Patrol, Fishery Protection, Hydrographic, Training Ships and the Small Boats Flotilla. CSS will contribute to the support and sustainment of maritime expeditionary forces operating on and from the sea, joint forces on land, military data gathering in support of the deterrent and of wider operations, together with craft which support maritime training and which maintain the security of UK Territorial Waters, both at home and abroad. The Salvage and Marine Operations Team is also part of CSS. The entire team works together to develop and sustain a highly professional workforce of civilian, RFA and military staff, committed to operational support and continuous improvement.

Contact details:

**CSS Team Business Group Leader**

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### MARITIME PLATFORM SYSTEMS (MPS)

**The Head of Maritime Platform Systems (Hd MPS) is one of two 'Principal Engineers' within the Ships Operating Centre and manages the team that provides: Future Systems Evolution (FSE)/Technology Management support to the Surface Ship and Submarine acquisition programmes; System Design Authority (SDA) support to RN surface ship Strategic Class Authorities (SCAs); Equipment Management in support of RN ships and submarines; Royal Fleet Auxiliary (RFA) and other vessels; and the underpinning workforce management lead to ensure the sustainable delivery of the underpinning Subject Matter Expertise (SME) required to deliver all of the above. The MPS organisation also houses the broader enabling functions delivered from the Logistic Support team for the wider Ships OC.**

Maritime Platform Systems is also responsible for managing 180 Master Equipments, 650 suppliers and 300,000 stock numbers in support of surface ships and submarines for the Royal Navy, RFA and other areas of the MOD. This support is vital to ensuring that maritime elements of the Armed

Forces are ready to conduct operations when required.

*MPS formed on 2 April 2012 as part of the Director Ships reorganisation. It is made up of six teams:*

- **MPS Programme Office** provides a 'Front Door' for all MPS Business' supporting Operational Delivery, Change and Transformation and Future Platform Delivery. Its purpose is to transform the operation and governance in MPS to deliver its outputs with the support of a single, coherent management plan across current and future business underpinned by rigorous P3M practices.
- **Maritime Equipment Transformation (MET)** team provides frontline support to the Fleet for all of the following equipments: Fluid Systems (Pumps, Valves, Pipework); Diesel Engines; Electrical Equipment (Power Distribution, Power Generation, Instrumentation); Refrigeration and Air (including Submarine Air Purification).
- **Maritime Spares (MS)** team is responsible for the delivery and support of a range of functions for the procurement and supply of Maritime General Stores, Sea Survival Equipment and spares for Commercially Supported Ships, including the RFA,
- **Maritime Equipment Systems (MES)** team provides frontline support to the Fleet for all of the following equipments: Marine Compressed Air; Steering and Stabilisers; Utilities and Fire Safety; Steam and Fuels; Mechanical Handling; Hydraulics; Gas Turbines; Electrical Systems (Propulsion Systems, Machinery Control and Surveillance, Control Systems) and Transmissions.
- **Future Systems Evolution (FSE)** team has two primary roles: to provide systems and equipment expertise to platform acquisition teams and to lead the Technology Management (TM) function for the Ships OC. FSE has team members embedded in the QEC, MARS and Global Combat Ship (GCS) T26 acquisition teams, and also provides direct and/or co-ordinating support to the submarine acquisition programme (Successor and Astute), T23 capability sustainment programme and T45. The second role aims to connect future projects to Technology Management, to ensure that the right technology is developed and exploited to meet the Ships and Submarines Operating Centres' needs.
- **Logistic Support (LS)** team provides a range of enabling services spanning: Performance Management; the assessment of Force Elements @ Sustainability (FE@S); Optimised Support Planning (OSP) Sustainability and Development; Joint Supply Chain Liaison/Packaging/Non-Conformance Reports/Non-Patterned Item Procurement and Codification; the support and maintenance of Portable Specialist Support equipment; Signature Ranging; Signature Management; and Quality Assurance.

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## NAVAL BASES

### HMNB PORTSMOUTH

**Portsmouth is the home of the Royal Navy and the base-port for the following ship classes: Queen Elizabeth Class Aircraft Carriers;**

**Type 45 Destroyers; Type 23 Frigates; River Class Off Shore Patrol Vessels; Hunt Class Mine Counter Measure Vessels; and P200 Patrol Boats. Naval Base staff work closely with BAE Systems to deliver the Fleet's needs in functions such as fleet maintenance, logistics, communications, base support and personnel. This shared approach is embraced under the banner of Team Portsmouth – a one-team approach to the way business is conducted.**

In addition, Portsmouth Naval Base is also home to HMS Nelson naval barracks, providing lodging facilities to Royal Navy personnel at the base and on board Portsmouth-based ships; the 1710 Naval Air Squadron; the Naval Historical Branch; the Royal Marines School of Music; and Portsmouth Historic Dockyard.

The Naval Base remains a major employer in the Portsmouth area and is to undergo significant change over the next few years as it prepares for the arrival of the Queen Elizabeth Class Aircraft Carriers.

*Contact details:*

**PA to Naval Base Commander**

HM Naval Base Portsmouth,

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### HMNB CLYDE

**HM Naval Base Clyde, at Faslane, some 25 miles north west of Glasgow, is home to the United Kingdom's Submarine Force and the strategic nuclear deterrent. RNAD Coulport, eight miles from Faslane, is responsible for the storage, processing, maintenance and issue of the Trident Weapon System and the ammunitioning task for all submarine embarked weapons.**

Responsibility for the day-to-day management of the functions of HM Naval Base Clyde is vested in Naval Base Commander Clyde, who is also Authorisee of the Nuclear Site.

*Contact details:*

**HMNB Clyde**

Faslane, HELENSBURGH, Argyll & Bute G84 8HL

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E: navynbcc-nbc@mod.uk

### HMNB DEVONPORT

**Devonport Naval Base is the centre for the Royal Navy's amphibious capability and the home to the Hydrographic Surveying Squadron, HMS Protector (Ice Patrol Vessel), four Trafalgar Class submarines and seven Duke (T23) Class frigates. It is also the principal base for Flag Officer Sea Training and his sea-riding staff.**

Over 300 years the Devonport site has evolved into the largest base of its kind in Western Europe, and is today a key defence asset as a Main Operating and Support Base for the Royal Navy. Comprising HMS Drake, significant industrial facilities and a range of military and non-military lodger units, of which Flag Officer Sea Training is the largest, it is supported by a number of key industrial providers including Babcock Marine and Technology, Interserve Defence Ltd and Serco. Today, the Devonport site is characterised as a Base, Barracks, Port and Dockyard. Devonport Naval Base is part of the Navy Command TLB and the Naval Base Commander is accountable, through

ACNS (SPT) and the Second Sea Lord, to the First Sea Lord for the delivery of his outputs.

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## DE&S LAND EQUIPMENT OPERATING CENTRE

### SOLDIER, TRAINING AND SPECIAL PROGRAMMES (STSP)

**Soldier, Training and Special Programmes (STSP) is a 1\* led team within the Land Equipment Operating Centre.**

*STSP consists of a Programme Management Office and three programme areas:*

- Dismounted Close Combat (DCC)
- Training and Simulation Systems Programme (TSSP)
- Special Projects Search and Countermeasures (SPSCM)

**Programme Management Office (PgMO) –**

The PgMO is made up of a number of different functions. In a customer facing capacity the team undertakes planning and synchronisation. They are also responsible for providing day-to-day business management support along with financial scrutiny and governance for the whole of the STSP group.

**Dismounted Close Combat (DCC) –** The DCC programme delivers equipment to those engaged in dismounted close combat. The programme is made up of four areas of delivery: Surveillance and Target Acquisition; Lethality; Command and Battlespace Management; and Survivability.

**Training and Simulation Systems Programme (TSSP) –** The TSSP programme delivers training systems and services in the Land Environment to enable the Armed Forces to successfully prepare for operations. This includes live training, command and staff tactical training and crew training.

**Special Projects Search and Countermeasures (SPSCM) –** SPSCM is a discrete team which is tailored to the needs of the specialised user. The programme delivers Special Forces equipment to Joint Forces Command, for those engaged in Counter-IED and Counter Terrorism work.

### ARMOURED VEHICLES PROGRAMMES – ARTILLERY SYSTEMS PROGRAMME

**The Artillery Systems Programme is responsible for through-life delivery, including support, of indirect fire systems, predominantly for the Royal Artillery, from sensor to shooter.**

*The team is responsible for managing the introduction into service and through-life support of:*

- **Surveillance and target acquisition systems** – these include the Acoustic Sound Ranging Programme (locating artillery weapons acoustically); Lightweight Counter Mortar





Radar (in-service, providing warning of rocket and mortar attacks); Mobile Artillery Monitoring Battlefield Radar (MAMBA) (in-service, medium range radar, mounted on the Hagglund Bv206 all-terrain vehicle); Joint Fires Integration (in-service, a suite of equipment that provides enhanced precision targeting information for Forward Air Controllers and Forward Observation Officers); Man-portable Surveillance and Target Acquisition Radar (MSTAR) (in-service, GMTI radar that also detects fall of shot).

- **Command, control and targeting software applications** – these include the Defence Targeting Toolset (under development, will provide a suite of targeting software to enhance rapid and effective communication between target acquisition and weapon systems); Fire Control Battlefield Information System Application (FC BISA) (in-service, a software application that provides a comprehensive command and control system for all indirect fire systems); Fire Control Application (in-service, a small deployed service for calculating firing solutions for indirect fire systems where FC BISA is unavailable).
- **Towed gun** – 105mm light gun (in-service, enhanced by improved power management).
- **Self-propelled howitzer** – AS90 155mm self-propelled howitzer (in-service, enhanced by improved turret control computer and layer display, the replacement of the obsolete driver console and repositioning of the loader control unit).
- **Rocket artillery** – Tracked Multiple Launch Rocket System (MLRS) launcher (in-service, enhanced with crew protection measures and underbody armour to increase survivability on operations); a GPS guided rocket for MLRS (in-service, with a range of over 70km, to provide precision delivery of payload with minimum collateral damage).

Artillery Systems is also responsible for managing collaboration with allied nations to ensure interoperability between 155mm artillery systems through the Joint Ballistics MoU Co-operation Activities. It also acts as a 'system of systems' integrator for artillery capabilities, co-ordinated with teams across other DE&S Operating Centres.

*Contact details:*

**Artillery Systems Team**

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## OPERATIONAL SUPPORT PROGRAMMES (OSP)

**Operational Support Programmes (OSP) is the key component within the Land Equipment Operating Centre, consisting of Operational Infrastructure Protected Mobility Vehicle and Operational Support Vehicle Programmes, both of which are supported by a Programme Management Office. Our responsibility is to deliver defence-wide capability and ensure through-life support of our project portfolio.**

The role of OSP is a demanding one, responding to the needs of our customers and users deployed on operations at home and abroad.

*Contact details:*

**OSP Chief of Staff**

Operational Support Programmes, Spruce 3  
#1309, MOD Abbey Wood, BRISTOL BS34 8JH  
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## OPERATIONAL INFRASTRUCTURE PROGRAMME (OIP)

**The outputs of OIP are organised in four delivery pillars: Infrastructure (domestic, technical and HQ accommodation systems, force protection engineering and expedient surfaces); Utilities (deployable power, water and fuel); Specialist Tools and Equipment (workshop tools and test equipment, and deployable technical support systems); and Bridging (short, medium and long gap). Each pillar is managed by a Programme Manager who has expertise in procurement and support.**

The Programme is a balanced mix of new capability projects which currently include Cat B, C and D procurement, and In-Service Support. Our strategy is to outsource the Provider responsibilities to industry wherever appropriate and we already have a number of PFI, CFA and CLS contracts as well as an arrangement with Defence Support Group (DSG) who look after the majority of our repair and inventory management. To that end we are busy growing our skills and experience to ensure that we remain an Intelligent Client and robust Decider.

The majority of support functions have been centralised: commercial, finance, engineering (which included requirements, technical, safety, QA and improvement). There is also an operations and inventory management cell who deal with user demand both now and in the future, into a prioritised, affordable plan.

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## OPERATIONAL SUPPORT VEHICLE PROGRAMME (OSVP)

**Operational Support Vehicle Programme (OSVP) is a through-life project team with responsibility for the procurement and in-service management of specialist and logistics vehicles used in the Army, Royal Navy and Royal Air Force. Our Armed Forces rely on us to support their demanding and often dangerous roles, whether at home or deployed in theatre on operations.**

Our role as a team of skilled professional staff is to ensure that their vehicles are fit for purpose, serviceable and safe. We manage this responsibility through our four main Output Delivery Areas: Specialist Vehicle Solutions (SVS), Private Finance Initiative (PFI), Conventional Vehicle Solutions (CVS) and Logistic Vehicle Solutions (LVS), delivering a portfolio of projects and Urgent Operational Requirements (UORs) to our customers.

OSVP is a member of the 1\* Operational Support Programmes (OSP) within the Land Equipment Operating Centre. Our focus is to deliver our projects to performance, time and cost parameters, supported by our enabling functions and striving

to exceed the expectations of our customers in every aspect of our work.

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## OSP PROGRAMME MANAGEMENT OFFICE (PgMO)

**The OSP Programme Management Office (PgMO) has a pivotal role in supporting the OIP and OSVP delivery teams and supporting Head of OSPO in the management of the OSP portfolio. The PgMO consists of a number of key functions including Finance, Chief Engineer (Technical Solutions, Inventory Management, Project Safety and Environmental Management) and Business Management services.**

Within the PgMO are two dedicated Programme Managers who are responsible for providing assurance that projects within the OIP and OSVP portfolios are being managed effectively and the timely and accurate reporting of performance data.

PgMO is responsible for managing all new requirements coming into the OSP portfolio. This is a key role and one which involves understanding emerging requirements, the resources required to deliver them and the risks, costs and timescales associated with successful delivery. For new requirements the PgMO is responsible for managing projects from inception through Initial Gate approval, at which point the resources and approved project will transition to the appropriate programme.

*Contact details:*

**Business Management Team Manager – Niall Tomlins**

Operational Support Programmes, Programme Management Office, Spruce 3 #1309,  
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## SCOUT SPECIALIST VEHICLE (SCOUT SV) TEAM

**Scout SV is a Category A Land Equipment project. It will deliver the British Army's next generation of manned reconnaissance vehicles, replacing the in-service Combat Vehicle Reconnaissance (CVR(T)) fleet.**

The project is currently in Demonstration Phase with General Dynamics UK Ltd as the Prime Contractor.

*Contact details:*

Please contact GDUK through their website [www.generaldynamics.uk.com](http://www.generaldynamics.uk.com).

## PROTECTED MOBILITY VEHICLE PROGRAMME (PMVT)

**Formerly the Combat Mobility Programmes Team, the Protected Mobility Vehicle Programme Team became part of the DE&S Land Operating Centre Operational Support Programmes (OSP) team on 1 October 2014.**

The team is responsible for delivering and supporting through-life Urgent Operational Requirements for wheeled and tracked protected mobility vehicles, including Protected Patrol Vehicles, Tactical Support Vehicles and Light Forces Support Vehicles.

*Two output teams deliver this capability – Heavy & Medium and Light & Tactical Mobility:*

#### Heavy & Medium Vehicles

**MASTIFF/RIDGBACK/WOLFHOUND** – Based on the Cougar platform, this family of vehicles provides mobility, capacity and high levels of protection to operations in a number of roles in a high threat environment.

**HUSKY** – A highly mobile tactical support vehicle bridging the gap between highly protected but lower mobility vehicles and the limited payload of lighter vehicles.

**WARTHOG** – Combines a high level of protection with high mobility and terrain crossing capabilities including trenches, walls and deeper water.

#### Light Vehicles

**FOXHOUND** – A technological step forward in light protected vehicles, FOXHOUND is replacing the Land Rover based SNATCH, providing unprecedented levels of protection for its size and weight while maintaining a high level of mobility.

**RWMIK/RWMIK+** – The latest development of the Land Rover based weapons platform, providing increased protection, mobility and firepower.

**SNATCH VIXEN+** – Updated and upgraded version of the enduring capability to address environmental challenges and provide improved protection and other enhancements.

**VECTOR** – Lightweight Protected Patrol Vehicle for a range of duties including providing protected ambulances.

#### Tactical Mobility Vehicles

**JACKAL** – Used for reconnaissance, rapid assault, fire support and convoy protection, the JACKAL has the capacity to support itself and its crew over 800km. JACKAL is a high mobility weapons platform with a unique airbag suspension system allowing rapid movement across varying terrain.

**COYOTE** – Support vehicle for the JACKAL fleet, with high commonality to reduce the logistics burden on long patrols.

*Contact details:*

**Business Co-ordinator – Andy Sargent**

DE&S, Spruce 2a #1309, MOD Abbey Wood, BRISTOL BS34 8JH

T: 0044 (0)117 91 86743

E: deslecmp-group@mod.uk

## COUNTER-IED PROGRAMME MANAGEMENT OFFICE

**The Counter-Improvised Explosive Device (C-IED) Programme Management office provides a capability support function to lead and co-ordinate the delivery and sustainment of C-IED related equipment and support projects across DE&S Operating Centres and Delivery Teams.**

The Office works on behalf of the Capability Sponsors in the Front Line Commands, and collaboratively with wider MOD stakeholders, Other Government Departments, coalition partners and industry to improve overall C-IED capability.

In this capacity, the office is responsible for the C-IED Capability Management Strategy and has produced an unclassified narrative of the UK's approach to managing coherent C-IED capability, which is available on request. Further, the Office offers to make introductions from industry to relevant MOD areas for C-IED related capabilities.

*Contact details:*

**C-IED PMO**

Spruce 2a #1204, MOD Abbey Wood, BRISTOL BS34 8JH

T: 030 679 81298 (from inside UK); from outside UK: 0044 (0)196 789 000, wait for message and dial \*, then enter 030 679 81298 and #

E: desciedoffice-multiuser@mod.uk

## DE&S LOGISTIC COMMODITIES OPERATING CENTRE

### BRITISH FORCES POST OFFICE (BFPO) TEAM

**The British Forces Post Office (BFPO) is responsible for the provision of an effective and efficient postal and courier service, in order to sustain the fighting power of UK Armed Forces worldwide. Its vision is to provide a modern, technology based, end to end military postal system as a seamless extension of the UK public and private sector mail systems, which is customer focused, demand led and continuously improving.**

Working closely with Royal Mail Group, BFPO London (Northolt) provides an official, private and commercial mail distribution service, which includes letters, parcels and hybrid mails to components of the Armed Forces, their dependants, MOD organisations, certain defence contractors and other authorised users; this includes HM Ships in home and foreign waters.

A comprehensive range of counter services, as well as a returns mail service, is provided for those overseas locations served by Forces Post Offices; a BFPO Limited service is provided to the remainder. Similarly, the BFPO Defence Mail Service (DMS) provides a discrete service for official mail. The BFPO Defence Courier Service (DCS) also ensure the safe and secure movement of all Protectively Marked Material via their Rapid Response Courier Service or by Deadline Date Delivery for a range of customers including F&CO and List X companies.

Operating from a modern bespoke facility at RAF Northolt, BFPO is a CAA regulated air cargo agent. Benefiting from a dedicated and diverse workforce that reflects the mix of civilian and military staff, it is also equipped with automated letter and parcel sorting machinery.

In accordance with MOD Income Generation initiatives, BFPO is keen to maximise any irreducible spare capacity and companies are welcome to approach BFPO direct with enquiries relating to this niche area.

*Contact details:*

**BFPO Customer Services**

T: 0044 (0)20 8589 3450

T: 0044 (0)8457 697978

W: [www.gov.uk/british-forces-post-office-services](http://www.gov.uk/british-forces-post-office-services)

## DEFENCE CLOTHING TEAM

**The Defence Clothing Team is part of the Logistics (Commodities) grouping within DE&S Logistic Commodities and Services. The team is based at MOD Abbey Wood, Bristol and is responsible for maintenance of the clothing inventory for the Armed Forces and associated civilian staff and MOD agencies, through production planning based on customers' requirements, procurement and stock management. The team is also responsible for the procurement of Physical Training and Adventurous Training Equipment for the Armed Forces.**

Staff within the team are responsible for product development and customer liaison and maintain a direct link to operational theatres on all aspects of operational clothing. Acquisition teams, including Commercial, Finance and specialist Technical staff, with responsibility for work wear and personal protection equipment, and for Parade and Ceremonial clothing, place and manage the contracts relating to clothing and equipment requirements.

*Contact details:*

T: 030 679 83531 (from inside UK); from outside UK: 0044 (0)196 789 000, wait for message and dial \*, then enter 030 679 83531 and #

E: desc commodities-dc-comrcl1@mod.uk

## MEDICAL DELIVERY TEAM (Med DT)

**Med DT is responsible for providing timely and integrated medical, dental and veterinary supplies, equipment procurement and support to the UK Armed Forces and other customers during peace, training, operations, transition to war and war-fighting worldwide.**

The team has two principal delivery arms. The first is the Inventory Management section, which commodity manages over 40,000 medical items including consumables (eg bandages and scalpels) and pharmaceuticals. The second is the Medical Projects section, which procures and provides through life support for all medical, dental and veterinary equipment, including Urgent Operational Requirements (UORs) and medical countermeasures. The Team is also responsible for the provision of blood and blood products through its Blood Supply Team.

Med DT is one of three customer-facing delivery teams within Logistic Commodities (Log Com). As such, it falls within the 2\* Operating Centre, Logistic Commodities and Services of DE&S.

*Contact details:*

**Supplier Focal Point – Medical Delivery Team Senior Commercial Officer**

E: desc commodities-dc-comrcl-sco@mod.uk

T: 030 679 85586

## GENERAL COMMODITIES AND SERVICES (GCS) TEAM

**The General Commodities and Services (GCS) Team was formed on 1 September 2014 and comprises: Movement Support Services, General Supplies (including Batteries), Food**



### Services, plus the Oils, Gases and Lubricants elements of Defence Fuel.

Until the LCS (T) competition and a delivery partner is formally announced, the Fuels Commissioning and Management Organisation will also sit within the GCS Team.

*Contact details:*

**General Commodities and Services Team**  
Logistic Commodities, Elm 2a,  
MOD Abbey Wood, BRISTOL BS34 8JH  
T: 030 679 85798  
E: des-lcs-lcgscstcos@mod.uk

## DEFENCE FUELS

Until the LCS (T) competition and a delivery partner are formally announced, the Fuels Commissioning and Management Organisation will sit within the General Commodities and Services (GCS) Team.

*Contact details:*

**General Commodities and Services Team**  
Logistic Commodities, Elm 2a,  
MOD Abbey Wood, BRISTOL BS34 8JH  
T: 030 679 85798  
E: des-lcs-lcgscstcos@mod.uk

## DEFENCE FOOD SERVICES (DFS) TEAM

The Defence Food Services (DFS) Team now forms part of the General Commodities and Services (GCS) Team within the Logistic Commodities and Services (LCS) organisation within DE&S and is based at MOD Abbey Wood, Bristol.

DFS is responsible for the provision of food and catering services to the UK Armed Forces whether they are on operations, on exercises or in barracks (unless personnel are being fed under the Catering, Retail and Leisure (CRL) programme). The team is responsible for the Worldwide Food Supply Contract, the Kenya and Brunei Food Supply Contracts; and the Operational Ration Pack Contract, which covers the development and supply of a variety of operational ration packs across a range of environments.

*Contact details:*

**Defence Food Services Team (DFS)**  
Elm 2a #4224, MOD Abbey Wood,  
BRISTOL BS34 8JH  
T: 030 679 81030  
E: descommodities-dfs-comrcl-scm@mod.uk

## MOVEMENT SUPPORT SERVICES (MSS)

Movement Support Services (MSS) is now part of the General Commodities and Services team within Logistic Commodities and Services and is based at Abbey Wood, Bristol. It is responsible for the provision of specific movement services to support operations, training and administrative requirements.

Staffs within MSS contract manage the Global Removal Management Service logistic enabling contract and the Freight Contract Management portfolio of Global Freight Transport Service contracts (includes global and European freight transport and the UK rail contract).

*Contact details:*

**Supplier Focal Point – MSS Senior Commercial Manager**  
T: 030 679 83536 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial \*, then enter 030 679 83536 and #  
E: descommodities-mss-comrcl-sco@mod.uk

## DE&S WEAPONS OPERATING CENTRE

### DEFENCE ORDNANCE SAFETY GROUP (DOSG)

The Defence Ordnance Safety Group's Mission is: 'To be the DE&S focal point for Ordnance, Munitions and Explosives (OME) Safety and Laser Safety'.

*DOSG's roles:*

- To advise Team Leaders and Duty Holders on MOD OME Safety Management System.
- To provide independent advice to Team Leaders and Duty Holders on Safety and Suitability for Service (S3) of OME and lasers.
- To provide independent advice on matters affecting safe use of OME and lasers during military training and range safety.
- Support OME Safety Assurance, through membership of OSRP and IE activities.
- Sponsor and support development and maintenance of OME and laser safety standards and policy.

*Contact details:*

T: 030 679 37614 (from inside UK)  
T: 0044 (0)117 913 7614 (from outside UK)  
E: deswpns-dosg-busmgr@mod.uk

### TORPEDOES, TOMAHAWK AND HARPOON (TTH) PROJECT TEAM

The Torpedoes, Tomahawk and Harpoon (TTH) Project Team is responsible for the acquisition of the UK's Spearfish heavyweight and Sting Ray lightweight torpedoes and also for the Tomahawk Land Attack Missile (TLAM) and Harpoon missile and their respective weapons systems.

This spans all activities including development, manufacture, in-service support, inventory management and disposal. Spearfish is embarked in all submarines while Sting Ray is deployed widely in ships and helicopters. TLAM is embarked in all SSNs while Harpoon is deployed on T23 frigates.

It should be noted that purchase of missiles for both TLAM and Harpoon is through Foreign Military Sales cases with the USA Government.

The project team is currently responsible for the following projects:

- Spearfish Upgrade
- Sting Ray Insensitive Munition Warhead
- TLAM
- Harpoon

*Contact details:*

**TTH PT Business Manager**  
T: 030 679 31498 (from inside UK)  
T: 0044 (0)117 913 1498 (from outside UK)  
E: deswpnstth-bm@mod.uk

## TRIALS, EVALUATION SERVICES AND TARGETS (TEST) TEAM

The Trials, Evaluation Services and Targets (TEST) Team is the key delivery agent of the MOD Test and Evaluation (T&E) strategy and has oversight of the management of T&E across the whole of Defence.

It is also responsible for the delivery of a number of T&E services through the management of the Long Term Partnering Agreement (LTPA) for Trials, Evaluation and Training services and the Combined Aerial Targets Service (CATS) contracts. TEST has personnel located at Abbey Wood, Boscombe Down and other major T&E ranges and works closely with many MOD T&E units, such as Air Warfare Centre (AWC), Maritime Capability, Trials and Assessment (MCTA), Army Trials and Experimentation Planning Office (TEPO) and major industrial and academic T&E organisations.

The defence T&E strategy is based around three pillars:

- Implementation of fully integrated T&E across all Defence Lines of Development (DLODs) and through life.
- Co-ordination and planning of short, medium and long term T&E.
- Optimisation of the T&E assets (both within and external to the MOD) and use of new methods as they emerge.

There are several services provided by the TEST team to help implement the three pillars, including:

- The Defence Evaluation Advisors (DEAs), who provide support to a project in generating their Integrated Test, Evaluation and Acceptance Plan (ITEAP), ensuring it meets the demands for pan-DLOD and through-life working. The DEA service can be used by suppliers to facilitate with procurement teams across Defence and also help market their capabilities through our strong links with project teams.
- The UK T&E Capabilities Catalogue (TECC) is a major planning tool available online ([www.testandevaluation.eu](http://www.testandevaluation.eu)) to support the wider community, and comprises a listing of what evaluation capabilities exist to support projects planning and undertaking tests and trials.
- The Change and Development section is responsible for the development and implementation of T&E transformation activities, including LTPA investment planning and for promoting Value for Money in the delivery of T&E capability to MOD.
- The Business section is responsible for the development of wider international stakeholder connections, with the aim of expanding the available portfolio of T&E services.

Defence T&E services (LTPA) are delivered by:

- T&E Operations Delivery is responsible for the delivery of the LTPA contract, day-to-day performance management, exercising the Authority responsibilities as set out in the contract, and establishing working procedures where they are not. T&E Ops Delivery is also responsible for exercising the Department's public accountability and safety assurance functions on the LTPA Ranges.
- The LTPA is a 25-year contract with QinetiQ and came into effect on 1 April 2003. Its aim is the continuing provision of appropriate Defence Test and Evaluation capabilities covering the



land, sea and air domains, including test range facilities and aircraft T&E, together with a variety of specialised training services. The LTPA covers 17 MOD-owned sites and remains one of the Department's largest contracts with a total value estimated at £5.6 billion. The contract includes five yearly review points, which focus on its pricing and on ensuring that capabilities remain relevant meet future requirements.

*Combined Aerial Target Services (CATS) are delivered by:*

- Targets Operations Delivery is responsible for day-to-day contract performance management and delivery of the CATS contract. This is a programme which unites all unmanned aerial target provision for the three Services under a single requirement.
- A 20-year contract for the provision of sub-sonic targets was signed in December 2006 with QinetiQ based on the principles of a Public Private Partnership (PPP) approach. Targets Operations Delivery is also responsible for the Fast Inshore Attack Craft Representative Target (FIACRT).

*Contact details:*

**TEST PT**

T: 030 679 37373 (from inside UK)

T: 0044 (0)117 913 7373 (from outside UK)

E: deswpnstest-tl@mod.uk

## INTERNATIONAL GUNS, MISSILES AND ROCKETS (IGMR) PROJECT TEAM

**International Guns, Missiles and Rockets (IGMR) PT is based at Abbey Wood, Bristol and procures and supports a wide range of weapons – including man-portable shoulder-launched weapons for the Army, Royal Navy guns including Close-In weapon systems, air-launched missiles, rockets and bombs and fixed and rotary wing guns for the JHC and the RAF.**

*It comprises 100 staff based at Abbey Wood, Bristol and is responsible for the following projects:*

- Anti-Structures Munition (ASM) for the Army
- 66mm HEAT for the Army
- Javelin Missile for the Army
- Next Generation Light Anti-Armour Weapon (NLAW) for the Army
- 20/30mm Cannons and Automated Small Calibre Gun for the Royal Navy
- Force Protection Measures for the Royal Navy
- General Purpose Machine Gun Mountings for the Royal Navy
- 4.5" Mk8 Gun for the Royal Navy
- Gun Fire Control Systems for the Royal Navy
- Goalkeeper (30mm) Close-In Weapons Systems for the Royal Navy
- Phalanx (20mm) Close-In Weapons Systems for the Royal Navy
- Hellfire Missile for JHC
- Rotary-Wing Guns and Rockets (CRV7) for JHC
- Mouser Cannon for the RAF
- M3M and M134 for the RAF
- Paveway Bombs for the RAF
- Bomb Fuses for the RAF
- Practice Bomb for the RAF
- Mini Guns for the RN and RAF
- Laser Sighting Systems for the RN
- Killer Tomato Targets for the RN
- Electro-Optic Systems for the RN
- Ceremonial Guns for the RN

*Contact details:*

**IGMR PT Business Manager**

T: 030 679 33754 (from inside UK)

T: 0044 (0)117 913 3754 (from outside UK)

E: deswpns-igmr-bm@mod.uk

## DEFENCE GENERAL MUNITIONS (DGM) PROJECT TEAM

**The Defence General Munitions (DGM) Project Team is responsible for the acquisition, in-service management and disposal of all general munitions in support of all three Services.**

Within the inventory, DGM manages over 700 different explosive natures as well as several hundred non-explosive items.

*Contact details:*

**DGM PT Business Support**

T: 030 679 83955

E: deswpnsdgm-businessmgr@mod.uk

## MARITIME AND AIR WEAPON SYSTEMS (MAWS) PROJECT TEAM

**The MAWS Project Team is responsible for the Sea Viper and Long Range Radar.**

*Contact details:*

**MAWS Team Leader – Matt Brown**

T: 030 679 36405

E: matthew.brown941@mod.uk

**MAWS Business Manager – Sheena Marshall**

T: 030 679 80501

E: deswpnsmaws-bm1@mod.uk

## LIGHTWEIGHT MISSILE ATTACK SYSTEMS (LMAS) PROJECT TEAM

**The LMAS Project Team is responsible for the delivery and support of the 15kg family of missile systems in the Ground Based Air Defence (GBAD) and Future Anti-Surface Guided Weapons (FASGW) roles. It is also responsible for Brimstone, Sea Skua and ALARM.**

*Contact details:*

**LMAS Team Leader – Simon Andrews**

T: 030 679 84124

E: deswpnslmas-tl@mod.uk

**LMAS Business Manager – Jonathan Shipsmith**

T: 030 679 80505

E: deswpnstcw-bm@mod.uk

## SHORT RANGE AIR DEFENCE (SHORAD) PROJECT TEAM

**The Short Range Air Defence (SHORAD) Project Team is responsible for:**

- Future Local Area Air Defence System (FLAADS) programme
- Acquisition of Sea Ceptor to replace Sea Wolf on T23 Frigates for the Royal Navy
- Cross-decking of Sea Ceptor onto Type 26 Global Combat Ship

- Acquisition of FLAADS (Land) to replace Rapier for UK Land Forces
- Coherence between Sea Ceptor, FLAADS (Land) and ASRAAM Block 6
- Radar Type 997 Medium Range Naval Radar (MRR) with fits on T23, QEC, LPD and LPH platforms
- Sea Wolf Missile System, Vertical Launch Sea Wolf (VLSW) missile and updated tracking and guidance systems fitted onto Type 23 Frigates
- Radar Type 996 fitted to Type 23 Frigates, CVs, LPD and LPH platforms
- Rapier weapon system used by the Army

*Contact details:*

**SHORAD Team Leader – Adrian Birch**

T: 030 679 39168

E: deswpnsshorad-tl@mod.uk

## AIR DEFENCE SYSTEMS (ADS) PROJECT TEAM

**The Air Defence Systems (ADS) Project Team has been formed by the merger of the former Air to Air Missiles (AAM) and Surface Attack (SA) Project Teams.**

*The ADS Project Team is responsible for:*

- Meteor – the next generation Beyond Visual Range weapon which will provide Typhoon, Rafale and Gripen aircraft with the capability to combat projected air-to-air threats throughout the life of the aircraft. Meteor will contribute to the air superiority requirements of UK, EU and NATO operations through its ability to operate in all weather conditions, at long stand-off ranges and with a large no escape zone. AMRAAM is a US weapon that provides the RAF with an interim capability until Meteor is fully integrated onto the Typhoon. ASRAAM is a heat-seeking short-range air-to-air weapon that is in operational service with the RAF's Tornado and Typhoon aircraft and Australian F/A-18s. Sidewinder and RAIDs are used to support RAF operator training.
- SPEAR Capability 2 Spiral Development (SC2SD) has yet to be defined and is subject to capability vs cost trades. However, as a minimum, SC2SD is required to sustain the capability provided by Brimstone 2 and is required to deliver this capability from 2018 on both the Tornado GR4/4a and Typhoon aircraft platforms.
- SPEAR Capability 3 is a new 100kg class weapon being developed to be the primary air-to-ground armament for F35B Lightning II from 2021, and optimised for internal carriage. SPEAR Capability 3 will provide the capability to destroy/defeat a wide range of targets at range, including mobile and re-locatable targets, in all weathers day and night, in complex environments under tight rules of engagement (ROE). The Project is in Assessment Phase.
- SPEAR Capability 4 is the Mid-Life Refurbishment (MLR) project for the Storm Shadow Weapon System (SSWS). The MLR project is scheduled to start around the 2017 timeframe. The project will shortly undertake Concept Phase activities.

*Contact details:*

**ADS Team Leader – Julian Knight**

T: 030 679 31895

E: deswpnsaam-tl@mod.uk

**ADS Business Manager – Leslee Hallam**

T: 030 679 80706

E: deswpnsaam-bm@mod.uk

## DE&S AIR SUPPORT OPERATING CENTRE

### STRATEGIC TRANSPORT AND AIR-TO-AIR REFUELLING (STAAR) PROJECT TEAM

**The STAAR Project Team is responsible for the Voyager (formerly known as the Future Strategic Tanker Aircraft) aircraft programme.**

Voyager is one of MOD's Private Finance Initiative (PFI) projects through a 27-year PFI service contract with AirTanker (shareholders: EADS, Rolls-Royce (RR), Thales, Cobham and Babcock Group) for the provision of an advanced air-to-air refuelling (AAR) and passenger air transport (AT) capability for the RAF. AirTanker are providing a fleet of 14 new aircraft based on the Airbus A33-200, powered by Rolls-Royce Trent engines.

The Voyager contract also includes the provision of all necessary infrastructure at RAF Brize Norton, including a state-of-the-art two-bay hangar, training facilities, maintenance, flight operations, fleet management and ground service to enable worldwide AAR and AT missions. The AT service commenced in May 2012 (with one aircraft available), and full peacetime AAR capability was achieved in May 2014, with the full capability of a fleet of 14 aircraft by September 2016.

*Contact details:*

**Bob Allen**

Walnut 2b #1224, MOD Abbey Wood,

BRISTOL BS34 8JH

T: 0044 (0)117 913 7183

E: desstaar-performance-info@mod.uk

### A400M PROJECT TEAM

**A400M is a collaborative programme involving the UK, Germany, France, Spain, Turkey and Belgium that is contracted through OCCAR (Organisation Conjointe de Co-operation en matiere d'Armement) for the Design/Development/Production of the aircraft itself and its Initial Support phases. For the UK the initial support phase is September 2014 to 2016.**

The A400M Project Team has responsibility for the delivery of the UK A400M transport aircraft to its RAF customer during the period 2014 to 2019. The team is also responsible for through life aircraft support, maintenance and capability upgrade of the RAF aircraft. Training Systems will be delivered by the FsAST Project Team.

*Contact details:*

**A400M PT Senior Commercial Manager**

T: 030 679 35883 (from inside UK)

T: 0044 (0)117 913 5883 (from outside UK)

E: desa400m-cm@mod.uk

### C17 COMMAND SUPPORT AND AIRBORNE EQUIPMENT PROJECT TEAM (CSAE PT)

**The Airborne Equipment Branch of C17 CSAE PT are responsible for the procurement,**

**maintenance, support, packing and disposal of man and stores despatch of parachute systems from aircraft, both fixed and rotary wing. The capability includes clothing and oxygen support for high altitude despatch of personnel and the ability to drop stores (including humanitarian aid) and boats onto land and sea.**

The provision is split between Airborne Forces Equipment which encompasses man carrying parachutes, and Airborne Delivery Equipment which encompasses stores delivery platforms and parachute systems. Operated by 16Bgde, Special Forces and 47Ad the capabilities address a range of needs in support of operations to provide initial insertion capabilities and support to military and civilians in need of resupply. The project team also supports a Total Support Package contract to provide packing and maintenance to all stores parachute systems and the majority of the man carrying parachute systems. The predominant despatch aircraft is the C130J with more limited clearances for despatch from rotary wing aircraft. Work is ongoing to develop the capabilities on the A400M aircraft for 2018.

**C17**

The C17, CSAT and AE Project Team support eight Boeing C-17 Globemaster III aircraft based at RAF Brize Norton in Oxfordshire. Capable of carrying 7 tonnes of freight over a distance of 2400 nautical miles (4445km), it has the advantage of being able to carry outside loads such as armoured vehicles and helicopters. The aircraft continues to provide an outstanding performance in support of current UK operations, and since delivery the UK fleet flying hour total stands in excess of 100,000 hours.

Operated by 99 Squadron, the C-17 Globemaster III aircraft supports the Strategic Airbridge and is involved in a varied role including heavy lift operations, providing humanitarian aid and repatriation of Service personnel to the UK. The aircraft is also used for aero medical purposes, and has the capacity to transport 130 military personnel using a palletised seating arrangement that can be installed onto or removed from the aircraft as and when required. The C17, CSAT and AE PT procures support for 99 Squadron personnel to provide operational and immediate level maintenance. Five-yearly depot level maintenance and C-17 Virtual Fleet upgrades/enhancements are provided to the PT via US Foreign Military Sales arrangements on an availability-based Contractor Logistics Support (CLS) contract in accordance with the worldwide C-17 Virtual Fleet concept. The PT also provides 99 Squadron ground crew training carried out predominantly in the UK by 24 Squadron at RAF Brize Norton and using the Boeing flight simulator at Farnborough for engine running and other specialised activities. Initial aircrew training is carried out in the USA at Altus for ab-initio students with currency training provided by Boeing flight on their simulator at Farnborough.

**CSAT**

The CSAT element of the Project Team supports five BAE 125-700 CC3, two BAE 146-100 CC2 and two BAE 146 CMk3 aircraft based at RAF Northolt in London. The BAE 125 is capable of carrying up to 7 passengers. The BAE 146 CC2 is capable of carrying up to 30 passengers. The BAE 146 CMk3 is capable of carrying approximately 90 personnel in an Air Transport role. All aircraft continue to provide outstanding performance in support of current UK and worldwide operations and tasking, as well as current theatre operations.

Operated by 32(TR) Squadron, both the 125

and 146 are used to transport high-priority personnel and equipment in support of Military Commanders. Other roles include Ministerial and VIP transport into theatre as well as providing humanitarian aid and compassionate repatriation of Service personnel to the UK.

The CSAT team provides timely engineering and logistics support to 32(TR) Squadron. In addition, the CSAT team links with the respective aircraft design organisations and EASA in order to ensure airworthiness.

*Contact details:*

**C17 Command Support & Airborne Equipment Business Manager**

NH1, Walnut Level 2c #1232, MOD Abbey Wood, BRISTOL BS34 8JH

T: +0044 (0)30 679 85458

E: desc17csae-bm@mod.uk

### C-130J PROJECT TEAM

**The C-130J Project Team (C-130J PT) forms part of the Air Support Operating Centre within DE&S.**

It comprises a mixture of MOD civilian and Service personnel. The team is responsible for the provision of logistic support and capability enhancement to the RAF's fleet of Hercules C-130J aircraft. The C-130J is supported by the long-term Hercules Integrated Operational Support (HIOS) contract with its industry partners that is intended to provide support until the platform's out of service date.

*Contact details:*

**C-130J Project Team Business Manager**

Walnut 2B #1229, MOD Abbey Wood,

BRISTOL BS34 8JH

T: 030 679 82219

E: desc130j-busmgr@mod.uk

### AIR PLATFORM SYSTEMS PROJECT TEAM (APS PT)

**The Air Platform Systems Project Team (APS PT) is responsible for the development, production and in-service support of a range of systems and equipment.**

The main areas covered are: Targeting and Mission Systems (Electro-optic Targeting, Mission Planning and Support Systems); Global Positioning Systems (UK GPS Project Office and Navigational Warfare); Platform Protection Systems (Electronic Warfare and Defensive Aid Suites); and Identification and Communication Systems (SIFF, Mode S and Mode 5 and communication equipment).

*Contact details:*

**APS Team Leader**

T: 030 679 32023 (from inside UK)

T: 0044 (0)117 9123 2023 (from outside UK)

E: desaps-tl@mod.uk

### FLIGHT SIMULATION AND SYNTHETIC TRAINERS TEAM (FsAST PT)

**Flight Simulation and Synthetic Trainers Project Team (FsAST PT) is responsible for the acquisition and integration of air environment synthetic training for all three Armed Services, from concept through to disposal phases.**

*Contact details:*

**FsAST Commercial**

T: 030 679 31203 (from inside UK)

T: 0044 (0)117 9213 1203 (from outside UK)

E: desfsast-comrcl@mod.uk

## AIR COMMODITIES PROJECT TEAM (AC PT)

**The Air Commodities Project Team (AC PT) is responsible for the acquisition and through life management of a diverse range of aircraft commodities and airfield-related equipment, including tri-Service Ground Support Equipment (GSE), Airfield Specialist Vehicles and a wide range of aircraft avionics and mechanical equipment.**

*Contact details:*

**Senior Commercial Officer, AC PT**

T: 030 679 82246 (from inside UK); from outside

UK: 0044 (0)196 789000, wait for message and

dial \*, then enter 030 679 82246 and #

E: desas-accomm@mod.uk

## AIRSEEKER PROJECT TEAM

**The Airseeker Project Team will deliver into RAF service three US Rivet Joint aircraft and associated ground and training systems, together with a co-operative support package. This replaces the capability that was previously provided on the now retired Nimrod R1 aircraft.**

The Project Team, based at Abbey Wood, Bristol and Waddington, manages the Foreign Military Sales case with the United States Government through which this new system will be delivered. The team also plays a key role, on behalf of the sponsor and user, in helping to co-ordinate the activities of all the Defence Lines of Development required to provide, sustain and improve the overall military capability being acquired through the Airseeker programme.

*Contact details:*

**Airseeker PT Delivery Lead – Bill Chrispin**

T: 030 679 80787 (from inside UK)

T: 0044 (0)30 69 80787 (from outside UK)

E: desas-airstarairseekerdtl@mod.uk

## DE&S COMBAT AIR OPERATING CENTRE

## UK MILITARY FLYING TRAINING SYSTEM (UKMFTS) PROJECT TEAM

**The UKMFTS Project Team is part of the Combat Air pillar within DE&S and is a Major Defence Change Programme to deliver a world-class flying training system for all UK Military Aircrew.**

UKMFTS will deliver a coherent, flexible and integrated flying training capability catering for the needs of the Royal Navy, the Royal Air Force and the Army Air Corps. The flying training system takes aircrew from initial training through elementary, basic and advanced flying training phases to their arrival at their designated operational aircraft. The focus for the UKMFTS is to achieve a holistic system based on capability and service delivery; it is not solely about the provision of aircraft platforms. It

also offers an opportunity to modernise the flying training processes for all three Services, realise efficiencies and, since training is currently spread across several organisations, take advantage of potential economies of scale.

The MOD appointed Ascent Flying Training Ltd, a joint venture of Lockheed Martin and Babcock International, in May 2008 as its Training System Partner to work with the MOD over the life of the project to deliver incrementally the total aircrew training requirement. To date the MOD and Ascent have contracted for the Fast Jet and Rear Crew Stage 1 Training Packages, but there are opportunities for industry to engage for future work. Ascent is the main focal point for such industry contact, details below. UKMFTS PT is also responsible for providing support to Hawk TMk1, Tucano and Glider aircraft, in addition to undertaking the role as Type Airworthiness Authority in support of Beech King Air 250/350ER and the Hawk TMk2 (Advanced Jet Trainer).

*Ascent contact details:*

**Senior Commercial Manager – Stuart Bell**

T: 0044 (0)1454 771658

E: stuart.bell@ascentflighttraining.com

*UKMFTS contact details:*

**DES UKMFTS-HdComrcl – Neil Barnett**

T: 030 679 80048 (from inside UK); from outside

UK: 0044 (0)196 789 0000, wait for message and

dial \*, then enter 030 679 80048 and #

E: desukmfts-hdcomrcl@mod.uk

## UNMANNED AIR SYSTEMS (UAS) TEAM

**The UAS Team is responsible for UAS acquisition policy and standards, safety and engineering discipline, future research and development and providing guidance to industry on all matters UAS from within DE&S.**

*Contact details:*

**UAS Team Business and Secretariat Manager**

T: 030 679 30718 (from inside UK)

T: 0044 (0)117 913 0718 (from outside UK)

E: desuas-pol3@mod.uk

## LIGHTNING TEAM

**Lightning II is a multi-role, carrier-capable aircraft to be operated jointly by the Royal Navy and Royal Air Force. LII will be a key element of our Carrier Strike capability and will operate from both land bases and the new Queen Elizabeth Class aircraft carriers.**

LII is produced by Lockheed Martin as the F-35 Joint Strike Fighter (JSF). JSF is a fifth generation, multi-role stealth aircraft containing cutting-edge technologies. It will deliver an affordable, sustainable, expeditionary airpower capability for the UK. JSF will be capable of undertaking a wide range of operations from intelligence, surveillance and reconnaissance missions to high intensity combat, including air defence for a Carrier Task Group and offensive support for ground forces. JSF has provided UK industry with a unique opportunity to offer world-leading products, technologies and manufacturing expertise.

LII is a transformational military capability delivered through collaborative and incremental acquisition techniques. As a model for international collaboration, the JSF programme is highly innovative, but as well as rewards, innovation brings challenges. The Lightning Team is determined to meet those challenges and shape the future.

*Contact details:*

T: 0044 (0)30 679 82270

E: deslightning-comms@mod.uk

## JOINT PROPULSION TEAM (JPT)

**JPT is the focal point for the MOD's relationship with Rolls-Royce. This small project and commercial team is co-located at Rolls-Royce in Bristol together with elements of the Combat Air engine team.**

It has commercial responsibility for the Typhoon, Tornado, Hawk, Merlin, Apache, Sea King and Lynx engines and is the MOD lead for tackling cross-platform issues and for driving continuous improvements.

*Contact details:*

**JPT Team Leader – Lisa Bishop**

MOD Joint Propulsion Team, WH28-5, PO Box 3,

Rolls-Royce Plc, Filton, BRISTOL BS34 7QE

T: 0117 979 6768

E: desca-jpt-tl@mod.uk

## FAST AIR SUPPORT TEAM (FAST)

**The FAST team delivers equipment, training and logistics services for the Typhoon and Tornado aircraft as well as the BBMF and Aircrew Escape & Survival equipment – excelling in through-life acquisition and support.**

FAST operates for 17 locations across the UK and Europe, principally at Abbey Wood, Bristol and the Main Operating Bases at Coningsby, Leuchars and Marham.

*Contact details:*

**Jim Laver**

E: desfast-comrcl3@mod.uk

**Rob Taylor**

E: desfast-comrcl1@mod.uk

## DE&S ISTAR (INTELLIGENCE, SURVEILLANCE, TARGET ACQUISITION, RECONNAISSANCE) OPERATING CENTRE

## IMAGERY AND GEOSPATIAL SYSTEMS (IMAGE) DELIVERY TEAM

**The IMAGE Delivery Team is part of the DE&S ISTAR Operating Centre and delivers and supports a complex range of imagery and geospatial system capabilities to the Joint Forces Intelligence Group (JFIG) under the sponsorship of JFCC4ISR.**

*Contact details:*

**IMAGE Commercial Manager**

T: 030 679 35576 (from inside UK)

T: 0044 (0)117 913 5576 (from outside UK)

E: desimage-com@mod.uk



## FORCE PROTECTION PROJECT TEAM

The Force Protection Project Team is responsible for the procurement, integration and support of complex force protection systems for land operations. The core of its work is managing requirements in electronics, countermeasures and surveillance.

Contact details:

**Force Protection Project Team  
Senior Commercial Officer**

T: 030 679 30756 (from inside UK)

T: 0044 (0)117 913 0756 (from outside UK)

E: desfp-commsco@mod.uk

## CHEMICAL, BIOLOGICAL, RADIOLOGICAL AND NUCLEAR DELIVERY TEAM (CBRN DT)

The CBRN Delivery Team procures, supports and maintains a CBRN Protection capability for the three Services, as specified by Head of Special Projects and CBRN Capability and in close co-ordination with Dstl Porton Down.

This covers chemical, biological and radiological detection, identification, decontamination and respiratory protection.

Contact details:

**CBRN Business Manager**

T: 030 679 31507 (from inside UK)

T: 0044 (0)117 913 1507 (from outside UK)

E: descbrn-bm@mod.uk

## JOINT SENSOR AND ENGAGEMENT NETWORKS TEAM (JSENS)

JSENS Delivery Team's core purpose is to deliver Joint Sensor and Engagement Network capability in accordance with its customers' capability management plans.

The Team supports the following projects:

- Land Environment Air Picture Provision (LEAPP)
- Ground Based Air Defence (GBAD)
- Battlefield Information System Application (BISA)
- Automated Sense and Warn (AS&W)
- Sense Warn and Intercept (SW&I)

Contact details:

**DES JSENS-SACC-Comrc1-CP1**

T: 030 679 32042 (from inside UK)

T: 0044 (0)117 913 2042 (from outside UK)

E: desjsens-sacc-comrc1-cp1@mod.uk

## SITUATIONAL AWARENESS COMMAND AND CONTROL (SACC) DELIVERY TEAM

The SACC team is responsible for the procurement and in-service support of Aerospace Battle Management (ABM) and Data Link (DL) equipment and systems.

The ABM half of the team is responsible for supporting the UK's Air Command and Control (C2) systems (known as UCCS), whose system life will be

extended by project CERBERUS, which provides a very limited increase in capability. Further increases in capability will be provided by project GUARDIAN which will replace both the UK and Falkland Island Air C2 systems. The ABM team also supports the UK's deployable UK forces (PTME).

The Data Link half of the team provides the means of providing real-time encrypted communications to achieve total situational awareness through the following programmes: Frequency Clearance, Interoperability Testing, Joint Network Management System, Link 16 Standalone Capability (Maritime and Air), Surface Maritime Link 22, Link 11, Blue Force Tracking and Link 16 In Service Terminal Engineering and Support.

Contact details:

**SACC Business Manager**

T: 030 679 30736 (from inside UK)

T: 0044 (0)117 913 0736 (from outside UK)

E: dessacc-bm@mod.uk

## AIR DEFENCE AND AIR TRAFFIC SYSTEMS (ADATS) DELIVERY TEAM

Air Defence and Air Traffic Systems Delivery Team (ADATS DT) is responsible for the management of Air Defence (AD), Air Traffic Management (ATM) and ground-based Electronic Warfare (EW) capabilities and systems.

The Team provides the following key services:

- **ATM Capabilities** – in November 2014 the MOD signed a £1.5bn 22-year contract with Aquila for through-life support of ATM capabilities. This will replace most of the ATM capabilities currently managed by the ADATS team.
- **AD Radars** – through-life support of a range of primary and secondary surveillance, approach and AD surveillance radars.
- **Ground-based EW and Data Handling Equipment** – through-life support of a mix of threat systems at the EW Tactics Range at RAF Spadeadam and a variety of legacy AD-specific data links.

Contact details:

**ADATS Commercial Manager**

Room C48/49, Building 5, RAF HENLOW, Bedfordshire SG16 6DN

T: 0044 (0)1462 857707

E: desadats-commercialmgr@mod.uk

## DE&S HELICOPTERS OPERATING CENTRE

### LYNX PROJECT TEAM

The Lynx Project Team exists to support light helicopter capability now and in the future. It is part of the DE&S Helicopters Operating Centre and is responsible for the support of in-service Army and Royal Navy Lynx variants, a number of enhancement programmes and the procurement of the replacement capability (Wildcat).

Contact details:

**Lynx Wildcat Business Manager**

T: 0044 (0)1935 453859

E: deslynx-wilcat-busmgr@mod.uk

### SEA KING PROJECT TEAM

The Sea King Project Team's role is to support their Front Line Command (FLC) customers, with the aim to provide airworthy Sea King aircraft, fit for purpose, to time and budget as defined in the Platform Agreements. In short, the Sea King Project Team is a 'one-stop-shop' for all Sea King support and equipment issues.

Contact details:

**Sea King Project Team Business Manager**

T: 0044 (0)1935 701015

E: deseaking-busmgr@mod.uk

### PUMA 2 GAZELLE PROJECT TEAM (P2G PT)

The Puma 2 Gazelle (P2G PT) team provides operational and in-service support to the Puma and Gazelle helicopter fleets, including the function of Engineering Authority and the management of Logistic and Maintenance support to both fleets operated by Joint Helicopter Command (JHC).

Responsibilities include repair and overhaul, spares, technical engineering support such as airworthiness and safety management, and other in-service support. The team is also responsible for the Acquisition Programme to deliver the Puma Life Extension Programme (LEP). This programme involves major system upgrades including digital cockpit, more powerful engines and an uprated tail rotor as well as the associated changes to support arrangements including training.

Contact details:

**Business Manager – Gillian Clayton**

Puma 2 Gazelle Project Team, Yew Oa #1037,

MOD Abbey Wood, BRISTOL BS34 8JH

T: 030 679 30717 (from inside UK); from outside

UK: 0044 (0)196 789 0000, wait for message and

dial \*, then enter 030 679 30717 and #

E: desp2g-busmgr@mod.uk

### SPECIAL PROJECTS MULTI-AIR PLATFORM PROJECT TEAM (SPMAP PT)

Special Projects Multi-Air Platform Project Team (SPMAP PT) is part of the Director Helicopters Operating Centre. It faces the unique challenge of managing the largest number of aircraft types of any DE&S Project Team. It has responsibility for delivering and supporting a variety of platforms, from small fixed wing aircraft to rotary wing aircraft that are used in roles such as transportation, search and rescue, surveillance and training. The total supported fleet size is some 84 aircraft, across 12 different types (18 marks).

Its primary responsibility is providing engineering authority and support to these different aircraft types. Its outputs to customers are agreed and described in business agreements including the Command Acquisition Support Plan 2015 (CASP15), which they currently have with Air Command, Fleet and Joint Helicopter Command (JHC). The level of support provided varies between the different platforms, as a large range of support solutions have been adopted.

The PT also supports this portfolio through safety management, procurement, management of spares, and project management for the acquisition of aircraft, upgrades and contractor-managed output-based services. This functional operating model aims to maintain expertise and develop skills in these key areas of delivery and provides the flexibility for effective deployment of resources across the PT by specialism.

SP MAP is also responsible for all military Helicopter Under-Slung Load Equipment (HUSLE) in the defence inventory, which includes a range of strops, slings and nets used by over 1500 units across all three Services. In addition the team delivers new capability to its customers both as modifications to current platforms and by delivering new solutions to existing and future requirements. The team is currently working on delivering a number of new projects, notably a new Cat B project to replace the Search and Rescue and Support Helicopter Capabilities in the Falkland Islands, a replacement RW Command Support Air Transport contract at Northolt, and new aviation support contracts to British Army training in both Kenya and Brunei.

*Contact details:*

**SPMAP PT Business Manager**

T: 030 679 82585 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial \*, then enter 030 679 82585 and #  
E: desspmap-busmgr@mod.uk

## CHINOOK PROJECT TEAM

The Chinook Project Team has staff based at DE&S Abbey Wood, Bristol and RAF Odiham. Its primary responsibilities include providing

### logistics support and managing capability upgrades for the UK fleet of Chinook aircraft.

The team is also managing a number of major projects, including the procurement of 14 new Chinooks and a fleet upgrade to the flight deck avionics.

*Contact details:*

**Chinook Project Team  
Senior Commercial Officer**

T: 030 679 83211 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for message and dial \*, then enter 030 679 83211 and #  
E: deschinook-comrclmgr@mod.uk

## APACHE PROJECT TEAM

The Apache Project Team has delivered all 67 UK Apache Attack Helicopters to the Front Line Customer – Joint Helicopter Command.

The Project Team is responsible for sustaining the capability of the Apache helicopter fleet through-life by the provision of logistics support, maintenance and project delivery. The Prime Contractor for Apache is AgustaWestland.

*Contact details:*

**Apache Business Manager**

T: 0044 (0)1935 702103  
E: desapache-busmgr@mod.uk

## MERLIN PROJECT TEAM

The Merlin PT has a major project portfolio to sustain existing capabilities and deliver new capability. The CAT A Merlin Capability Sustainment Programme (MCSP) is drawing to a conclusion in 2015. This programme will

deliver 30 Merlin Mk2 aircraft to the Royal Navy at RNAS Culdrose and will upgrade and sustain the aircraft until its out of service date of 2029. A further CAT A programme, Merlin Mk3/3a Life Sustainment Programme (MLSP), is in the D&M phase of the procurement cycle and will provide additional capability and sustain the current Mk3/3a to their out of service date of 2030; the resulting aircraft will be designated Mk4/4a. Merlin PT is additionally managing the CAT B CROWSNEST (Airborne Surveillance and Control) programme and sonobouy procurement and a raft of safety enhancement modifications to both marks of aircraft.

The Merlin PT also delivers in-service support to the Royal Navy's fleet of Merlin Mk2 Maritime Patrol and Royal Air Force's Merlin Mk3/3a Battlefield Support helicopters. Support is predominantly provided through a partnered support contract with AgustaWestland based in Yeovil under the Integrated Merlin Operational Support (IMOS) contract. The Merlin PT also has management responsibility for the pan-platform AgustaWestland Joint Modification Service (JMS) and, additionally, has assumed management responsibility for the RTM 322 Engine (fitted to both Merlin and Apache helicopters) effective from 1 April 2012.

Project Team personnel are located at Abbey Wood, Bristol; AgustaWestland in Yeovil; and at the Main Operating Bases at RNAS Culdrose and RAF Benson.

*Contact details:*

**DES Merlin Business Manager**

T: 030 679 34749  
E: desmerlin-busmgr-dep@mod.uk



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# Agencies and Other MOD Teams and Organisations

## ISS DEVELOPMENT PILLAR

### NETWORKS TEAM

**Networks is a key business grouping within the ISS Development Pillar, with wide-ranging responsibilities and a large portfolio of projects to deliver and manage. As a Delivery Team its main effort is to support Defence through the effective provision of global communication capabilities across Sea, Land, Air and Space environments, Urgent Operational Requirements and secure communication services to Other Government Departments.**

*Contact details:*

**ISS Networks Ops Plans**

T: 030 679 80443 (from inside UK); from outside UK: 0044 (0)196 789 0000, wait for the message and dial \*, then 030 679 80443 and #

E: issnet-opsplans@mod.uk

### BATCIS DELIVERY TEAM

**The BATCIS Delivery Team is responsible for through-life management of a range of tactical Command and Control Information Systems (CIS) equipment and systems used in the Land Environment, including the associated amphibious and air manoeuvre forces. The main systems managed are Bowman, the Common Battlefield Applications Toolset (ComBAT) Infrastructure and Platform Battlefield Information Systems Application (P-BISA) or CIP, collectively known as BCIP.**

Because of the rapid pace of change in CIS technology, BCIP equipment and software needs to be continuously updated to cope with obsolescence and ensure levels of capability are maintained. This, and the need to support operations, means there is a continuous requirement for update and upkeep activities, termed spiral sustainment. This approach also allows for insertion of upgrades as required.

BATCIS also manages the Personal Role Radio family and the MAKEFAST Battlefield Information System Application (BISA) as well as a large number of other CIS equipments and

services. These range from the TacGA (Tactical Ground to Air) Radio to the Joint Systems Integration Body (JSIB) plus other legacy equipments, as well as many Urgent Operational Requirements (UORs). These UORs include the delivery of new capability into service (eg Personnel Integrated Hearing Protection, comms equipment for Medical Emergency Response Teams) and also the installation of BCIP onto Land, Maritime and Rotary Wing platforms. BATCIS is increasingly widening its portfolio of radio-based tactical command and control systems and supporting equipments and is actively defining its future acquisition requirements and management approaches through the LE TacCIS Programme including the Legacy Support Project, Legacy Systems Update and Project MORPHEUS. BATCIS has recently taken responsibility for Defence's Wide Area trunk capabilities named Falcon, Cormorant and Kestrel.

*Contact details:*

**Peter Cockerton**

E: issbatcis-comrcldephd@mod.uk

### INTELLIGENCE INFORMATION SOLUTIONS (IIS) TEAM

**Intelligence Information Solutions (IIS) is a multi-disciplinary through-life portfolio delivery team, enabling effective and efficient direction, collation, processing and dissemination of intelligence, nationally and collaboratively.**

The team delivers specialist applications, information management solutions and associated hardware in support of the Defence Intelligence Services, the Permanent Joint HQ and theatre deployments, as well as the single Services. It also enables interoperability across a number of other nations and UK Other Government Departments. Predominantly the applications and systems are based on Commercial Off The Shelf (COTS) hardware and software.

Users include Navy Command, Land Forces, Air Command Centre, Defence Infrastructure Organisation and Chief of Joint Operations (CBF Cyprus and CBF Gibraltar). Marine services are provided through a 15-year service provision PFI contract with SDMS that was let in 2007.

*Marine services embrace a wide range of waterborne and associated support activities, both in-port and out-of-port:*

- In-port activities take place at the Royal Navy's major bases at Portsmouth, Devonport and on the Clyde and include tugs for ship movement, ferry operations, movements of explosives, lighterage and barges;

*Contact details:*

**IIS Senior Commercial Officer**

T: 030 679 36790 (from inside UK)

T: 0044 (0)117 913 6790 (from outside UK)

E: desiis-snrcomrcl@mod.uk

### CYBER AND CRYPTO

**Cyber and Crypto is part of MOD's information assurance work. It acquires cyber capabilities, high-grade crypto devices and management systems for information assurance components. It provides crypto-security policy, operational crypto-security services to defence and others, and management of cryptographic keys for allied nations and NATO.**

*Contact details:*

E: isscc-opsplans@mod.uk

### JOINT ELECTRONIC SURVEILLANCE (JES) TEAM

**The Joint Electronic Surveillance (JES) Delivery Team acquires electronic surveillance and attack systems for all three Armed Services – Royal Navy, Army and RAF. Its equipment is critical for success on operations and exploits techniques at the leading edge of technology.**

The team provides users with systems that present clear, concise and relevant awareness of the operational picture, when and where they need it. The team ensures these systems are safe, secure and robust in the hostile electronic environments in which they operate. JES is a through-life team and delivers new capabilities into service as well as providing ongoing support to in-service equipment.

*Contact details:*

**JES Chief of Staff**

T: 030 679 36512 (from inside UK)

T: 0044 (0)117 913 6512 (from outside UK)

E: desjes-cos@mod.uk

- Out-of-port activities include the provision of support to military exercises; UK and worldwide maritime trials and training, including NATO Submarine Rescue System (NSRS) Training; support to maritime ranges; and the maintenance of some 350 moorings and navigational marks around the UK and in Gibraltar and Cyprus.

SDMS manage, operate and maintain around 110 vessels to deliver these services. The contractual arrangement with SDMS provides modern marine services, delivering a fleet of vessels capable of handling current and future warships and submarines at an optimum level of efficiency.

### DEFENCE MARINE SERVICES (DMS)

**Defence Marine Services (DMS) is part of the Assistant Chief of Naval Staff (Support) business area within the Navy Command TLB.**

*DMS manages two PFI contracts for:*

- Provision of Marine Services with Serco Denholm Marine Services Ltd (SDMS);
- Provision of Marine Support to Ranges and Aircrew Training with Smit International (Scotland) Ltd (Smit).



The service for Marine Support to Range and Aircrew Training is provided by SMIT (Scotland) Ltd and runs until April 2017.

*The service provides the following outputs to tri-Service users at nine locations around the UK coast:*

- Provision of a range safety craft service on six Defence Infrastructure Organisation live firing ranges.
- Provision of a vessel winching platform for six RAF Search and Rescue (SAR) flights, two RAF SAR training establishments and a number of Land Forces helicopter units.
- Provision of a ferrying service and safety boat for tri-Service aircrew sea survival drills.
- Provision of a marine target towing for RAF fast jets (MTT).
- Participation in, and support to, national and international SAR exercises (SARex).
- Recovery of Air Sea Rescue Apparatus (ASRA).
- Provision of craft for Navy Command boarding exercises, simulation of arms and drug smuggling activities and force protection exercises involving both Fast Attack Craft (FAC) and Fast Inshore Attack Craft (FIAC).

Smit manages and operates a total of 16 fast patrol type craft in support of Range Safety and Aircrew Training.

Facilities exist within the contracts for new work, large or small.

*Contact details:*

**Defence Marine Services**

T: 023 9272 0881 / 6126

E: navspt-dmsbusmgr@mod.uk

## SALVAGE AND MARINE OPERATIONS (S&MO)

**The Salvage and Marine Operations (S&MO) Team is a key element of the MOD's worldwide marine capability. It provides salvage, towing, heavy lift, operational moorings, port clearance, underwater engineering and management of the UK's military wreck inventory.**

In addition to the MOD, it also provides these services to Other Government Departments (OGDs), such as the Department for Transport, the Foreign and Commonwealth Office and the Home Office.

*Contact details:*

**Deputy Team Leader Salvage Operations – James Ward**

Ash 2B #3212, MOD Abbey Wood, BRISTOL BS34 8JH

T: 030 679 81974 (from inside UK)

T: 0044 (0)30 679 81974 (from outside UK)

E: dessanmo-dtiso@mod.uk

## MINISTRY OF DEFENCE POLICE (MDP)

**The Ministry of Defence Police (MDP) Headquarters and Training Centre is based at Wethersfield, an 800-acre site near Braintree, Essex. The force (about 2600 strong) supplies armed protective policing across the defence estate, in particular at the nuclear weapons establishments at Aldermaston in Berkshire and at the nuclear submarine base at Faslane on the west coast of Scotland.**

Specialist roles within the Force include marine policing at the Naval Bases (Portsmouth, Devonport and the Clyde); police dog handlers; and a Criminal Investigation Department (CID).

*Contact details:*

**Head of Operational Resources – Matt Lowden**

MOD Police HQ, Wethersfield,

BRAINTREE, Essex CM7 4AZ

T: 0044 (0)1371 854796

E: mdp-opres-head@mod.uk

## DEFENCE MEDICAL SERVICES (DMS)

**The primary role of the DMS is to ensure that Service personnel are ready and medically fit to go where they are required in the UK and worldwide – generally referred to as being 'fit for task'.**

The DMS encompasses the entire medical, dental, nursing, allied health professionals, paramedical and support personnel. It is staffed by around 10,000 regular uniformed and reserve medical personnel and provides healthcare to all Service men and women. Personnel from all three Services – regulars and reservists – work alongside civil servants and other supporting units providing healthcare to Service personnel serving in the UK, abroad or at sea and in some circumstances family dependants of Service personnel and entitled civilians. It also provides the same aspects of healthcare to other countries' personnel overseas, in both permanent military bases and in areas of conflict.

The range of services provided by DMS includes primary healthcare, pre-hospital emergency care, dental care, hospital care, rehabilitation, occupational medicine, community mental healthcare and specialist medical care. It also provides healthcare in a range of facilities, including medical and dental centres, regional rehabilitation units, field hospitals and Ministry of Defence Hospital Units (MDHU) alongside the NHS. It also provides an aeromedical evacuation service.

The Surgeon General (SG) is the 3\* professional head of the DMS and the Process Owner for end to end defence healthcare and medical operational capability. He is accountable to the Defence Board, reporting routinely through the Defence Operating Board and Service Personnel Board, both of which he attends as required.

*The SG is responsible for:*

- Defining the boundaries and processes, organisational structures and composition of forces, and the standards and quality needed to deliver advice on health policy, healthcare and medical operational capability in consultation with Top Level Budget Holders
- Setting the overall direction on all clinical matters relating to the practice of medicine within the military
- Setting and auditing the professional performance of all medical personnel
- Setting clinical and medical policies and standards, and auditing compliance by military organisations across Defence
- Developing the science of military medicine to develop approaches and treatments that will best counter threats to the health and well-being of Service personnel
- Providing deployable medical operational capability
- Building and maintaining the medical infrastructure and cadre of people
- Delivering a comprehensive healthcare system that provides the appropriate timely healthcare to Service (and other entitled) personnel
- Ensuring coherence of health plans between Defence and the NHS

- Chairing the Defence Medical Services Board, the forum for providing strategic direction and guidance to the DMS

The current SG is Air Marshal Paul Evans.

*Contact details:*

**Lt Cdr Matthew Faye RN**

Surgeon General's Department, JFC (JW),

Northwood HQ, Sand Lane, NORTHWOOD,

Middlesex HA6 3HP

E: sgacdsmmedopcap-medecso2@mod.uk

## UK TRADE & INVESTMENT DEFENCE & SECURITY ORGANISATION (UKTI DSO)

**The UK Trade & Investment Defence & Security Organisation (UKTI DSO) is an integral part of UKTI and works closely both with industry and the MOD to promote the export of UK equipment, products and services in the best possible way.**

The defence and security sectors are an important part of the UK economy, contributing billions of pounds in exports each year and providing tens of thousands of jobs in the UK. In 2013 the UK achieved around a 22% share of the global defence export market.

*UKTI DSO supports the UK defence, security and disaster relief sectors by:*

- Identifying business opportunities in conjunction with the MOD and industry at an early stage
- Building relationships with overseas governments – the core customers for UK defence products and services – to maximise UK prospects in established and emerging markets
- Providing overseas customers and UK defence and security companies with access to the MOD, the Armed Forces and wider government specialist support
- Supporting specific industry-led overseas marketing campaigns
- Promoting UK industry as a trusted supplier at all levels of the supply network
- Providing a conduit through which UK advice and expertise can be offered to overseas customers

*The two UKTI DSO Regional Directorates (RDs) offer assistance and advice on specific markets and opportunities with respect to both defence and security, co-ordinate government support and provide a single point of contact for customer countries:*

- RD 1 – Americas, Pacific and East Asia
- RD 2 – Africa, Europe, Middle East, Central and South Asia

**The Business Strategy Directorate** comprises a number of teams working in the following areas: analysis of the global defence, security and disaster relief markets; co-ordination of participation in UK and overseas defence and security exhibitions; and management of the organisation's Business Support function.

**The Small Business Unit** is part of the Business Support team, specialising in dedicated support for SME companies that are looking to win defence and security business.

**Key Account Management (KAM) and High Growth Potential (HGP) Companies Team** – The KAM Secretariat has a formal relationship with 20 UK defence and security prime contractors. KAM Sec provides DSO with an overview of the

companies' strategic intentions in the export market which allows DSO to allocate its resources accordingly, as well as providing a forum to discuss additional strategic issues such as the Defence Growth Partnership and Government-to-Government engagement.

UKTI DSO's HGP advisers have developed an engagement model to help identify, develop and establish relationships with companies that are new to DSO and have defence export potential, mainly focusing on Medium Size Businesses (MSBs – companies that fall between the SME/KAM categories), but also other larger firms with defence divisions and some exceptionally promising smaller firms.

*Contact details:*

**RD 1** T: 020 7215 8157

**RD 2** T: 020 7215 8232

**Military Advice/Support** T: 020 7215 8038

**Market Analysis** T: 020 7215 8194

**Events** T: 020 7215 8239

**Business Support** T: 020 7215 8337

**Small Business Unit** T: 020 7215 8204

**KAM/HGP** T: 020 7215 8337

**Disaster Relief** T: 020 7215 1532

## DEFENCE SUPPORT GROUP (DSG)

**The MOD launched the sale of the Defence Support Group's (DSG) land business. Following a strong competition, Babcock has been selected as the preferred bidder. Final details of the transaction should be available in early 2016 after award decision has been made and a contract signed.**

The MOD will retain the DSG's air business, the Electronics and Components Business Unit (ECBU). The ECBU became the Defence Electronics and Components Agency (DECA), a new MOD Trading Agency, on 1 April 2015.

## DEFENCE ELECTRONICS AND COMPONENTS AGENCY (DECA)

**DECA will continue to provide support to a diverse range of electronic, avionic and mechanical equipment for both fixed wing and rotary platforms. This will include the provision of a specialist avionics obsolescence management capability. DECA's Trading Agency model, based on an executive agency, will allow it to continue trading with MOD and industry customers in a similar way to how the ECBU operated within the Defence Support Group prior to 1 April 2015.**

DECA will have a place of business at Sealand, Deeside, Flintshire, North Wales CH5 2LS.

*Contact details:*

**Commercial and Procurement Manager**

T: 01244 847748

## DEFENCE SCIENCE AND TECHNOLOGY LABORATORY (Dstl)

**What we do**

The Defence Science and Technology Laboratory (Dstl) ensures that innovative science and technology contribute to the defence and security of the UK.

We supply specialist services to the Ministry of Defence and wider government. 60% of MOD's science and technology programme (total funding: £410 million) is supplied by our external partners in industry and academia worldwide.

**Who we are**

As a trading fund of MOD, Dstl is run along commercial lines. It is one of the principal government organisations dedicated to science and technology in the defence and security field.

Our Centre for Defence Enterprise (CDE) is the point of contact for suppliers with innovative ideas to bid for proof-of-concept research funding.

**Our locations**

**Headquarters**

Porton Down, SALISBURY, Wiltshire SP4 0JQ

*(Alternative postcode for some*

*Sat-Nav systems: SP4 0JG)*

*Switchboard: 01980 613000*

*Central enquiries: 01980 613121*

*E: centralenquiries@dstl.gov.uk*

**Dstl Portsdown West**

Portsdown Hill Road, FAREHAM,

Hampshire PO17 6A

**Dstl Fort Halstead**

SEVENOAKS, Kent TN14 7BP

*(Alternative postcodes for some*

*Sat-Nav systems: TN14 7BT or TN14 7BX)*

**Dstl Alverstoke**

Crescent Road, GOSPORT, Hampshire PO12 2DL

**Centre for Defence Enterprise**

Building R103, Fermi Avenue, Harwell,

OXFORD, Oxfordshire OX11 0QX

T: +44 (0)30 6770 4236 / 4237

E: cde@dstl.gov.uk

Open Monday to Friday 9am to 5pm. Please email for the quickest response.

**Our responsibilities**

*Our responsibilities include:*

- Supplying sensitive and specialist science and technology services for MOD and wider government
- Providing and facilitating expert advice, analysis and assurance on defence procurement
- Leading on the MOD's science and technology programme
- Understanding risks and opportunities through horizon-scanning
- Acting as a trusted interface between MOD, wider government, the private sector and academia to provide science and technology support to military operations by the UK and her allies
- Championing and developing science and technology skills across MOD

**Our priorities**

*We help MOD to implement the recommendations in the National Security Strategy and the Strategic Defence and Security Review, in particular to:*

- Identify and monitor national security risks and opportunities
- Protect the UK and our interests at home, at our border and internationally, in order to address physical and electronic threats from state and non-state sources

**Who we work with**

Dstl works mainly with MOD, but because of our expertise and facilities, particularly in the wider area of UK defence and security, we work across government for more than 40 government departments and agencies.

We work with our partners in industry, academia and internationally, using science and technology to help to solve defence and security issues.

We sustain and grow science and technology

capabilities that must remain in government, and help develop capabilities that are managed elsewhere, for example in industry and academia.

## CENTRE FOR DEFENCE ENTERPRISE (CDE)

**The Centre for Defence Enterprise (CDE) funds novel, high-risk, high-potential-benefit research to develop capabilities for the UK Armed Forces and national security.**

You can submit a CDE proposal for a research contract either at any time to our enduring challenge competition, or in response to the technical challenges in a specific themed competition.

CDE is part of the Defence Science and Technology Laboratory (Dstl) and funds only novel, high-risk, high-potential-benefit research. If your proposal is a product, you should speak to the Defence Suppliers Service (DSS) or see other ways of how to sell to Dstl.

**Centre for Defence Enterprise**

Building R103, Fermi Avenue, Harwell, OXFORD,

Oxfordshire OX11 0QX

T: +44 (0)30 6770 4236 / 4237

E: cde@dstl.gov.uk

Open Monday to Friday 9am to 5pm. Please email

for the quickest response.

**CDE Innovation Network events**

Find out about CDE's upcoming Innovation Network events and webinars and access presentations and other information from past events. CDE holds these regular events to promote our competitions for funding. They allow networking with technical and military experts, as well as helping to build relationships to encourage working with other science and technology providers. We also host webinars to support our competitions.

## DEFENCE INFRASTRUCTURE ORGANISATION (DIO)

**The Defence Infrastructure Organisation (DIO) plays a vital role in supporting our Armed Forces by building, maintaining and servicing what the men and women who serve our country need to live, work, train and deploy on operations.**

**Responsibilities**

*We are responsible for:*

- Providing infrastructure support to establish stability in Afghanistan and other operations
- Providing effective, coherent and affordable infrastructure solutions to meet defence needs
- Managing and delivering the defence infrastructure efficiently and effectively
- Providing sustainable, safe and legally compliant infrastructure to defence
- Providing good quality living accommodation for Service personnel and their families
- Firing notices
- Safety alerts
- Byelaws
- Service family accommodation

**Priorities**

*Our priorities are:*

- Transforming the way we do business as part of the wider MOD Transformation Agenda
- Reducing our running costs
- Increasing the sale of surplus land and buildings



## Who we are

We are led by Chief Executive Richard McCarthy, supported by an Executive Management Team comprising Marcus Leek, Director of Finance and Commercial, Colin Wood, Chief Operating Officer, Matthew Punshon, Director of Asset Strategy & Portfolio, Tony Gosling, Director of Data Analytics & Insight, Richard Trevor, Director of Transformation & Change, Leo O'Shea, Director of Service Delivery, Air Vice-Marshal Elaine West, Director of Project and Programme Delivery and Major General Nick Ashmore Director of Strategic Asset Management & Programming Team.

Find out more about DIO by reading *DIOlogue* magazine.

## DIO procurement contracts

*DIO is currently developing and procuring contracts to deliver hard and soft facilities management and construction projects for the UK defence estate under two main areas:*

- Next Generation Estate Contracts (NGEC) – hard facilities management and construction projects
- Project Hestia – soft facilities management

In addition DIO routinely undertakes a wider range of smaller procurement initiatives covering the UK and overseas estate, through a mix of stand alone, PFI and Crown Commercial Service arrangements.

Further information is available in:

- NGEC – Policy Paper, 12 June 2014
- Project Hestia – Guidance, 3 December 2014

Contact details:

### Defence Infrastructure Organisation

Zone 2, Ground Floor, Ramillies Building,  
Marlborough Lines, Monxton Road, ANDOVER,  
Hampshire SP11 8HT

E: diocomrcl-5a1@mod.uk

W: www.mod.uk/dlo

## NEXT GENERATION ESTATE CONTRACTS (NGEC)

**N**ext Generation Estate Contracts (NGEC) is a Defence Infrastructure Organisation (DIO) programme to develop and implement the most cost-effective mix of estate contract models to meet the future needs of defence, spanning UK facilities management, housing, the training estate and new build construction projects.

The NGEC programme replaces existing prime contracting arrangements with industry for the provision of management, maintenance and development of the UK defence estate with a mix of contracts that will deliver the best possible service for the Armed Forces and UK defence as well as delivering best value for money for the UK taxpayer.

The NGEC team has worked closely with DIO customers, wider government and industry to identify best practice and build the best mix of contract types, their size and scope and develop it into DIO's NGEC commercial arrangements.

NGEC has worked with industry to explore options for greater involvement of smaller and local businesses across all contracts. In order to meet the high standard demanded across the MOD estate and deliver value for money, the NGEC contracts have been constructed to provide greater levels of competition and this will generate further opportunities for a cross-section of Small and Medium-sized Enterprises (SMEs) to participate in the supply chain process.

The scope of the NGEC programme covers:

### National and Regional Primes

The award of two National Primes – National Housing Prime (NHP) and National Training Estate Prime (NTEP); and four Regional Primes – Scotland & Northern Ireland; South East; South West; and Central.

The National and Regional Primes have been awarded as follows:

- **National Training Estate Prime (NTEP)** – awarded on 9 May 2014 with an in-service date of 1 November 2014 – valued at £322m and won by Landmarc.
- **National Housing Prime (NHP)** – awarded on 9 May 2014 with an in-service date of 1 December 2014 – valued at £626m and won by CarillionAmey.
- **Regional Prime Scotland & Northern Ireland** – awarded on 9 May 2014 with an in-service date of 1 November 2014 – valued at £152m and won by CarillionAmey.
- **Regional Prime Central (Northern England, Wales, East Anglia and the Midlands)** – awarded on 22 July 2014 with an in-service date of 1 February 2015 – valued at £435m and won by CarillionAmey.
- **Regional Prime South West England** – awarded on 22 July 2014 with an in-service date of 1 February 2015 – valued at £265m and won by CarillionAmey.
- **Regional Prime South East England** – awarded on 22 July 2014 with an in-service date of 1 February 2015 – valued at £258m and won by CarillionAmey.

The Prime Contracts are designed to provide planned and reactive maintenance including grounds maintenance and a 24/7 Help Desk for estate users. The primes also have the capability to deliver additional professional services, low valued capital works and capital projects up to a value of £3.93 million.

The contracts have been awarded on a 5-year basis, with the option to extend up to an additional 5 years.

### National and Regional Frameworks

The delivery of projects through a series of seven Framework Arrangements – National Framework; East Midlands and East of England; Scotland; South East; South West; West Midlands and Wales; North East, North West and Yorkshire and the Humber.

The National and Regional Frameworks have been awarded as follows:

- **National Framework** – awarded on 13 December 2013 and valued up to £700m over 7 years. Won by Balfour Beatty, Carillion, Kier Graham Defence, Miller Construction and Wates Construction.
- **East Midlands and East of England** – awarded on 29 October 2013 and valued at up to £400m over 7 years. Won by Henry Brothers, Interserve Construction, Mansell Construction Services, Morgan Sindall Plc and Shepherd Construction.
- **Scotland** – awaiting contract award and valued up to £250m over 7 years.
- **South East** – PQQ report being prepared and valued at up to £400m over 7 years. Award programmed for early 2016 (based on 50% confidence programme).
- **South West** – PQQ report being prepared and valued at up to £700m over 7 years. Award programmed for early 2016 (based on 50% confidence programme).
- **West Midlands and Wales** – currently on hold dependent on demand. Award date TBA.
- **North East, North West and Yorkshire and the Humber** – currently on hold dependent on demand. Award date TBA.

The Regional Frameworks are a series of frameworks which deliver construction projects up to a value of £12 million.

The National Framework sits across the whole of the UK and will deliver higher-value, cross-region programmes of complex projects up to a value of £50 million.

The framework contracts are awarded on a 4-year basis with the option to extend for an additional 3 years subject to meeting performance metrics.

Framework contractors can bid for jobs in competition without the need for Expressions of Interest or Pre-Qualification Questionnaires. This makes the whole procurement process more efficient, minimising the time and expense of tender preparation. The frameworks have also introduced a performance review system incentivising contractor performance and encouraging continuous improvement. These new systems enable the DIO to demonstrate value for money through competition, incentivised contractor performance and faster routes to contract. Obviously the earlier we can provide the finished product to the Armed Forces the better.

The primes and frameworks cover a whole host of services, from maintenance of artillery ranges to household repairs and from replacing runways to building new accommodation blocks.

The NGEC team has worked with industry to explore options for greater involvement of smaller and local businesses across all contracts. In order to meet the high standard demanded across the defence estate and deliver value for money, the NGEC contracts have been constructed to provide greater levels of competition and this will generate further opportunities for SMEs to participate in the supply chain process.

Preparations for these contracts have taken years of hard work to ensure that the contracts provide the best quality service for military personnel while delivering value for money for the taxpayer. We will be working closely with the winning bidders to prepare for the contracts to come into force.

### Future Procurement Group

The team who have worked on the NGEC project for the last few years will see their skills continuing to be utilised – many of them will transfer across to our Future Procurement Group (FPG).

The FPG are responsible for planning and procuring future contract requirements, which include (but are not limited to):

- United States Forces Prime, for work on all UK-based sites used by US Forces, valued at £70 million per year for 5 years.
- Hestia, a series of Soft Facilities Management Multi Activity Contracts, which are delivered through regional contracts across the UK including catering, cleaning, waste management and mess services.
- Future Overseas Procurement, the future requirement for a series of contracts to assure continued infrastructure support across the overseas estate. Infrastructure support includes Hard and Soft Facilities Management, training area support and accommodation.
- The next round of contracts after the NGEC Prime and Capital Framework contracts expire.

Contact details:

E: diosdfpg-pmps2@mod.uk



## UK HYDROGRAPHIC OFFICE (UKHO)

### What we do

The UK Hydrographic Office (UKHO) produces nautical publications and services for the Royal Navy and merchant shipping, to protect lives at sea.

### Who we are

We are a Trading Fund of the Ministry of Defence and employ around 1000 people based in Taunton, Somerset. In the tax year 2013-14 our paper and digital products and services generated a turnover of £129 million, enabling us to pay a £12 million dividend to MOD.

#### Our wider group includes:

- HM Nautical Almanac Office (HMNAO)
- International Centre for Electronic Navigational Charts (IC-ENC)

Our vision is to be the world's best provider of hydrographic data services.

### Our responsibilities

#### We are responsible for:

- Operational support to the Royal Navy and other defence customers by providing hydrographic services
- Servicing wider government by supporting the Maritime and Coastguard Agency's (MCA) obligations to the Safety of Life at Sea Treaty through ensuring marine data of the UK coastal waters is kept up to date
- Developing profitable business streams through the supply of nautical products and services
- Advising the government, the MCA and the public, as well as representing the government worldwide for expert advice on hydrography

### Our priorities

#### Our priorities are to:

- Be the world's most modern and progressive hydrographic office, maintaining our leading position
- Support the global mission of our national security forces
- Support and improve safety of life at sea for all mariners
- Be recognised as a proactive leading nation in the international hydrographic community

### Our framework document

Our framework document sets out the UKHO's purpose and role, together with the governance, policy and finance parameters that guide its day-to-day operations. It also captures MOD's expectations for the Trading Fund, its Top Level Objectives, and the arrangements in place to ensure the effective delivery of these expectations.

#### Contact details:

**UKHO**  
Admiralty Way, TAUNTON TA1 2DN  
T: 01823 337900

## DEFENCE STANDARDIZATION (DStan)

**UK Defence Standardization (DStan) is responsible for UK MOD standardization policies, standards, procedures and guidance on standardization issues both nationally and internationally. It is part of the Director Technical Organisation within Defence Equipment and Support (DE&S).**

### Our responsibilities

DStan provides performance specifications that support the delivery of military capability.

#### It delivers the following services:

- Maintenance and development of a healthy and relevant portfolio of UK Defence Standards (Def Stans), providing associated standardization advice and guidance including the status, development, selection and application of UK Defence Standards
- Provision of standardization management support and assistance to project teams both to develop their 'Standardization management plan' and implement the intelligent selection and use of standards
- Negotiates, influences and agrees NATO and EDA standardization policy and procedures in support of UK MOD military operations
- Provision of standardization policy (in JSP 920) which is consistent with government, NATO and EDA/EC policy
- Provision of MOD standardization input to cross-government standardization committees
- Management of national ratification of operational and materiel NATO Standardization Agreements (Stanags) in support of UK MOD military operations
- Provision of online access to unclassified UK Defence Standards, NATO Stanags and Allied Publications (APs)
- Provision of access to UK Defence Standards, NATO Stanags and APs that are not available to download (above Classified)
- Provision of access to other standards (beyond UK Defence Standards and Stanags) via the Standards On-Line (SOL) framework and demand orders
- Facilitates and delivers on the MOD and commercial licences for the distribution of Defence Standards, Stanags and APs, generating revenue for DIPR
- Provision of advice, guidance and training on the SOL capabilities, such as watchlists
- Maintains and protects the Secretary of State's intellectual property rights in his trademarks
- Monitoring the implementation of Stanags and APs in MOD contracts, to aid in assessing the effectiveness of the NATO Standardization Agency Organization

#### Contact details:

**UK Defence Standardization**  
Kentigern House, Room 1138,  
65 Brown Street, GLASGOW G2 8EX  
T: +44 (0)141 224 2531  
E: enquiries@dstan.mod.uk

## UK NATIONAL CODIFICATION BUREAU (UKNCB)

**The UK National Codification Bureau (UKNCB) logs every item used by the three Services.**

Codification creates a detailed catalogue of everything our Armed Forces use on a daily basis, not just weapons systems and hardware, but spares, clothing, medical items, food and anything else the Services need to operate effectively.

Technical descriptions of every item are stored on a central system along with who makes and supplies it. This system is run by the UK National Codification Bureau (UKNCB) in Glasgow and is integral to the success of the defence supply chain.

The UKNCB uses the NATO Codification System (NCS), the biggest and most comprehensive

codification and cataloguing system in the world. 64 countries are members of the NCS and its 17 million NATO stock numbers. It provides a common 'language of logistics', boosting the effectiveness of our Armed Forces, reducing costs and facilitating both national and coalition operations.

### Benefits of codification

The UKNCB documents technical data and descriptions for every item of supply and allocates NATO stock numbers based on form, fit and function. This information is stored on the Item of Supply Information System (ISIS) and includes details of manufacturer, supplier and any other relevant information. This makes it easy to retrieve the data when required.

The codification process is not expensive and is carried out within a target date of 45 working days. If it's needed more quickly for operational reasons then it can be done in 24 hours.

### NATO codification

The NATO codification system is used by the Army, Navy and Air Force. All items of supply going through the military supply chain must be NATO codified. A 13-digit NATO stock number (NSN) is allocated to an item which is used to identify it throughout the supply chain. NSNs are catalogued on the ISIS database.

Codification Policy is set by AC/135 and all participating countries follow the same guidelines.

There are many codification databases. The US has FEDLOG, France has SOPRANO, Germany has NCORE and Spain has SICADMIL, to name but a few. In the UK we use ISIS.

The three Services each have their own stores management systems which in turn control several satellite inventory management systems. The Army has Stores System 3 and systems like OLIVER, the Navy has CRISP and systems such as Oasis, and the Air Force has SCCS and systems such as MJDI POC.

Using the Army as an example, when an item is introduced into service the Army applies to have the item codified. Along with the record on ISIS, NCB also creates a supply management data form (SMD) which is sent to SS3, prompting the creation of a record on the stores system.

If commodity managers or users of the item discover a mistake that needs correcting or simply want to amend or add a reference, the Army can let us know using an e-tasking form. We update ISIS which automatically generates an 'up-issue' of the SMD which will update Stores System 3.

This process can be repeated as many times as is necessary to keep ISIS and Stores System 3 in sync and up to date. The Navy and Air Force stores systems work in exactly the same way.

ISIS also reconciles regularly with the three main stores systems in order to bring to the attention of commodity managers any inconsistency. Codification, in addition to providing an invaluable common supply language within the supply chain, is essential for maintaining effective and efficient stores management systems, helping to deliver logistics solutions to the front line.

### Suppliers and source data

To start the process, suppliers need to submit source data. This could be the technical drawing for the item or the manufacturer's catalogue or specification. Source data is important so that only authenticated data regarding the item of supply is used for codification purposes and to determine that the item of supply is unique.

The extent of data required for full codification is governed by the requirements of the item

identification guide (IIG) used and the complexity of the item.

*Data should include the following, where applicable (list is not exhaustive):*

- Name of the design control authority
- Design control authority's drawing/part number or standard/specification reference (indicating definitive or non-definitive)
- Item name. Where the approved item name (AIN) refers to inherent properties, eg 'tube assembly, metal' or 'cable, power, electrical', or the AIN definition specifies properties, eg cable, power, electrical is defined as '...working voltage of the item must be 300 volts or more...size of each individual conductor must be no 18 awg (0.75 sq mm) or larger...'; this information must be supplied for the AIN to be used
- Nominal dimensions of length, width, height and diameter, with tolerances if applicable
- Basic material (from which item is fabricated) and surface treatment (finish by which item is plated/dipped/coated), with their associated standards/specifications. See note 1 below
- Electrical characteristics, nominal voltage, current and/or rated power of the item, rated resistance, capacitance or inductance
- Nominal pressure and temperature ratings, or operating frequencies
- Data should show distinguishing features, eg colour, shape, style, holes or slots, etc
- Include markings that indicate the primary purpose, function or application of the item
- Where items are threaded, include the size, type, class and direction

- Common mechanical parts, such as nuts, bolts, screws, washers, etc should include all key dimensions, as these items are the most difficult to differentiate
- Assemblies should include parts lists and known NSNs of constituent parts. Cable assemblies should include cable core type and electrical ratings

Note 1: The Design Control Authority is not required to disclose particulars of proprietary processes, manufacturing techniques or proprietary material specifications.

#### Single item ownership

In accordance with JSP 886 policy on single item ownership, UKNCB now records only one IMC, DMC or SMBI code in the CSU field to identify the item owner.

Where a second user group has an interest in that item, they must contact the existing owner to either agree supply of the item through existing arrangements or to negotiate transfer of ownership, establishing business agreements. Failure to carry out this process will result in users' future demands being cancelled.

For further information please refer to JSP 886 on single item ownership which includes contact details for the single item ownership working group and the policy owner.

#### Auto NCAGE system

UKNCB is responsible for the maintenance of the MOD's Item of Supply Information System (ISIS). ISIS contains data relating to all materiel, spares, stores and services supplied to UK MOD. Each organisation listed within ISIS is allocated a 5-digit

code known as an NCAGE (NATO Commercial And Government Entity) code, which holds name, address and contact details.

Where previously applications for NCAGE codes and updates to details were processed by UKNCB, the automated system allows the user to search for existing NCAGE codes and create new codes if required.

Each organisation listed has access to our system to check on the accuracy of their details and if required, update them (address and contact details only). Amendment to NCAGE code details is now the responsibility of the NCAGE holder, who will be assigned a username and password for the new system. However, any changes to the name of the NCAGE record should be sent to [DESIMOCSCCE-Spt-NCB-CUSTSVC@mod.uk](mailto:DESIMOCSCCE-Spt-NCB-CUSTSVC@mod.uk).

It is beneficial to MOD suppliers to ensure their data is accurately recorded to allow continued procurement of defence equipment and spares and also to ensure payment for equipment/ services provided.

#### Training

UKNCB can no longer deliver the 'Codification and ISIS' training course. All training modules are currently being reviewed and will go online in a new UKNCB training portal which is currently under construction.

#### Contact details:

For any E-ISIS or ISIS web account enquiries / problem-reporting contact:

T: 0141 224 2078 / 2259

(Kentigern House, Glasgow)

E: [desimocsce-spt-ncb-dmcs@mod.uk](mailto:desimocsce-spt-ncb-dmcs@mod.uk)



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# Directory of Prime Contractors

**The Directory of Prime Contractors contains brief details of the MOD's Prime Contractors who were paid £5 million or more by the MOD in Financial Year 2012/13. The Prime Contractors listed below have current contracts with the MOD covering a wide variety of products, service or works requirements.**

The MOD recognises its tier one Prime Contractors will have existing supply chains and it wants to help companies, particularly SMEs, to identify opportunities that will emerge across the defence supply chains. In order to assist Primes in fulfilling their Prime Contract obligations with the MOD, sub-

contract requirements may from time to time arise from these contractors' Prime Contracts with the MOD, which may be of possible interest to SMEs.

The Directory, which is not an exhaustive list of all the MOD's Prime Contractors, contains a very brief description of the types of work that these Prime Contractors are involved in, together with contact and website details. Companies of all sizes, but particularly SME companies, which are interested in the possibility of becoming sub-contractors to the MOD, may wish to approach some of these Prime Contractors, where appropriate, to discuss possible future business opportunities.

## 3D EVOLUTION LTD

9/10 Warren Court, Chicksands, SHEFFORD,  
Bedfordshire SG17 5QB United Kingdom  
T: +44 (0)1462 813232  
F: +44 (0)1462 815583  
E: Info@3de.co.uk  
W: www.3de.co.uk  
*Bespoke engineering solutions*

## A&P GROUP LTD

Wagonway Road, HEBBURN, Tyne & Wear  
NE31 1SP United Kingdom  
T: +44 (0)191 430 8600  
F: +44 (0)191 430 8661  
E: info@ap-group.co.uk  
W: www.ap-group.co.uk  
*Ship repair, tank and hold cleaning, waste disposal*

## AAH PHARMACEUTICALS LTD

Sapphire Court, Walsgrave Triangle,  
COVENTRY CV2 2TX United Kingdom  
T: +44 (0)24 7643 2000  
F: +44 (0)24 7643 2001  
E: enquiries@aah.co.uk  
W: www.aah.co.uk  
*Distribution of pharmaceutical products and healthcare products*

## ACTICA CONSULTING LTD

4 Stirling House, Stirling Road,  
Surrey Research Park, GUILDFORD,  
Surrey GU2 7RF United Kingdom  
T: +44 (0)1483 540200  
F: +44 (0)1483 540201  
E: info@actica.co.uk  
W: www.actica.co.uk  
*Technical consultancy*

## ADVANCED MATERIAL ENGINEERING PTE LTD

249 Jalan Boon Lay, SINGAPORE 61952-3  
T: +65 6660 7231  
F: +65 6268 7579  
*Part of ST Engineering Group, Singapore*

## AGILITY LOGISTICS LTD

PO Box 385, Lloyd House,  
471-481 Garretts Green Lane, Garretts Green,  
BIRMINGHAM B33 0SQ United Kingdom  
T: +44 (0)121 789 7277  
F: +44 (0)121 789 7301  
W: www.agilitylogistics.com  
*Specialised and general logistics services*

## AGUSTAWESTLAND

Lysander Road, YEOVIL, Somerset BA20 2YB  
United Kingdom  
T: +44 (0)1935 475222  
W: www.agustawestland.com  
*Integrated helicopter systems*

## AIR CHARTER SERVICE PLC

Millbank House, 171-185 Ewell Road,  
SURBITON, Surrey KT6 6AP United Kingdom  
**Executive Jets Dept**  
T: +44 (0)20 8339 8588  
F: +44 (0)20 8339 8572  
**Cargo Dept**  
T: +44 (0)20 8339 8555  
F: +44 (0)20 8339 8571  
E: onlineenquiries@aircharter.co.uk  
W: www.aircharter.co.uk  
*Specialists in providing all types of aircraft for private charter requirements*

## AIR PARTNER PLC

2 City Place, Beehive Ring Road, GATWICK  
Surrey RH6 0PA United Kingdom  
T: +44 (0)1293 844888  
F: +44 (0)1293 844859  
E: ops@airpartner.com  
W: www.airpartner.com/en-gb  
*Passenger and freight air charter*

## AIRBORNE SYSTEMS LTD

Airborne Systems Group Headquarters,  
5800 Magnolia Avenue, Pennsauken,  
NJ 08109-1399 UNITED STATES  
T: +1 856 663 8120  
F: +1 856 663 8159  
*Personnel and cargo aerial delivery systems and related products for the military, search and rescue and space and recovery industry*

## AIRTANKER LTD

Airtanker Hub, RAF Brize Norton, CARTERTON,  
Oxfordshire, OX18 3LX United Kingdom  
T: +44 (0)1993 873000  
W: www.airtanker.co.uk  
*Consortium formed to provide Future Strategic Tanker Aircraft (FSTA) to the UK MOD*

## AKHTER COMPUTERS PLC

Akhter House, Perry Road, HARLOW, Essex,  
CM18 7PN United Kingdom  
T: +44 (0)1279 821200  
F: +44 (0)1279 821300  
E: sales@akhter.co.uk  
W: www.akhter.co.uk  
*IT equipment, installation, projects*

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E: enquiries@thecollegespartnership.co.uk  
W: www.support@thecollegespartnership.co.uk  
*Training provider*



**WORLD FUEL SERVICES EUROPE LTD**

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W: www.wfscorp.com  
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F: +1 910 483 2470  
E: info@wwlr.com  
W: www.wwlr.com  
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F: +44 (0)113 278 3487  
W: www.wyg.com  
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Please note that all information is subject to ongoing updates.

For the most up to date contact details visit [www.contracts.mod.uk](http://www.contracts.mod.uk)



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# Industry Contacts

**FOR FIRMS WISHING ANY FURTHER ADVICE OR GUIDANCE ON SELLING TO THE MOD:**

**DEFENCE SUPPLIERS SERVICE**

Supplier Relations Team, Poplar 1 #2119,  
MOD Abbey Wood, BRISTOL BS34 8JH  
*Helpdesk:*  
T: 030 6793 2843/2844  
F: 0117 913 1911  
E: defcomrclsrtdsshelpdesk@mod.uk

**FOR ADVICE ON SELLING GENERAL PURPOSE INFORMATION TECHNOLOGY TO THE MOD:**

**DIRECTOR GENERAL INFORMATION SYSTEMS AND SERVICES**

Minerva House, Delta Office Park 800,  
Welton Rd, SWINDON, Wiltshire SN5 7XQ  
T: 8070 600 8910  
(say 'ICS Catalogue' when asked)  
E: support@icscat.mod.uk

**FOR ADVICE ON THE DEFENCE INFRASTRUCTURE ORGANISATION:**

*Enquiries regarding the DIO may, in the first instance, be sent to:*

**DIO**  
Kingston Road, SUTTON COLDFIELD,  
West Midlands D75 7RL  
T: 0121 311 3764  
E: secretariat@de.mod.uk  
W: www.mod.uk/DefenceInternet/  
Microsite/dio/

**PUBLISHERS OF MOD DEFENCE CONTRACTS BULLETIN:**

**BiP SOLUTIONS**

Medius, 60 Pacific Quay,  
GLASGOW G51 1DZ  
T: 0141 332 8247  
F: 0141 331 2652  
E: enquiries@bipcorporate.com  
W: www.bipsolutions.com

**TO REGISTER ON CONSTRUCTIONLINE:**

**CONSTRUCTIONLINE**

PO Box 6441, BASINGSTOKE,  
Hampshire RG21 7FN  
T: 0844 892 0313  
F: 0844 892 0315  
E: constructionline@capita.co.uk

**FOR ADVICE ON MARKETING AND SELLING DEFENCE PRODUCTS AND SERVICES OVERSEAS:**

**UK TRADE & INVESTMENT**

Enquiry Service, Tay House,  
300 Bath Street, GLASGOW G2 4DX  
T: 020 7215 8000  
E: Email contact via website  
W: www.uktradeinvest.gov.uk

**FOR ADVICE ON MOD'S CENTRAL BILL-PAYING PROCEDURES:**

**FINANCIAL MANAGEMENT SHARED SERVICES CENTRE**

Payment Helpdesk, 1st Floor,  
Walker House, Exchange Flags,  
LIVERPOOL L2 3YL  
T: 0151 242 2000  
E: DFM-FMSSC-contactpoint@mod.uk  
W: www.fmssc.mod.uk

**FOR GENERAL ENQUIRIES ON STANDARDIZATION MATTERS, AND TO REQUEST DEFENCE STANDARDS:**

**UK DEFENCE STANDARDIZATION**

Room 1138, Kentigern House,  
65 Brown Street, GLASGOW G2 8EX  
T: 0141 224 2531  
F: 0141 224 2503  
E: enquiries@dstan@mod.uk  
W: www.dstan.mod.uk

**FOR ACCESS TO SCIENTIFIC AND TECHNICAL INFORMATION AND REPORTS:**

**DEFENCE SCIENCE AND TECHNOLOGY LABORATORY**

Dstl Knowledge and Information  
Services, Dstl Porton Down,  
SALISBURY, Wiltshire SP4 0JQ  
T: 01980 613972  
E: defencereporter@dstl.gov.uk  
W: www.dstl.gov.uk

**SUPPLEMENT TO THE OFFICIAL JOURNAL OF THE EUROPEAN UNION SUBSCRIPTIONS ADDRESS:**

**BiP SOLUTIONS**

Medius, 60 Pacific Quay,  
GLASGOW G51 1DZ  
T: 0141 332 8247  
F: 0141 331 2652  
E: enquiries@bipcorporate.com  
W: www.bipsolutions.com

**QUALITY ASSURANCE:**

**DEFENCE QUALITY ASSURANCE**

Elm 1c #4127, MOD Abbey Wood South,  
BRISTOL BS34 8JH  
T: 030 679 32681  
F: 0117 913 3968  
E: DESSEDQA-Helpline@mod.uk

**GUIDELINES FOR INDUSTRY:**

Guidelines for Industry forms are available online at the Acquisition Operating Framework website, which can be accessed via the link (requires no-cost registration). In the Search Box, type in 'Guidelines for Industry'.

W: www.aof.mod.uk



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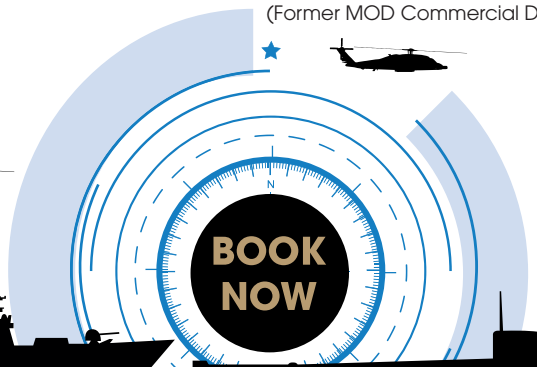
**Susanna Mason**  
Director General Industry  
Relationships, DE&S



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MOD Commercial Director  
and Supply Chain Champion

Poplar 1, Neighbourhood 2

MOD Abbey Wood (South)

Bristol, BS34 8JH

The MOD has the largest and most complex external spend in UK Government. We currently have in the order of 6,600 contracts, total value of £212.578 Bn.

The MOD, despite the constraints of large and complex procurements many of which are not available to smaller businesses, contributed with 19.4% of spend (direct and indirect) with SMEs in both 2013-14 and 2014-15. This figure equates to almost £4 billion spent both directly and indirectly with SMEs; of which direct spend was £822M with over 5,400 different suppliers.

The MOD has agreed with the Cabinet Office a new 25% target for SME procurement spend by 2020, and this commitment was reflected in the Single Departmental Plan published on 19<sup>th</sup> February 2016. MOD recognises the challenges that an increased target provides.

MOD's intent is to seek to develop new sources of supply for MOD by drawing non-traditional defence suppliers into participating in procurement opportunities across our supply chains.

This approach will harness British brainpower so that our Armed Forces get the best possible equipment, deliver better value for money, and boost exciting new companies

## FOR FURTHER INFORMATION PLEASE CONTACT:



Sim Carswell

MOD Supply Chain  
Development Advocate

Poplar 1, Neighbourhood 2

MOD Abbey Wood (South)

Bristol, BS34 8JH

Tel: **Tel: 030 679 88595**

**Mob: 07880 556433**

e-mail: [DefComrcl-SSMT-SuppChainAdvcte@mod.uk](mailto:DefComrcl-SSMT-SuppChainAdvcte@mod.uk)

The MOD Advocacy role will complement the existing Defence Supplier Service, (DSS) which has been running for over twenty years and is the MOD focal point for the provision of a wide range of advice and guidance to companies interested in doing business with the MOD.

Points of contact for this service are:

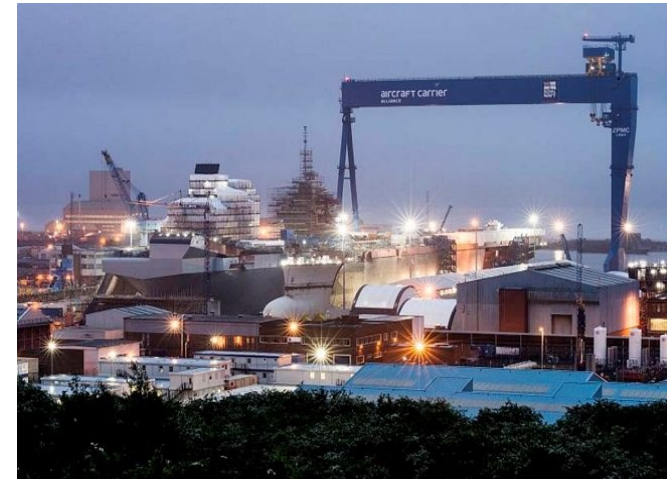
### Help Desk

Email: [defcomrclsrtdsshelphelpdesk@mod.uk](mailto:defcomrclsrtdsshelphelpdesk@mod.uk)

Website: [www.contracts.mod.uk](http://www.contracts.mod.uk)



## SME POLICY REFRESH



*Identifying and supporting new and existing  
sources of supply*



## Smoothing the Way to do Business

### with the MOD

We will seek additional information on supply chain activity with our prime contractors through direct and continued engagement using the DSF Executive Group as a vehicle by mid-2016. (Core Objective 1)

We will compete as much MOD business as practicable, and encourage competition in supply chains for all MOD funded programmes – not just single source procurements. (Core Objective 1)

Investigate with Commercial Policy the areas of bureaucracy that can be challenged and provide an action plan for their amendment or removal by mid-2016. This is intended to deliver towards the MOD's Red Tape Challenge targets. (Core Objective 2)

Our newly appointed Supply Chain Champion for MOD is forming a network of supply chain advocates across the MOD to drive behavioural change and provide single points of access and contact for suppliers. This network to be in place and operational by end March 2016. (Core Objective 3).

We will create a single online Supplier Engagement Portal that signposts opportunities, highlights policy and process, and provides links to relevant supporting bodies, research establishments and funding streams. A first version to be online through the gov.uk website by the end of March 2016. (Core Objective 3)

The MOD Supply Chain Champion with his Supply Chain Advocates, will seek to achieve the core objectives of the SME Policy by acting as the 'honest broker' to existing and prospective suppliers seeking opportunities to do business with MOD.

## Supply Chain Advocates:

Supply Chain Advocates are being embedded across the MOD with instructions to:

- Work on behalf of existing and new suppliers
- Provide impartial advice and guidance
- Understand local requirements and needs –the domain pipelines
- Identify trends (positive and negative) and escalate appropriately

The Advocates will report to the Supply Chain Champion and will provide a single point of contact in their respective areas for suppliers, both existing and potential.

### Advocate Contact List

Name	Dept	Tel No
Sim Carswell	Def Comrcl SRT Supplier Relationships Team	030 679 88595
Pat Duddy	Def Comrcl HOCS	0141 2243760
Amanda Day	Air Comrcl	01494 49 4362 + 6447

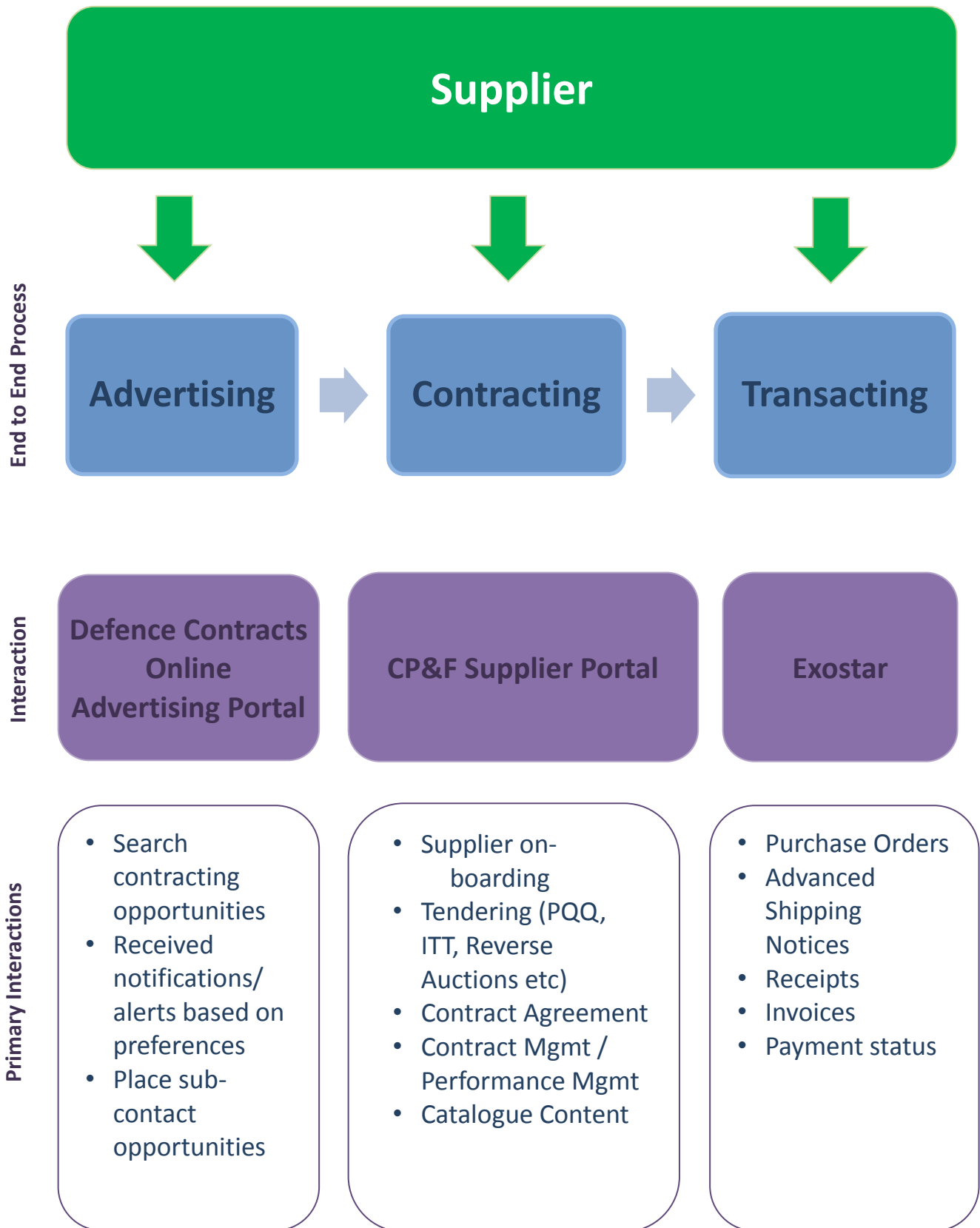
Name	Dept	Tel No
Liz Lane	JFC Comrcl Joint Forces Command	030 679 83238
Lisa Buckley	JFC Comrcl Joint Forces Command	01543 43 4724
Karen Milsom	ISS Comrcl Information Systems & Services	0306 7700986
Richard Corke	ISS Comrcl Information Systems & Services	030 67700261
Jennifer Steer	Army Comrcl	030 6770 7468
Claire Garwood	DIO Comrcl Defence Infrastructure Organisation	01264 383190
Stephen Power	DE&S Comrcl Defence Eqpt & Support	030 67984147
Paul Martin	DE&S Comrcl Defence Eqpt & Support	030679568253
Stephen Cleeve	Def Comrcl Navy	02392 726801
Russ MacMillan	DE&S SMF Future Submarines	030 67986825



Contracting, Purchasing  
& Finance (CP&F) will  
**affect all suppliers  
involved in MOD  
procurement...**



**CP&F from a Suppliers Perspective:** Suppliers will interface with specific tools tailored to the activity being performed.





**Data Preparation:** Data will need to be prepared for migration from the existing e-Procurement tools to CP&F, which will be completed centrally. The MOD will also migrate all existing paper based contracts. If the data is on a system then the data quality will be assured by the MOD.

**R2 Initial Capability  
Late Autumn 2016**

Revised Catalogue upload process  
(internal MOD change)

Define and implement changes for  
“Directly Connected Suppliers”

Revised Supplier On-boarding  
process (direct to Exostar)

Prior to R2 we will require some  
suppliers to assist with:

- Ensuring the new web site delivers an appropriate communications portal
- Defining implications and changes required for direct connections (HTTPS, EDI VAN etc.). These suppliers will be engaged directly by the MOD project team.
- Test the revised on-boarding process to ensure it is fit for purpose
- Test the revised support solution from DBS

**R3 Full Operating Capability  
Winter 2016**

Revised ITT/PQQ submission  
processed

Suppliers manage their own  
company’s access to CP&F via a new  
User Portal

Suppliers manage their own  
catalogue uploads

Prior to R3 we will require some  
suppliers to assist with:

- Testing the revised on-boarding process to ensure it is fit for purpose
- Setting up CP&F User accounts
- Testing the new Catalogue upload process
- Testing the revised supplier training documentation and revised support solution from DBS

**Training:** As CP&F is a new system training will be available to suppliers prior to Release 3. This is currently being developed and suppliers will be notified once this training is available.

**Support:** will be provided through a single point of contact via the MOD Shared Service Centre.

**Point of Contact:** All the questions related to CP&F should be directed to the CP&F Team: DefComrc\CPF-BTT@mod.uk

# Contracting Purchasing and Finance

All suppliers who have a contract with the MOD need to be aware of the changes that are being made to the current procurement system and processes. If you use P2P, DCO or AWARD, if you are involved with contract management or ITT then you must ensure that you understand the following:

The Ministry of Defence is currently developing a replacement system for its existing procurement tools. The new system will provide a single end to end capability which will enable significant opportunities for both the MOD and Suppliers in terms of improved contract visibility and management. Processes will also be more efficient and effective, reliable and timely resulting in better Management Information. It will deliver a significant step towards the Government direction to ensure all procurement action is electronically conducted by 2017. All existing paper processes will be replaced.

**Overview:** The new system is called 'Contracting, Purchasing and Finance' (CP&F). There are three main stages known as 'Releases' prior to CP&F reaching its full operating capability. Release 1 only affected MOD employees and went live on 30<sup>th</sup> September 15. Release 2 is planned for late autumn 2016; this will launch the finance and purchasing elements of CP&F. The sourcing and contract management elements will be encompassed at Release 3 scheduled for winter 2016. CP&F will interface with existing inventory management systems. Adverts will continue to be issued through Defence Contracts Online.

There will be minimal change for Suppliers at Release 2. At Release 3, Suppliers will be able to log directly into the system and interact electronically with the MOD.

The MOD will work with suppliers to ensure any changes and disruption to business operations is kept to an absolute minimum.