



# Your Route to the UK's Defence Procurement & Supply Chain Marketplace



## KEYNOTE ARENA

**10.20 - 10.30 | Welcome from the Meeting Chair**

— **Les Mosco**  
Former Commercial Director,  
UK Ministry of Defence

**10.50 - 11.10 | Keynote Address 1**

— **Andrew Forzani**  
Chief Commercial Officer,  
UK Ministry of Defence

**11.10 - 11.30 | Keynote Address 2**

— **Jeegar Kakkad**  
Chief Economist & Director of Policy, ADS

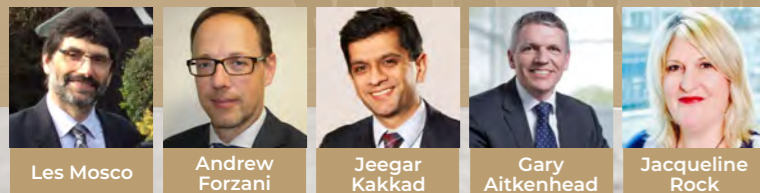
**11.30 - 11.50 | Keynote Address 3**

— **Gary Aitkenhead**  
Chief Executive, Defence Science  
and Technology Laboratory (Dstl)

**11.50 - 12.10 | Keynote Address 4**

— **Jacqueline Rock**  
Commercial Director, The Defence  
Infrastructure Organisation (DIO)

## KEYNOTESPEAKERS



## KNOWLEDGE TRANSFER ZONES

### Technology and Innovation

**10.55 - 11.25 | Understanding the UK Defence Ecosystem**

— **Richard Fisher**, Research Fellow in Global  
Defence Acquisition, Cranfield University

**11.25 - 11.55 | Open Innovation - What Defence can  
learn from the commercial sector**

— **Speaker TBC**, Knowledge Transfer Network

**11.55 - 12.25 | It Takes Two to Tango**

— **Graeme Robson and Matt Swannell**,  
Managing Consultants and Sector Leads,  
Commerce Decisions

**13.15 - 13.45 | Defining the true value of information  
and digital capabilities in Defence**

— **Speaker TBC**, techUK

**13.45 - 14.15 | Working with the Defence  
and Security Accelerator**

— **Dr Lucy Mason**, Head of Defence  
and Security Accelerator

**14.15 - 14.45 | Transferability of Capability -  
Military to Civil and vice versa**

— **Alistair Riches**, Commercial Director,  
British International Helicopter Services Limited

### Supply Chain and Partnering

**10.30 - 11.00 | Accessing International Opportunities**

— **Scott Ferguson**, Marketing Manager, DCI

**11.30 - 12.00 | Supply Chain Opportunities with  
GE UK and GE Aviation**

— **Jon White**, Business Lead for  
MOD and Europe, GE Aviation

**12.00 - 12.30 | Cyber Resilience in the  
Defence Supply Chain**

— **Phil Blunden**, Defence Assurance & Information  
Security, Defence Cyber Protection Partnership

**12.30 - 13.00 | Supply Chain Opportunities with DxC**

— **Miles Hutton**, DxC

**13.30 - 14.00 | Supply Chain Opportunities  
with QinetiQ**

— **Tom O'Byrne**, Procurement Campaign Lead,  
QinetiQ

**14.00 - 14.30 | Supply Chain Opportunities  
with Raytheon**

— **Representative TBC**, Raytheon

**14.30 - 15.00 | Supply Chain Opportunities  
with Cammell Laird**

— **Representative TBC**, Cammell Laird

### Export and Business Growth

**10.20 - 10.50 | Defence and Security Exports:  
Support for SMEs**

— **Howard Gibbs**, Head, Small Business Unit,  
DIT DSO

**11.00 - 11.30 | Military Support for Defence  
and Security Exports**

— **Major Steve Reynolds**,  
OC Export Support Team, DIT DSO

**11.40 - 12.10 | Export Licensing Demystified**

— **Claire Harrison**, Head, Business Awareness,  
DIT Export Control Joint Unit

**13.00 - 13.30 | Doing Business with the  
United States Department of Defense**

— **Panel includes representatives from UK  
Ministry of Defence, Blank Rome LLP, Stucan  
Solutions, JGW Group, U.S. Army Research,  
Development and Engineering Command**

**13.40 - 14.20 | Media Opportunities**

— **Adam Thomas**, Senior Press Officer, DIT DSO

**14.30 - 15.00 | DIT DSO: Delivering the National Cyber  
Security and UK Cyber Export Strategies**

— **Lt Col Mark Davis**, Cyber & Comms, DIT DSO

**15.00 - 15.20 | NATO Codification:  
Benefits for Industry and Defence**

— **Lara McGrath**, Codification Sales Manager,  
United Kingdom National Codification Bureau  
(UKNCB)

### Buyer Excellence in Procurement

**10.45 - 11.15 | Market Engagement - Top Tips**

— **Eddie Regan**, PASS Consultant

**11.30 - 12.00 | Implementing the Selection Process**

— **Eddie Regan**, PASS Consultant

**12.15 - 12.45 | Tips on Creating a Good Tender  
Specification**

— **Eddie Regan**, PASS Consultant

**13.15 - 13.45 | The Impact of Life Cycle Costing on  
Award Criteria**

— **Eddie Regan**, PASS Consultant

**14.00 - 14.30 | Effective Evaluation Tips**

— **Eddie Regan**, PASS Consultant

**14.45 - 15.15 | Contracts Management  
and the Regulations**

— **Eddie Regan**, PASS Consultant

**15.15 - 15.45 | Developing the Professional Skills  
to Underpin the Strategic Importance of  
'Procurement'**

— **Stuart Young**, Head of the Centre for  
Defence Acquisition, Cranfield University



## Defence Procurement Pavilion

New for 2018, the DPRTE Defence Procurement Pavilion will provide visitors with an unrivalled opportunity to engage directly with key procurement organisations such as DE&S, who are responsible for setting procurement strategy and delivering the MOD's annual procurement spend of over £19bn.

For MOD and wider public sector personnel engaged within the delivery of procurement, the Pavilion will bring together these key organisations in a central area, thereby providing a unique networking opportunity. In addition, the Pavilion offers the chance to share and explore the ideas and best practices that are actively supporting and developing current objectives and initiatives.

Organisations participating within the Defence Procurement Pavilion include:

- ◆ **Defence Equipment and Support (DE&S)**
- ◆ **Information Systems and Services (ISS)**
- ◆ **Defence Infrastructure Organisation (DIO)**
- ◆ **Front Line Commands (Royal Navy, Army, RAF)**

Book your place today, or for further details on the official sponsorship and exhibition packages available, please call 0845 270 7066 or email [exhibitions@dprte.co.uk](mailto:exhibitions@dprte.co.uk).

## NETWORK & COLLABORATION ZONES

### MOD Buyer Engagement Village

This area of DPRTE 2018 offers delegates a unique opportunity to engage directly with buyers and suppliers, network with colleagues and make new contacts and connections.

Appointments will be on a first come, first served basis and will be allocated on arrival at the event at the entrance to the MOD Buyer Engagement Village.

### Prime Contractor Engagement Village

The DPRTE Prime Contractor Engagement Village will allow visitors the opportunity to meet directly with many of the key Prime Contractors that are currently engaged within the delivery of MOD projects, thereby providing an insight into possible opportunities for developing ongoing working relationships.



### Defence Procurement and Support Zone

Facilitated in conjunction with PASS (Procurement Advice and Support Service), the DPRTE Defence Procurement and Support Zone will provide both buyers and industry representatives with an opportunity to obtain advice and guidance on a host of topics relating to the overall public procurement process and business development within the defence marketplace.

For buyers, this area gives you access to procurement experts who will be on hand to answer any questions that you may have relating to the procurement process and associated legislative issues.

### Innovation Zone

The defence sector relies heavily on technology and innovation to develop new solutions to meet the challenges it is facing; however, bringing a new product or service to the market can be daunting if you don't know how.

The Innovation Zone at DPRTE 2018 will provide attendees with the opportunity to meet with key organisations who can help and advise on potential funding options and bringing products / services to the market within a science and technology programme worth over £400 million a year.