



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

Les Mosco, Andrew Forzani, Jeegar Kakkad, Gary Aitkenhead, Jacqueline Rock



KNOWLEDGE TRANSFER ZONES

Technology and Innovation

10.20 - 10.45 | Understanding the UK Defence Ecosystem
– Richard Fisher, *Research Fellow in Global Defence Acquisition, Cranfield University*

10.45 - 11.10 | Open Innovation - What Defence can learn from the commercial sector
– Speaker TBC, *Knowledge Transfer Network*

11.10 - 11.35 | Working with the Defence and Security Accelerator
– Dr Lucy Mason, *Head of Defence and Security Accelerator*

11.35 - 12.00 | It Takes Two to Tango
– Graeme Robson and Matt Swannell, *Managing Consultants and Sector Leads, Commerce Decisions*

12.00 - 12.25 | Combat Communications & Operational Data Security
– Jackson White, *Sales Director, Getac (UK) Ltd*

12.25 - 12.50 | Cross Sector Innovation and CODIFI
– Andrew Cunningham, *Executive Director, Innovation, UK Defence Solutions Centre*

13.15 - 13.35 | Defining the true value of information and digital capabilities in Defence
– Speaker TBC, *techUK*

14.15 - 14.45 | Transferability of Capability - Military to Civil and vice versa
– Alistair Riches, *Commercial Director, British International Helicopter Services Limited*

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)*

Supply Chain and Partnering

10.45 - 11.15 | 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 | Opportunities in Digitising Defence
– Miles Hutton, *Sales Director, Defence, DxC Technology*

13.30 - 14.00 | The Art of Collaboration
– Tom O'Byrne, *Procurement Campaign Lead, QinetiQ*

14.00 - 14.30 | Supply Chain Opportunities with Airbus Defence and Space
– Kevin Boalch, *Head of Project Sourcing UK, Airbus Defence and Space*
– Martin Lee, *Bids and Programmes Procurement (TOPC), Airbus Defence and Space*

14.30 - 15.00 | Supply Chain Opportunities with Raytheon
– David Carter, *Head of Sub-contract Management, Raytheon*

15.00 - 15.30 | Supply Chain Opportunities with Cammell Laird
– Dave McConnell, *Sales & Marketing Executive, Cammell Laird*

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.

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.

Doing Business with the US Department of Defense

Representatives from the US Department of Defense (DoD) will be on hand to provide advice and guidance on how to access the wealth of opportunities available within the world's largest defense procurement marketplace through a range of training sessions and one to one meetings.

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 Market Engagement Zone

If you're looking to find and win defence contracts and proactively engage with defence buyers and the marketplace, we're here to help. BIP is the ONLY company that can uniquely deliver the intelligence and engagement tools you need to win in the defence market. With a range of special promotional offers on our DCI service, Cyber Essentials Accreditation, MOD Guide 2018 and Defence Online media packages – come along and learn how we can set your business apart from the competition.

Cyber Essentials Engagement Zone

Cyber Essentials Engagement Zone will provide an opportunity for delegates to gain insight into the many benefits achieved through accreditation, in addition to being able to gain further advice and exclusive show offers in relation to the overall standard.

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.

NETWORK & COLLABORATION ZONES