

## Welcome to the latest edition of the NDI Bulletin

**Last week the Government published its Defence Green Paper, Adaptability and Partnership - Issues for the Strategic Defence Review.**

In it the Secretary of State for Defence, Bob Ainsworth MP, sets out the themes but without pre-empting decisions of the future SDR, which will follow the General Election. The Green Paper is designed to generate some clear thinking and consensus on the key issues, principally Britain's role in the world, our national interests in a changing international economic and political context and the attendant changing nature of conflict. The paper introduces the reform necessary within in the Armed Services to meet these challenges.

While the war in Afghanistan dominates the news and political posturing in the run up to the election, Mr Ainsworth acknowledges that we must be prepared for differing threats with unpredictable requirements. Predicting the future of warfare is never easy. Lord Carrington as Secretary of State for Defence in 1970 asked the then Chief of Defence Staff how many wars the military has fought since 1945 and how many they had predicted. The answer was 41 and one! And it is no easier today

Increasing globalisation forces us to act in collaboration with our allies - we can no longer afford to go it alone. Recent academic research, funded by the Economic and Social Research Council, finds a marked public preference for Britain's armed forces to work under a United Nations or NATO banner, rather than being part of a US-led coalition. The British public is looking for military action to be legitimised by the support of international organisations. Many found it acceptable to undertake military action alongside other EU member states; and France has been mentioned in this context. Hence, Europe's biggest military and nuclear powers may have to put aside traditional rivalries and join forces in procurement and knowledge sharing and buying each others military hardware. Time will determine whether this entente remains cordiale.

So, the armed services are our ultimate national insurance policy. The SDR will no doubt address those elements we wish the policy to cover but whether we can afford the premiums with the grim state of public finances and government borrowing is a fundamental challenge.

Of more interest to members, perhaps, is the concurrent publication of Lord Drayson's Strategy for Acquisition Reform that sets out new approaches to achieving greater agility and efficiency in the way the MOD procures and manages its equipment programme. This programme amounts to £20Bn annually and is around two-thirds of the total defence budget.

While the strategy claims recent improvement in the timely delivery of equipment and on meeting budget parameters, it also acknowledges the defence industry's responsiveness to urgent operational requirements. It quotes, for example, the first deliveries of Sharpshooter, the new infantry combat rifle, within two months of placing an order. But it also recognises the need for improvement in the delivery of big ticket and technologically complex items, a situation addressed in the report on defence acquisition by Mr Bernard Gray published in October last year.

Lord Drayson's strategy is likely to prove the least controversial element of last week's announcement. Lord Drayson, an old friend and supporter of NDI, is well regarded on both sides of the House of

Commons and if the Conservatives win the next election they are likely to welcome the work which has already been done to improve the acquisition process. It is however recognised that, with an election coming so soon, only a limited amount can be achieved, but Lord Drayson appears to acknowledge this with many of the early commitments of the strategy laying the ground work for further actions to coincide with the defence review.

The Strategy sets ambitious targets for the MOD that annual cost growth should not exceed an average 0.4 per cent and that time slippage should be under eight months in year. The MOD will also work with the National Audit Office to introduce greater transparency by reporting progress on major programmes annually, along with the confirmation that the MOD will publish Defence Industrial Strategy II as part of the work surrounding the SDR. Lord Drayson's strategy paper is a significant step in the right direction and much of the work will continue whatever the outcome of the General Election.

The 10-year planning horizon along with regular defence reviews, which the MOD will introduce, and the greater transparency envisaged by Lord Drayson should increase the level of certainty about the future direction of defence and give welcome clarity to industry and the Armed Forces.

And finally, I am pleased to announce that NDI's agreement with BiP Solutions Ltd to supply information about new contract opportunities from the MOD Defence Contracts Bulletin (MOD DCB) and Defense Contracts International (DCI) at a discounted rate for NDI members is now live, which I'm sure will be of interest to many of you. Further details are in the Business Opportunities section below.

With best wishes

Robin Fox  
**NDI Managing Director**

P.S. If you have not already done so, I would urge you to reserve your place at our Annual Conference in March. I would also recommend that anyone wishing to exhibit at the conference should call Liz Ferguson as soon as possible as places are limited and filling up quickly. Further details are in the events section below.

## LATEST NEWS

### MOD sets the big questions for Strategic Defence Review

A Green Paper posing fundamental questions for the future of Defence ahead of the Strategic Defence Review (SDR), which will take place after this year's General Election, has been published by the MOD.

The Green Paper, titled 'Adaptability and Partnership: Issues for the Strategic Defence Review', analyses the complex and uncertain future for which the Government must plan, sets out some essential principles for Defence going forward, and identifies key questions that the SDR must address.

[Click here](#) for the full story from the MOD. The MOD webpage you will be directed to also contains a download of the full text of the Defence Green Paper.

## MEMBER NEWS

### Marshall Land Systems and Plasan form joint venture



A new force in vehicle and armour systems was announced at the International Armoured Vehicles Conference. **Marshall Land Systems** and Plasan announced the formation of a joint venture to design, manufacture and market armoured solutions to the UK land, naval and where appropriate air domains.

[Click here](#) to read more

### Oxley lights up Australian subs



**Oxley Developments** has been awarded a contract by Australian submarine manufacturer ASC Pty Ltd to provide a fully qualified LED lighting system for the Royal Australian Navy Collins Class submarine.

Valued at over £270K the contract is to design, develop and supply high-spec LED lighting for compartments in the submarine including living accommodation and weapons area.

Read more on this [here](#)

## Member Company Focus - Invest in Doncaster



Take off at the Airport is an Investment and Supply Chain programme aimed at ensuring Doncaster businesses and residents benefit from new investments coming into the town, with particular emphasis on Robin Hood Airport and Business Park. This exciting and innovative project is funded by 'Success Doncaster' and being delivered by Doncaster's Invest In Doncaster team.

**Invest in Doncaster** help with investment and relocation support for aviation related businesses looking to expand or re-locate to Robin Hood Airport Business Park in Doncaster. Working with the airport operator and the other key partners on site the Take off at the Airport team offers business support relating to property, finance, recruitment and training and supply chain initiatives to aerospace related industries considering Doncaster as a location for investment and bringing greater employment opportunities for the region.

The 800-acre airport infrastructure supports all manner of ancillary business and services including a one stop shop centre for business jet activity and a world class education and training facility led by BAE Systems and Lufthansa Technik. The 62 acre business park at the airport benefits from planning consent for almost two million square foot of development. The site is dedicated to aviation-related uses, and opportunities exist for new build office and industrial/distribution units ranging from 7,500 sq. ft. to 260,000 sq. ft.

The business park and airport certainly seem to be going from strength to strength since the UK's newest airport first opened in 2005.

Robin Hood Airport Doncaster Sheffield has just signed a new route to Dublin through Aer Arann and Aer Lingus, which will act as a feeder service for transatlantic flights to New York and Boston. It is expected that passenger numbers will buck the trend and increase by 40 per cent in 2010, boosting regional tourism and provide an important business destination link to Dublin for regional businesses.

This also follows the launch of Canadian aviation company Renaissance's European headquarters at Robin Hood Airport business park in December, creating up to 70 new jobs for local people, and a recent visit to Doncaster from Eddie Fisher, the Mayor of Windsor, Ontario, to help forge links between the cities

## EVENTS

### NDI Annual Conference 2010



**25th - 26th March 2010**

**Saviles Hall, Royal Armouries, Leeds.**

'The Defence Supply Network - A Vital Part Of The Nation's Recovery'.

A conference designed for customers and suppliers to examine the current and future requirements for defence programmes, and to improve business contacts. There will be a strong emphasis on exhibitions of company products and services.

Speakers include: Dr Andrew Tyler, Chief Operating Officer, DE&S, Lt Gen Simon Mayall, Deputy Chief of the Defence Staff for Commitments, Kevin Taylor, MD, Military Air Solutions, Bernard Gray (author of the recent 'Gray Report') and many more.

**PLEASE NOTE THAT EXHIBITION SPACES ARE FILLING UP QUICKLY - THOSE WISHING TO EXHIBIT SHOULD ACT NOW.**

**TO RESERVE YOUR SPACE AND TAKE ADVANTAGE OF OUR EARLY-BIRD DISCOUNT (ENDING 14TH FEBRUARY) PLEASE [CLICK HERE](#)**

Please contact [Liz Ferguson](#) on 0191 2551720 for more information

### Invitation - Business Top Tips

**23 February 2010, Newcastle**

NDI's series of informative & interesting business seminars is continuing with an event on 23 February 2010 at the NDI offices in Newcastle. This 'Top Tip's for Business' day will bring four industry experts to one place to help your company develop.

The morning will consist of three short presentations aimed at giving you an over view of topics including presentation writing, 'secure partner & supplier collaboration & an overview of Change Management. After a networking lunch, Phil Magerison of the DE&S Supplier Relations Team will present 'Selling to the MOD'.

The event is open to NDI members only. Attendance is free of charge although registration is essential. Places are limited, so to reserve your place please email [Liz Ferguson](mailto:liz.ferguson@ndi.org.uk) on [liz.ferguson@ndi.org.uk](mailto:liz.ferguson@ndi.org.uk) or call 0191 255 1717

## Defence and Marine 'Meet the Buyer' Event

**3– 4 March 2010, Newcastle Racecourse**

The Defence and Marine 'Meet the Buyer' event takes place in the Procurement Pavilion at this years Business Exchange North East and will save you time, money and travel by matchmaking the needs of buyers and suppliers and bringing all of this together, in one place, over two days.

The Procurement Pavilion is a tailored meeting space that connects purchasing professionals with the very best suppliers the North East has to offer. By matching your requirements we will facilitate a schedule of short one-to-one meetings with potential partners who can offer real value to your business.

Business Link is working with NDI to host this years Meet the Buyer event at Business Exchange North East. For more information or to take part in the event visit [www.business-exchange.org.uk](http://www.business-exchange.org.uk), contact Nina Cliff on 0191 241 4523 or email [nina@business-exchange.org.uk](mailto:nina@business-exchange.org.uk)

## From S to M in the SME Growth Cycle: How to Make Your Business Sustainable as it Expands

**16 March 2010 – NETPark, Sedgefield**

Technology companies can expand rapidly – this intensive and interactive seminar will give you a framework to be able to sustain an efficient, effective and profitable business

Why attend? Getting a product to market for a small firm can be tricky – sustaining the growth even more difficult. The transition from a small to a medium-sized company is often more fraught than it needs to be – this seminar will flag up some of the common issues and introduce tips and tools to put secure foundations in place.

Who should attend? Representatives of companies working in science, engineering and technology.

There is no charge for this event but numbers are limited to 20 on a first come first served basis. Please confirm your place at this seminar by emailing [events@uknetpark.net](mailto:events@uknetpark.net) or calling 01740 625180.

## Canada Market Visit

NDI & UKTI North East and Yorkshire & Humber are in the progress of organising a market visit to Canada. The mission would be a perfect opportunity to meet the right people if you are considering expanding into this lucrative market. The aim is to either exhibit at or visit:

### **DEFSEC Atlantic 2010**

September 8-10  
Halifax, Nova Scotia  
Canada  
[www.defsecatlantic.ca](http://www.defsecatlantic.ca)

The mission program will be flexible and will be tailored to company needs. Potential activities include the following options:

- Attendance at DEFSEC Atlantic, defence and security conference and exhibition.
- Optional exhibitor participation as part of the UK Pavilion. Space has been reserved at preferential rates and will be dealt with on a first come first get basis
- Networking events - including golf tournament, welcome reception and gala dinner.
- Potential partnering event with Canadian and U.S. companies.

- Relevant site visits.
- Additional separate mission program to Ottawa, if required

Grants for this visit will be available but are presently under discussion. More information will be made available as the visit shapes up.

If this visit would be of interest to your company please let your Business Sector Manager know or contact [liz.ferguson@ndi.org.uk](mailto:liz.ferguson@ndi.org.uk).

## **Farnborough International Airshow**

**19-25 July 2010**

The next Farnborough International Airshow will be held from 19-25 July 2010 and is certain to be the most exciting to date. With its existing exhibition halls, flying displays and UAV pavilion, FIA 2010 will evolve its business theme to include a number of new networking initiatives such as a themed conference and seminar programme, a 'Meet Your Buyer' event and a day dedicated to International Futures for Youth. Additionally, FIA 2010 will feature a dedicated 'Space Zone' and enhanced UAV presence.

Although NDI will not be exhibiting, we will have a presence on the FAC stand. Following our recent Memorandum of Understanding with the FAC, NDI Members are being offered the same rates as FAC Members on the FAC stand.

For more information on exhibiting please contact Tracey Bernholt Telephone: +44(0)1252 532825 Email: [tracey.bernholt@farnborough.com](mailto:tracey.bernholt@farnborough.com) or click [here](#)

## BUSINESS OPPORTUNITIES

### NDI working in partnership with MOD DCB and DCI



In order to bid for defence contracts it is essential to have up to date information on new contracts as they become available.

As part of our membership benefits programme, NDI has reached an agreement with **BiP Solutions Ltd** to supply information about new defence contract opportunities at a discounted rate for NDI members.

These defence contract opportunities are available through the **MOD Defence Contracts Bulletin (MOD DCB) Premier Package** and **Defence Contracts International (DCI)**.

We are pleased to announce that this service is now live. To find out more about these services and the discounts available for NDI members, please click [here](#)

You can also see a daily sample of Defence, Emergency Service and Humanitarian Aid contract opportunities from DCI on our website [here](#)

### Winning The Contract eCourse

**An on-line public procurement course "Winning the Contract" is available FREE, a nationally available online training resource which all businesses can access.**

The public sector spends around £220 billion per year on goods and services. Government recognises that this is a large potential market for small firms and is committed to seeing more small businesses bidding for, and winning, public sector contracts ensuring that SMEs can access and acquire the necessary skills to do so.

Winning the Contract is one of a number of Government initiatives designed to help businesses, and in particular SMEs, gain the necessary skills required to bid for, and win public sector opportunities. Developed and published by the Department for Business, Innovation and Skills (BIS), this authoritative resource helps businesses understand the procurement process, and how they can make it work for them.

To access this free course, you will need to register. You can do so and find out more information by clicking [here](#).

If you have already registered but would like to receive the Winning the Contract course free of charge, please call their helpline on 0800 101 901.

SEND US YOUR STORIES!

## Have you got a story or a news item to tell?

Anything from a recent success story to a new product or service, we want to hear about it.

Why? So we can tell all our Member Companies about it! Oh, and the many other people with an interest in the defence, security and aerospace sector who receive the NDI Bulletin.

If you want to see your news or story in the next edition of the NDI Bulletin, or in the pages of your regional newspaper please send it to **Dan Tweedy** today!

THALES

GENERAL DYNAMICS  
United Kingdom Limited

ARTEC

KMW  
KONIGSBERG WERKE

BOEING



BAE SYSTEMS

nexter

SAAB

FINMECCANICA

EMAIL: [enquiries@ndi.org.uk](mailto:enquiries@ndi.org.uk)

TEL: 0191 255 1720 | FAX: 0191 255 1721

one  
NORTH EAST



NDI LTD

Central Square South | Orchard Street | Newcastle Upon Tyne | Tyne & Wear | NE1 3AZ | England | ([view map](#))

NDI Ltd does NOT sell or rent the email addresses belonging to its subscribers; we respect your privacy.  
Having trouble viewing this email? [Click here](#) to view it in your browser. [Click Here to send to a friend.](#)  
If you do not want to receive this email anymore please [click here](#) to unsubscribe.