

Lord Drayson to address NDI conference

As many of our readers will already know, NDI is staging a national conference at the Royal Armouries, Leeds on March 1st and 2nd entitled "Land Systems – the Challenges of the 21st Century".

We have received confirmation that the Minister for Defence Procurement, Lord Drayson, will address conference on March 2nd and he will be joined by a list of distinguished speakers in what is likely to be 2 days of lively and informed debate.

The recently published Defence Industrial Strategy has set out a vision for the future of equipment procurement for the armed forces.

There is no doubt that it is a challenging document – a document that will have a major impact on projects such as FRES, CVF, JSF and a whole host of DPA/DLO programmes.

The NDI conference will seek to examine how industry will respond, and will discuss how SMEs will be engaged in the major projects of the future.

We have had time to digest the contents of the Defence Industrial Strategy since its publication just before Christmas, and

what is becoming crystal clear is that defence procurement in the UK will never be quite the same again.

There are huge challenges ahead – particularly for SMEs – but we should be in no doubt that there are also huge opportunities that will become more evident as we enter a period of almost unprecedented change in the defence procurement environment.

The NDI conference will be an important forum at which to gather information, address concerns and discuss business issues, and I urge you to grasp this opportunity by reserving your places as soon as possible.

I look forward to meeting you in Leeds on March 1st and 2nd.



Lord Drayson

David Bowles
Managing Director
Northern Defence
Industries Ltd



In this issue...

- p2 Boeing sign as NDI global partners
NDI achieves ISO9001-2000
- p3 Meet NDI's Business Development
Managers
- p4 Conference timetable & booking form

Boeing sign up as NDI global partners

NDI has recently signed a global partnership agreement with aviation giant Boeing.

We now have global partnership agreements with four of the world's largest defence, merchant marine and aerospace contractors, the other three being BAE Systems Land Systems, Thales plc, and Maersk.



We asked NDI managing director David Bowles about this latest global partnership. He told us: "Part of the bedrock that underpins our efforts to bring defence and aerospace business to the region is our development of close working relationships with the 'big players' in the industry.

"We have a good track record when it comes to bringing together prime contractors with SMEs who have an important role to play in the increasingly complex supply chains that characterise the international defence and aerospace markets.

"In recent times we have hosted a number of events where NDI members have been

able to meet Boeing's Industrial Participation Team. These events have highlighted the tremendous business potential that exists for our members – and they have also demonstrated to Boeing the diverse skills and talents available to them in the North East and Yorkshire.

"Boeing is a prime contractor for the US Department of Defense Future Combat Systems (FCS) programme and the company will also be involved with FRES (Future Rapid Effect System). NDI's partnering agreement with Boeing therefore has a scope beyond aviation to include areas like network-enabled battlespace management and deployment of resources".

Boeing's Director for Industrial Participation spoke to NDI News and said: "Some of the key programmes we are focussing on with UK industry include unmanned flight and decision-making and network systems.

"We feel there are some key innovators in this region and we would like to see them be successful.

"We continue to be impressed with the talent this region brings to the aerospace industry; part of our role is to work with the Regional Development Agencies and with NDI to build that capacity as a whole".

NDI achieves ISO9001-2000 quality standard

Just before Christmas NDI learned that the organisation has achieved full accreditation to the internationally-recognised ISO9001-2000 quality standard.

Speaking about the award, David Bowles said: "The defence and aerospace industries are highly competitive business arenas in which quality of product and quality of service are of paramount importance. It makes sense, therefore, that as an organisation NDI should aim for – and attain – the same high quality standards that our subscribing member companies need to apply in their business dealings with Government and prime contractors.

"Providing customers with the quality they want may look easy, but it isn't. Our member companies know this – and so do we. It requires hard work, a thorough understanding of clients' needs and a real commitment from every employee in an organisation from top to bottom.

"ISO9001-2000 is a business management standard. It specifies the aspects to be considered by a business that it must control and constantly review. That includes how staff are trained to do their jobs, the way that it ensures its products or services are correct, how it handles mistakes and



prevents them from happening in the future, how it strives to improve its processes and many other considerations also.

" We were given valuable assistance throughout our accreditation audit by Bill Moore from Entrust; Bill's expert guidance and support were invaluable.

"The messages that NDI's ISO9001-2000 accreditation sends out are simple. First of all, they tell our members, our customers and our partners that NDI is an organisation constantly seeking to improve its service quality. Secondly, they give our customers confidence that their needs will be met. Thirdly, they demonstrate a consistency of approach to all our operations, and fourthly they improve our work processes and efficiencies.

"NDI has strived to develop a reputation regionally, nationally and internationally as an organisation that really makes things happen in the defence and aerospace industries. Our hard work in achieving ISO accreditation is demonstrable proof that we mean business, and proof that we can – and do – deliver results for the benefit not only of the many people working in the defence industry in the region, but for the economy of the region as a whole."

Meet NDI's new Business Development team...

NDI has recently completed a successful recruitment drive to further strengthen its management team for the benefit of all subscribing member companies.

In a move designed to further reinforce NDI's effectiveness we have been joined by three outstanding individuals who will soon be making their presence felt in every aspect of our work on behalf of our members.

Aaron Jobling, Peter Scanlon and Ian Sinclair have all been appointed as Business Development Managers; Aaron will be working in the North East part of NDI's operational area; Ian will be covering Yorkshire & The Humber; and Peter will have a remit that covers our entire 'territory'.

Ian Sinclair, a graduate of Sheffield University, attended the Royal Military Academy, Sandhurst before going on to serve as a Lieutenant/Platoon Commander in the 1st Battalion The Black Watch (The Royal Highland Regiment).

Ian's army training saw him successfully complete an Armoured Infantry Platoon Commander's course, which entailed taking command of a Warrior tracked armoured vehicle, and a Platoon Commander's Battle course that included developing tactical command disciplines and running weapons ranges.

Ian served with the Black Watch in Germany and, most recently, at Catterick Garrison before leaving the Army and joining a recruitment consultancy firm.

Aaron Jobling will be known to many readers of NDI News from his years spent working with NDI member company Joyce-Loebl Ltd.

Aaron worked with Joyce-Loebl from 1998 until joining NDI, most recently as Marketing Co-ordinator. In that role Aaron had

responsibility for enhancing brand awareness for the company, successfully managing the company's 'public face' at numerous high-profile exhibitions and conferences.

During his time with Joyce-Loebl, Aaron has accumulated a good deal of experience and expertise working with UK MoD project officers and with the Ships Support Agency.

For Peter Scanlon, his appointment to the NDI team is something of a 'welcome home', and he will certainly be a familiar face to many of our 200 subscribing member companies.

Following a long and highly successful career in the Civil Service which saw Peter taking on roles in Germany & Cyprus in addition to the UK, he worked for the DLO before

being seconded in 1997 to the Northern Development Company as its MoD Liaison officer.

Peter was, quite literally, in at the start of what has now become Northern Defence Industries Ltd in the days when it was known as the Northern Defence Initiative, and he brings with him a wealth of experience which will benefit the current NDI membership greatly in the future.

Our new Business Development Managers have just completed an induction course and will soon be making their presence felt as NDI continues to develop its reputation as an organisation that goes the 'extra mile' on behalf of regional SMEs working in the ever more demanding business arenas of defence and aerospace.

The next issue of NDI News will carry reports from our Business Development Managers, so (to coin a well-worn phrase) – watch this space!



NDI's Business Development Managers (L-R): Aaron Jobling, Peter Scanlon, Ian Sinclair



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