



**DES Industrial Policy**

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**DEFENCE SUPPLIERS FORUM MID-TIER GROUP – 5 NOVEMBER 2015, MOD MAIN BUILDING**

<p><b>Attendees</b> <b>MOD</b> Alan Peter Will Jessett Siân Walters Lt Col Nick Sharples Gp Capt Michelle Osborne Capt Paul Marshall Thomas Bonney Nikki Pink Niroshan Chandrakumar</p> <p><b>Wider Government</b> Jonathan Boyce</p> <p><b>Industry</b> Chris Jones David Bright Steve Smart Lee Griffiths Simon Walther Jon White Nicholas Gordon Chris Owen Andrew Martin Dr Andrew Tyler Bill Jamieson</p>	<p>DE&amp;S Commercial Operations Dir Dir Strategic Planning ASA Government Standards Dep Hd Army LSE FP Transformation People-TESSR-Trg Cap AHd Navy Eng Spt-DACOS DES Commercial Industrial Policy Dep Hd Commercial Supplier Relations Team-Sec SME DES Commercial Industrial Policy 3</p> <p>High Growth &amp; High Potential Business advisor, UKTI DSO</p> <p>Client Dir, Atkins Global Sector Dir – Defence, BMT SVP, Space Defence &amp; National Security, CGI Group Inc. Hd, UK Government, NATO and EU Relations, Cobham Finance Dir, Cohort PLC Development Program Manager, GE Aviation VP London Operations , L-3 Communications Holding PLC Group Business Manager, Marshall ADG Dir of Business Development &amp; Marketing, Martin Baker CE, UK and Europe, Northrop Grumman Corporation Managing Dir, Defence Business, Raytheon</p>	<p>Chair &amp; Item 3 Item 2 Item 4 Item 4 Item 5 Item 5</p> <p>Sec</p>
<p><b>Apologies</b> Susanna Mason Paul Hamilton Michael Flowers Stephen Young Andrew Leach Rakesh Sharma</p>	<p>DE&amp;S DG Commercial DE&amp;S Industrial Policy Head Chemring PLC, Group Chief Executive CEO, Meggitt MD, Sodexo CE Ultra Electronics</p>	

Item	Discussion and Decisions	Action/Lead
1. Introductions	1. DE&S Commercial Ops Director welcomed new members of the DSF Mid-Tier Group, extended apologies from Susanna Mason, and emphasised the importance of the mid-tier suppliers for Defence and of this forum as a key channel of communication.	Chair
2. Strategic Defence and Security	2. Director Strategic Planning (DSP) noted that the Comprehensive Spending Review will be published on 25 November 2015 and the SDSR is expected to conclude near that date ( <i>post-meeting note – announcement expected on 23 Nov</i> ).	DSP Dir



	<p>Design Change Programme in line with the delegated Defence Operating Model. The ASOM was formally released on 1 April 2015 and sets out the roles and responsibilities for the Head Office, the Customers (the Front Line Commands) and the delivery agents (DE&amp;S and ISS) in the system, as well as the holding to account arrangements. Attendees discussed the role of industry as shown in the ASOM. From an Army Command perspective, the Army is working well in the delegated model and making the relevant business decisions, supported by DE&amp;S. Greater visibility across the interface and a more transparent flow of information have allowed Army Headquarters to make informed decisions against changes in the programme of work. Army Headquarters achieved an initial operating capability as an intelligent customer on 1 April 2015; it is building its internal capability to embed the acquisition system behaviours and reach an enduring maturity by 1 April 2017.</p> <p>10. The ASA has set up the Acquisition Support Partner (ASP) contract which the Commands can draw upon to help build their 'intelligent customer' capability. ASA-GovStds-DepHd confirmed that this contract does not allow a temporary transfer of resources into MOD to substitute for shortfalls in skillsets.</p> <p>11. Industry was broadly content with the proposed principles to guide the MOD, DE&amp;S and industry relationships in the acquisition system and the outline of the ways in which MOD and its suppliers will constantly develop the most effective customer/supplier relationship that were developed at the Shrivenham 8 workshop in 2014. Although much depended on how these would be implemented.</p>	AsstHd and Army LSE-FP-Transfm-SO1
5. Whole Force Enterprise Approach	<p>12. People-TEsRR-Trg Cap AHd noted that there is a need for Industry and MOD collaboration on determining how to retain and effectively use the skills within the Defence workforce. Enterprise Approach (EA) is the pan-DLOD delivery of Whole Force Approach and it aims to ease this problem. The EA will provide better opportunity for individuals to work in skilled functions common to both MOD and Industry in a more flexible way</p> <p>13. Navy Eng Spt-DACOS explained the challenges of delivering Waterfront Capability which made it a suitable area for a pilot in the maritime domain. The EA is needed to encompass industry, Reserve and Regular RN personnel. There is, however, a risk that in times of high demand, industry and the RN will try to draw on the same individuals. MOD is increasing recruitment and training of its civilian white collar workforce. While it is easy for individuals to move from MOD to industry, the reverse is not true and needed further exploration.</p> <p>14. A MOD and Tier 1 supplier round table discussion will take place on 11 December 2015. This will focus on Operational Maintenance and Repair generated from the Waterfront as a specific capability to be examined under TEsRR's EA concept phase.</p>	People-TEsRR-Trg Cap AHd and NAVY Eng Spt-DACOS
6. AOB	<p>15. The next meeting will occur shortly after the next DSF Main in March/April 2016 and the date will be confirmed as soon as the DSF Main date has been agreed.</p>	Secretary

Post meeting note: The minutes from the most recent DSF Main meeting that took place on 15 October 2015 can be found in the Defence Suppliers Forum webpage at the following link:

<https://www.gov.uk/government/groups/defence-suppliers-forum>