

Supplying the Defence Sector? Are you fit for Business?



Tuesday 18 November 08
Royal Bank of Scotland, Cardiff

A valuable and essential seminar for companies currently supplying or looking to supply to the defence sector.



Seminar overview

Location:	Royal Bank of Scotland, South Wales Commercial, 3rd Floor, One Kingsway, Cardiff, CF10 3AQ
Date:	Tuesday 18 November 2008
Time:	9.00am to 1.00pm
Cost:	WEAF members £50 (inc vat) / Non members £60 (inc vat) Includes a buffet lunch

Any questions please contact Jessica on 01275 872353 or at jessica@weaf.co.uk

Overview

Defence is a major sector in the economy of the South West and provides enormous selling and/or service opportunities for businesses of all sizes. However, its sheer complexity makes it a daunting prospect for many. This seminar aims to clear away much of the complexity and show you how to maximise the opportunities to supply the defence sector. Through its high profile panel of speakers the seminar will:

- Explain what major system integrators look for from their suppliers
- Show how to get your business in shape to supply the sector
- Provide practical tips and advice on overcoming the pitfalls
- Tell you who to contact for more detailed information
- Explore different strategic options to achieve success
- Show how to maximise owner/shareholder value.

Who should attend?

Owners, Directors and Senior Executives of businesses either currently supplying, or with aspirations to supply to the Defence sector, both in terms of the Ministry of Defence and Prime Contractors.



Programme

- 9.00am** Registration & refreshments
- 9.30am** Welcome by Mike Teasdale
Partner, Strategic Planning Solutions
- 9.40am** **Selling to the MoD**
Philip Margerison, Head of Defence Suppliers Service,
MoD
- 10.15am** **21st Century Supply Chains**
Irshad Booly, General Manager, West of England
Aerospace Forum
- 10.35am** **Preparing yourself strategically**
James Short, Partner, Strategic Planning Solutions
- 10.55am** Refreshments
- 11.10am** **Advance to contract - are you silver lined or
armour plated?**
Chris Oakley, Senior Manager, Royal Bank of Scotland
Commercial Banking
Focusing on funding growth, controlling financial costs
and closing the funding gap, especially for those of you
with overseas relationships and long lead times. Acquire
or sell? How? What? When? Who?
- 11.30am** **Covering the legal loopholes**
David Worthington, Partner, Veale Wasbrough Lawyers
- 11.50am** **Value creator or destroyer?**
Matt Eves, Head of Corporate Finance,
Target Corporate finance
All owner managers are looking to create value and
wealth within their business. The key question is: Will
supplying the defence sector create or destroy value for
your business? And how do you maximise the value?
- 12.10pm** Q&A/Closing
- 12.25pm** Buffet lunch and networking

Your Presenters

Mike Teasdale, Partner, Strategic Planning Solutions

Mike has substantial experience in New Business Operations, Franchising, Supply Chain, and HR with demonstrated ability to achieve sustainable business improvements. He has operated in the Food, Third Party Logistics, Retail and Franchising sectors at Board Level, and as Business Owner.

Philip Margerison, Head of Defence Suppliers Service, MoD

Phil is Head of the Defence Suppliers Service, which is part of the MoD's Supplier Engagement Team, and is the MoD focal point for the provision of advice and guidance to companies interested in becoming UK defence suppliers.

Irshad Booly, General Manager, West of England Aerospace Forum

Irshad is a specialist in Supply Chain Procurement/Logistics and Development. He served 27 years in the Royal Air Force, before joining AugustaWestland and then Airbus UK. He is a member of the Chartered Institute of Purchasing and Supply (MCIPS) and Member of the Institute of Logistics and Transportation (MILT). He is also a certified EFQM assessor.

James Short, Partner, Strategic Planning Solutions

James is a specialist in strategic planning, leadership/personnel development and change management. He is a recently retired Army Major General with 34 years of executive experience in operational and managerial appointments for both the British Army and NATO.

Chris Oakley, Senior Manager, Royal Bank of Scotland Commercial Banking

Chris works with businesses who typically have turnover levels from £1m to £25m focusing on businesses that benefit from regular and strategic input to assist them with their growth aspirations. Chris believes that UK SME businesses have a major part to play in working with the defence sector and has a depth of experience of helping customers through the challenges this can bring.

David Worthington, Partner, Veale Wasbrough Lawyers, Defence Contractors team

David is a business lawyer specialising in commercial contracts and joint venture work, international trade and project finance work including considerable PPP/PFI and defence sector experience.

Matt Eves, Head of Corporate Finance, Target Corporate Finance

Matt is a leading South West Corporate Finance practitioner with particular focus on the defence sector. His focus is on value creation and realisation for owner managers. Recent transactions include the £71m MBO of the UK's leading body armour contractor NP Aerospace.

Delegate feedback

Delegates that attended the seminar earlier this year commented:

- *“All speakers knew their fields very well and were very informative”.*
- *“I think more of these sessions would be useful. The SME market sees this whole area as a minefield of difficult practices which they are fearful of committing time and effort to, especially if they do not know how to compete. Excellent delivery and content”.*
- *“A valuable morning”.*
- *“Very good seminar. All speakers were very informative and interesting”.*
- *“CODA is a very useful concept and needs to keep reinforcing these points - collectively the team have a lot to offer businesses”.*
- *“Very good event”.*
- *“Very clearly presented, good range of information”.*



Booking form

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RSVP

Please complete the details below and return this section of the invitation to Jessica Cook, Events Co-ordinator, West of England Aerospace Forum, Unit E St David's Court, Windmill Road, Clevedon, North Somerset, BS21 6UP.

You may also register online at www.weaf.co.uk

Name:

Position:

Company:

Address:

Tel No:

Email:

Please add additional delegate below:

Name:

Position:

Company:

Address:

Tel No:

Email:

Payment method:

Cheque enclosed (made payable to WEAFF)

Credit card (please contact Jessica Cook on 01275 872353)

Cancellation Policy:

Refunds can only be made for cancellations received more than 10 working days before event date.