





HOW TO EQUIP YOUR COMPANY TO SUPPLY THE JOSCAR DEFENCE INDUSTRY

AGENDA

12.00	Introduction
12.05	What buyers are looking for?
12.15	Minimum standards for suppliers to Defence and Aerospace
12.25	Topical areas of focus <ul style="list-style-type: none"> ➤ Cyber Security ➤ Social Value Act ➤ Net carbon Zero 2050
12.35	Routes to accessing opportunities
12.45	Q & A
13.00	Close

THE SPEAKERS

	<p>Terry Elmore MBA FCIPS FCMI IACCM-CCME Supply Chain Lead, QinetiQ Bids & Programmes, Frameworks & Subcontract Management</p> <p>Terry Elmore, married with two children. He achieved a MBA at Reading University, is a Fellow of the Chartered Institute of Purchase & Supply and qualified as a Fellow of the Chartered Institute of Management.</p> <p>Terry has been at QinetiQ since its formation (2001), progressing to become QinetiQ Group Head of Supply Chain (2010), Head of Commercial, Air Fleet (2014) and currently the Supply Chain Lead for QinetiQ Research Frameworks and Subcontract Management.</p> <p>Experience in defence and technology sectors across Aerospace, Land, Naval platforms and Managed Services industries in a variety of challenging roles in both UK and international programmes.</p>
	<p>Andy Brown B. Eng, FCIPS Strategic Procurement Director and Head of Leonardo Global Solutions (UK)</p> <p>Andy was appointed Strategic Procurement Director and Head of Leonardo Global Solutions (UK) in 2019. He is also the Sustainability Ambassador for Leonardo UK, and for the Procurement function at corporate level.</p> <p>Andy has a proven track record and continued commitment to UK cross-industry collaboration</p> <ul style="list-style-type: none"> ▪ Pioneer of the Supply Chain 21 project with continued engagement and supplier sponsorship ▪ SME Champion for Leonardo UK ▪ Representative within the UK MoD Defence Supplier Forum for Supply Chain Resilience, and also their Climate Change and Sustainability Working Group ▪ Strong supporter of regional development, including a mature engineering, manufacturing and supply chain profile in Scotland ▪ Influential member of the CIPS-ADPG (Aerospace & Defence Procurement Group) <p>He started his career at Leonardo at their Edinburgh site as Procurement Manager, having previously worked with British Aerospace (Warton) and Panavia Aircraft (Munich). Subsequent UK and trans-national leadership roles have been held ahead of his most recent appointment.</p>



Stephen Rose
Head of Supply Chain Services at NATS

Stephen heads up the team that provides supplier risk management, best practice, supply chain systems, and executes the purchase to pay process for NATS, the company that provides air traffic control services to airports and to aircraft flying in UK airspace.

Stephen is an experienced procurement manager with over 15 years' experience in the aviation industry. He has a background in project and programme management as well as business management and is an improvement specialist qualified to Black Belt level in Lean Six Sigma. Prior to joining NATS, Stephen worked in the defence industry for several years delivering international projects.



Tom Maund
Defence Sector Manager. Hellios Information Limited

Tom is JOSCAR Sector Manager at Hellios Information. Tom has worked at Hellios for 5 years since leaving university and has held several roles across the organisation, taking on the role some 3 years ago.

Tom works to create value for the supplier and buyer members by growing JOSCAR into a nationwide system, reducing duplication from industry and supporting the Defence Supply Chain and working collaboratively with the teams across Hellios, with his customers and developing the Hellios offering to suit our customers' needs.