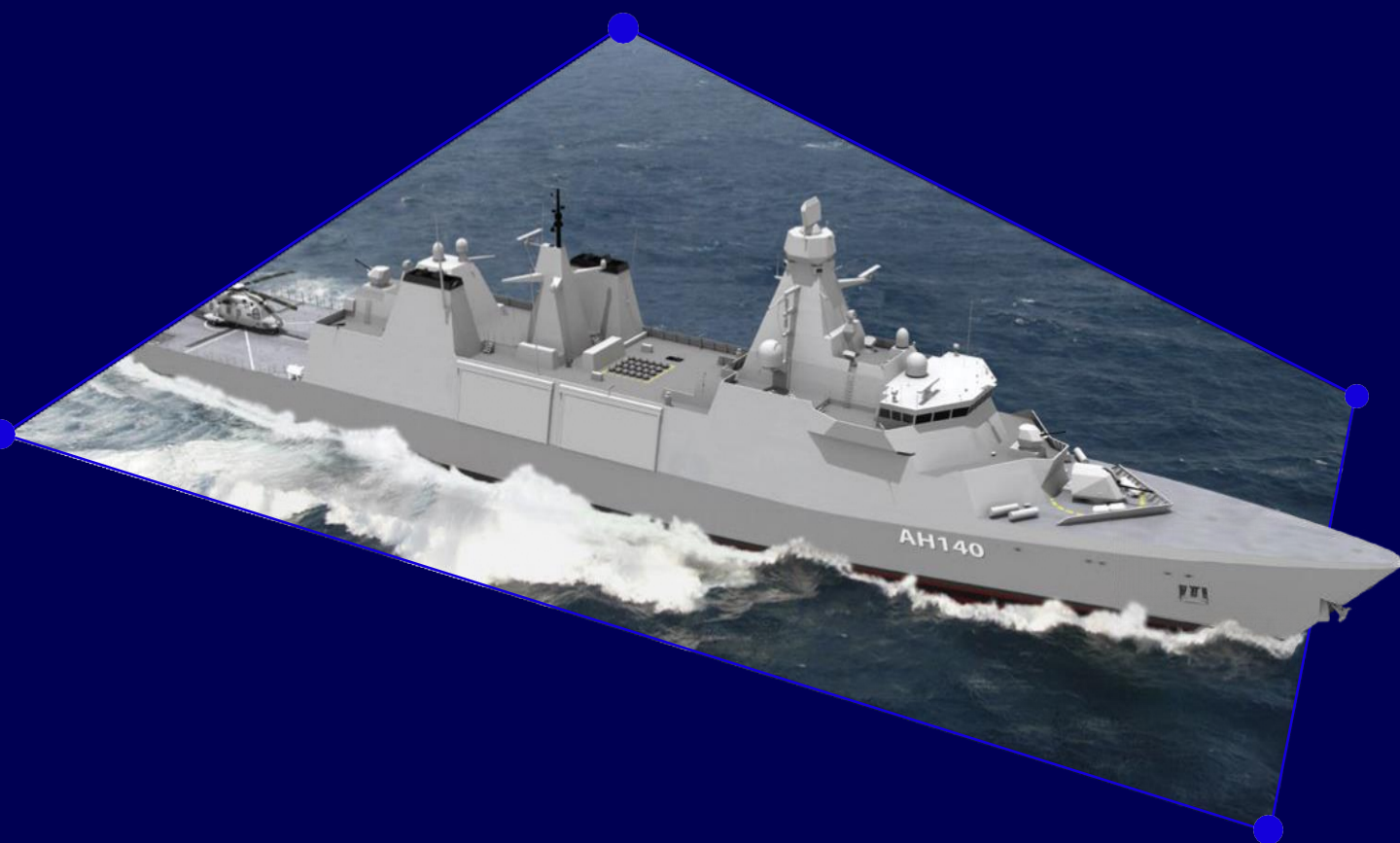


JOSCAR

SUBSCRIPTION BROCHURE



Introduction

Babcock uses a supplier pre-qualification process and system which makes it easier for all suppliers, including SMEs, to engage with us, by reducing duplication of effort for our suppliers when providing pre-qualification information. This system is known as JOSCAR.

What is JOSCAR?

JOSCAR (Joint Supply Chain Accreditation Register) has been created to help suppliers demonstrate they are 'fit for business', not only in the defence, aerospace, security and space sectors but also other sectors they may be operating in. It is a cross-sector collaborative solution intended to help reduce the time, cost, resources and duplication currently needed to provide information. Holding common supplier data in a central system allows the information to be accessed by all participating buying organizations.

Why has Babcock decided to use JOSCAR?

JOSCAR provides a more efficient and cost-effective process reducing duplication and effort both for our suppliers and ourselves, as well as the industry. Suppliers who have completed the process will be available automatically to other major buying organizations as they start using JOSCAR. Suppliers using JOSCAR can also benefit from the identification of areas of development that may be necessary to support further accreditation as a supplier to Babcock, or other buying organization members.

Why has Babcock decided to use JOSCAR?

As a new or existing supplier of Babcock we need to ensure your company continues to meet our compliance requirements. We will, over time, be discontinuing other compliance processes and therefore all suppliers will need to migrate to the process.

What does the supplier registration process involve?

The first stage registration is provision of your basic details. This is free of charge and should take approximately 30 minutes to complete. The system will automatically determine what additional compliance stages are required based on what and how you are supplying goods and services to Babcock and considers commercial contract value. Completion of the first stage will therefore inform you whether the second stage is required.

The second stage requires completion of an online full compliance questionnaire; the questions will be dynamically based on the information provided at the first stage. Once submitted, this questionnaire will be validated, and you will be contacted if any additional information or clarification is required.

What areas does the registration process cover?

Questions relate to the management systems and processes your company has in place in areas critical to Babcock and our industry; such as personnel, legal, financial, insurance, supply chain, quality, health & safety, environment, business continuity, import/export, counterfeit products, cyber security and data privacy.

“It may take you some time to complete the process in full and address any compliance gaps that may be found. It is important that you complete each stage of the process by the deadlines indicated to ensure continued compliance status”

Benefits of becoming a JOSCAR registered supplier?

We expect the Supplier Qualification approach to deliver several benefits to you including:

- Introduction of a simple online process to provide pre-qualification information and supporting evidence as required. Availability of guidance and support is provided throughout the accreditation process.
- Provides a significant reduction in the time, effort and cost to provide this information compared with current processes. Initial pre-qualification is completed only once for the entire Babcock International Group.
- A fair, open and transparent process that clearly indicates what information is needed, whilst enabling you to update your profile at any time.
- Other major buying organizations have been working with us on the development of JOSCAR including BAE Systems, Leonardo and QinetiQ, and more are expected to share the same process in the future. This brings additional efficiency and avoids duplication. One registration will be enough for suppliers who use the system to meet the pre-qualification requirements of multiple buyers.

In summary, the process should provide an easier route to doing business with Babcock International Group in the future. The simpler approach allows access to larger markets, control of your information and business improvement.

What does registration cost and why?

Funding of the Register is shared amongst the JOSCAR buyer members and suppliers through annual fees that reflect the cost savings and potential business opportunities available.

- First stage registration is free
- Second stage registration fees depend on the turnover of the legal entity that is being registered and whether you're organization is a MakeUK Defence or ADS member, prices exclude VAT

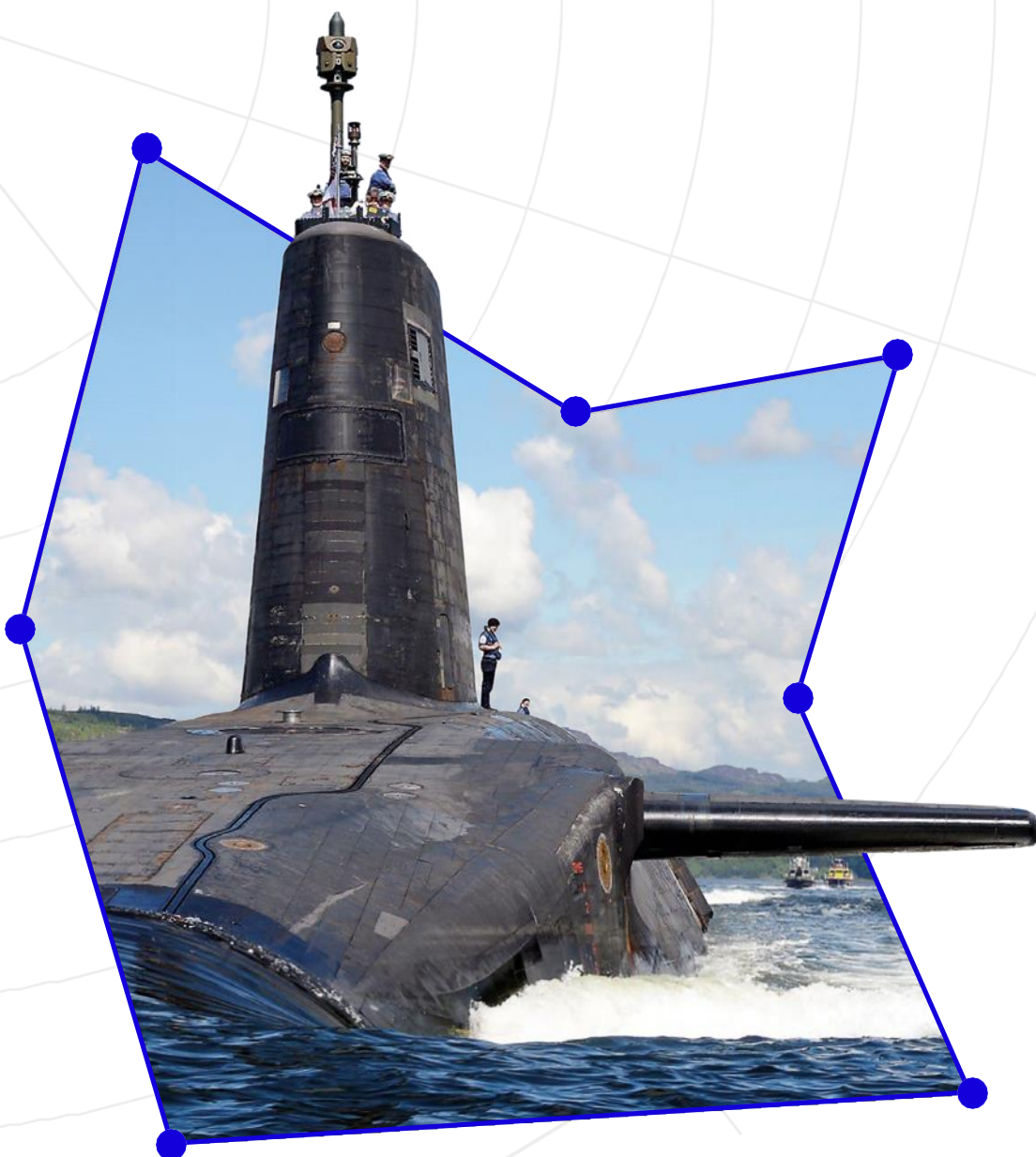
Stage	Turnover	MakeUK/ADS Member	Non-Members
1—Basic Questionnaire	N/A	FREE	FREE
2—Full Compliance Questionnaire	<£1 million	FREE	FREE
	=>£1 million and <£5 million	£275 + VAT	£725 + VAT
	=>£5 million	£725 + VAT	£725 + VAT

What If I take no action?

Your company will not be compliant with our qualification approval process and a follow up conversation will be requested with your Babcock relationship owner /contact to discuss next steps required and agree a resolution. We encourage subscription as it represents a strategic alignment to the MoD.

Where can I find out more information?

More information about the Register and registration can be found by contacting Hellios via email: joscar@hellios.com





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