

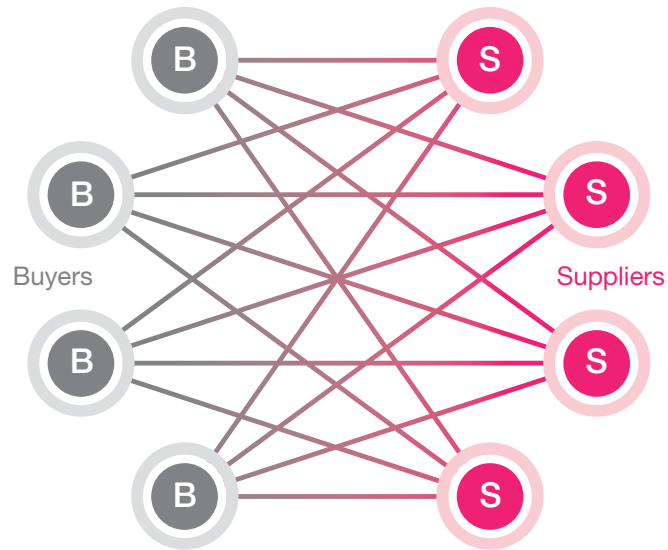




**Hellios develops communities of buying organisations  
to provide third party risk management processes by collecting,  
validating and monitoring suppliers and contractor's information.**

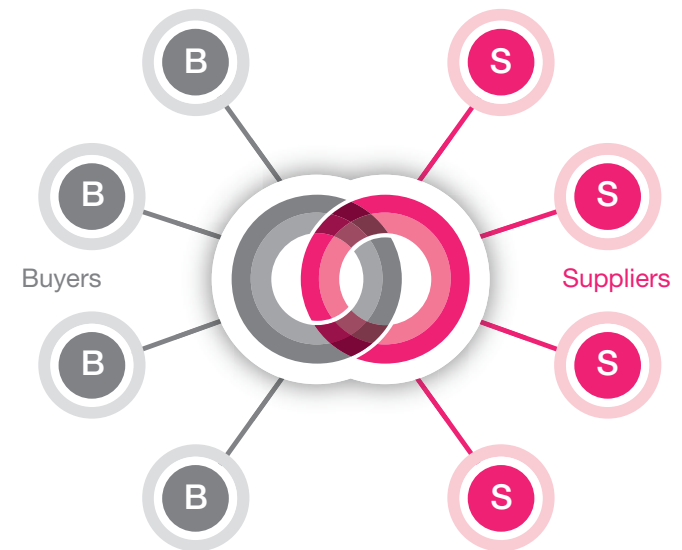


**JOSCAR, an accreditation and compliance system for the defence and aerospace sectors including prime contractors, civil aviation and security. JOSCAR collects, validates and maintains supplier information, used by buyers to help with procurement compliance. A trusted source of information to help make business decisions easier. Established following an initiative led by ADS and includes growing numbers of prime contractors.**



### Non Community Approach

Duplicated time and effort collecting supplier information.



### Hellios Community Model

Suppliers and third parties complete a single profile that is shared with all participating buying organisations.

## Benefits for Buyers



**EASIER REGULATORY REQUIREMENT** – Comprehensive, accurate and regular updated insight into third party risk



**SINGLE SOURCE OF TRUTH** – Thousands of third parties in a single, searchable, reportable and easily accessible system



**REDUCED PROCUREMENT TIMESCALES** – Instant access to third party information, reducing the time needed to qualify new suppliers or renew contracts



**HIGH QUALITY VALIDATED INFORMATION** – We check all third party information in accordance with a consistent, objective and continually updated process



**COST AND RESOURCE EFFICIENT** – Costs are shared amongst community members, significantly reducing the cost of an in-house solution



**PEER NETWORK** – Access to the combined experience and resources of other members in the community with shared goals and challenges

By using JOSCAR we hope to make it easier for you to do business with us. Working together with our peers in other defence organisations to assess supplier compliance is a positive step towards minimising duplicated administration, reducing barriers to entry and improving the ease of doing business with organisations like us.

**Steve Mills**

Supply Chain Director,  
BAE Systems Maritime Services

**BAE SYSTEMS**

JOSCAR will provide QinetiQ's suppliers with improved opportunities to work with other similar, organisations in the defence sector, as well as to streamline our compliance processes and minimise administration.

**Simon Galt**

Director of Procurement, QinetiQ

**QINETIQ**

By using JOSCAR we are intending to make it easier for our partners and suppliers to do business with us. It will streamline our assurance processes, minimise administration and enable our suppliers to gain access to our buying organisations.

**Tim Bullock**

Director Supply Chain, NATS

**NATS**



**BAE Systems is a global defence, aerospace and security company. Our wide-ranging products and services cover air, land and naval forces, as well as advanced electronics, security, information technology, and support services.**

They provide some of the world's most advanced, technology-led defence, aerospace and security solutions and employ a skilled workforce of some 82,500 people in over 40 countries. Working with customers and local partners, we develop, engineer, manufacture and support products and systems to deliver military capability, protect national security and people and keep critical information and infrastructure secure.

### **Challenge in Procurement Strategy**

BAE Systems have 4 divisions in the UK; Maritime, Air Sector, Land UK & Applied Intelligence, at various locations around the country. With such a diverse product range and due to the wide-ranging nature of the BAE Systems' business, compliance was a business unit centric activity. The need to manage compliance more effectively, reduce duplication and consolidate the requirements on BAE's 25,000 suppliers led to the search for a standardised compliance process that could be rolled out progressively across the company.

### **Why JOSCAR was chosen**

Having run a tender process together with other prime contractors, BAE Systems partnered with Hellios on the JOSCAR (Joint Supply Chain Accreditation Register) solution. The community-based model set JOSCAR apart from other solutions. The collective approach to setting the compliance criteria has provided a clearer view of the risks in BAE Systems Supply Chain and for the industry. JOSCAR is continuously evolving to include changes in legislation and meet the ever-changing requirements of the UK Defence industry.

### **Results – JOSCAR Implementation**

BAE Systems partnered with Hellios Information to implement JOSCAR in July 2014. This began with a small number of suppliers, but the database has grown steadily over the intervening years. There are now 6000+ suppliers registered on Hellios' systems. JOSCAR has since grown to include 6 primes; BAE Systems, Babcock International, QinetiQ, Leonardo, NATS & Meggitt.

The community nature of JOSCAR provides a standardised, collaborative approach to collecting reliable high-quality supplier compliance information. Although JOSCAR does not approve suppliers, it provides objective and validated information which is the perfect foundation for a quick and efficient approval process and a holistic view of suppliers for sourcing new business.



BAE Systems regularly meet Hellios and the other primes to include and amend questions relating to new regulation, notably GDPR for May 2018.

The JOSCAR Implementation Team in BAE Systems won a BAE Silver Global Procurement Award for Supply Chain Innovation in 2017.

**By reducing duplication and having one source of validated data available to all buyers, JOSCAR reduces the compliance workload for both Suppliers and Buyers. Suppliers are required to update and submit their information once a year.**

**Amanda Wood**

Procurement Manager, BAE Systems

**NATS, formerly National Air Traffic Services, is the UK's leading provider of air navigation services. It was established in 1962, and now operates in over 30 countries around the world.**

In the role of provider of UK air traffic control we handle in excess of 2.6 million flights a year, ensuring the safety of over 250 million passengers flying in the skies above the UK and eastern North Atlantic – some of the busiest and most complex in the world.

We also provide air traffic control and engineering services at numerous airport towers including London's Heathrow, Luton, Stansted and City airports as well as Manchester, Belfast, Cardiff and Gibraltar airports and, in a joint venture with Ferrovial, at nine airports in Spain including Alicante, Seville, and Ibiza.

Our mission is simple:  
"Advancing aviation, keeping the skies safe"

NATS employ around 4,200 people, most of whom are based at one of our operational centres at Swanwick (Hampshire) and Prestwick (Ayrshire), at airport towers, or our headquarters in Whiteley just outside Southampton.

## Supplier Selection

NATS use a number of measures in our Supplier Selection process in order to ensure fairness in contract awards and a reliable, long-term supplier base.

Key to our due diligence process is use of the Joint Supply Chain Accreditation Register (JOSCAR) which gives us the information we need around a supplier's capability, their accreditations, information security, corporate social responsibility, financial history and ethical operations. By completing this fully, a supplier also increases the possibility of gaining additional business from both NATS and other buying organisations that are members of JOSCAR.

NATS joined JOSCAR, an accreditation system for the aerospace, defence and security sector 2016 and have since been inviting all new and existing suppliers to participate. This has provided greater visibility of supply chain trends and assisted with our ongoing due diligence and compliance requirements as well as reducing workload for both ourselves, and the suppliers who have completed JOSCAR.

One of the great benefits to NATS is the ability to share best practice and agree industry wide responses to new legislation and requirements with the other JOSCAR members through the JOSCAR Governance and Technical Working

Groups. An annual review of the Supplier Assurance Questionnaire and associated process also allows us to contribute to the design and evolution of the JOSCAR platform.



**Using JOSCAR helps us to quickly get the information we need when onboarding a supplier and undertaking our regular due diligence assurance activities. It is also good for our suppliers as it minimises the number of supplier assurance questionnaires they have to complete when working in the aviation and defence sector.**

**Stephen Rose**

Head of Supply Chain Service Centre, NATS



**Leonardo MW is the largest inward investor in the UK defence sector, the largest Italian inward investor to the UK, and one of the biggest suppliers of defence equipment to the UK MoD. Leonardo is a global player in the high-tech sectors and a major operator worldwide in the Aerospace, Defence and Security sectors.**

Leonardo have seven divisions; Helicopter Division; Aircraft Division; Aero-structures Division; Airborne & Space Systems Division; Land & Naval Defence Electronics Division; Security & Information Systems Division; Defence Systems Division. Leonardo has six major sites across the UK, each bringing investment into the local economy and wider region through strong links with supply chain companies in the surrounding areas. Leonardo employs over 7,000 people in the UK and sustains 25,000 jobs in the UK supply chain alone.

### **Procurement Strategy**

Leonardo's global supply chain is critical to the success and growth of our business. It is therefore essential that we maintain a core of qualified suppliers and that these suppliers remain compliant with Leonardo's corporate requirements, with existing and emerging legislation as well as current industry best practice. We need the capability to readily access key data and parameters on our strategic suppliers at any time.

This information may be used as a point of reference for our existing supplier management practices or in direct response to a customer specific request. By the nature of our industry the scope and the frequency of demand for such information is on the increase and Leonardo needs to remain compliant.

### **JOSCAR**

In 2015 Leonardo joined with a number of prime contractors in the Aerospace, Defence and Security Industry to support the launch of the JOSCAR programme, an initiative sponsored by ADS to promote supply chain compliance. By participating in JOSCAR, Leonardo aims to:

- ✧ Supplement existing in-house supplier qualification practices,
- ✧ Improve our supply chain management techniques,
- ✧ Improve compliance and hence reduce the level of risk in our supply chain,
- ✧ Promote consistency of approach and efficiency of operations within Leonardo and the other UK primes,
- ✧ Enhance the capability of our supply base.

To date we have introduced in excess of 400 of our key suppliers to the JOSCAR programme. In doing so, we have effectively delegated the process of gathering and validating key supply chain data to Hellios. Where suppliers are engaged in multiple projects by Leonardo or

across a number of the participating primes, this process enables the supplier to efficiently provide this information.

In the time that we have been members of the scheme, the JOSCAR content has continued to evolve, with questions covering emerging topical issues such as Cyber Security, Modern Slavery and most recently GDPR being introduced. The content is periodically reviewed and enhanced under the guidance of the Governance Group, ensuring that both Leonardo and our suppliers remain compliant.



**Leonardo have access to both the Governance Group and Technical Working Groups to shape the future direction of the JOSCAR programme. Additional support including training is available from the wider Hellios team when needed.**

**Frank Beagan**

VP Procurement Capability, Leonardo MW

As active members of ADS, Aish were keenly involved in JOSCAR right from the outset. We were invited to join JOSCAR in February 2015 by BAE. We made an internal decision to join the scheme and with the help of Hellios completed the questionnaire. This active involvement has helped to ensure it met the needs of Aish and defence companies alike. We believe the increasing level of interest in the scheme from buying organizations will only have a positive effect on our industry.

**John Atkins**

Sales and Marketing Director,  
Aish Technologies



---

**30%**

---

On average 30%  
of suppliers from a new  
buying organisation are  
already registered  
with JOSCAR

---

**6,800**

---

Over 6,800  
suppliers have been  
invited to register  
with JOSCAR

---

**89%**

---

On average 89%  
of registered suppliers  
have renewed their  
annual subscription



JOSCAR development and Hellios performance is governed  
by members of the JOSCAR community.  
Systems content is reviewed annually or when  
regulation/legislation changes.

**BAE SYSTEMS**



 **LEONARDO** in the UK

**QINETIQ**

**NATS**

**MEGGITT**

**MBDA**  
MISSILE SYSTEMS

**GENERAL DYNAMICS**



**ROKE**

 **leidos**

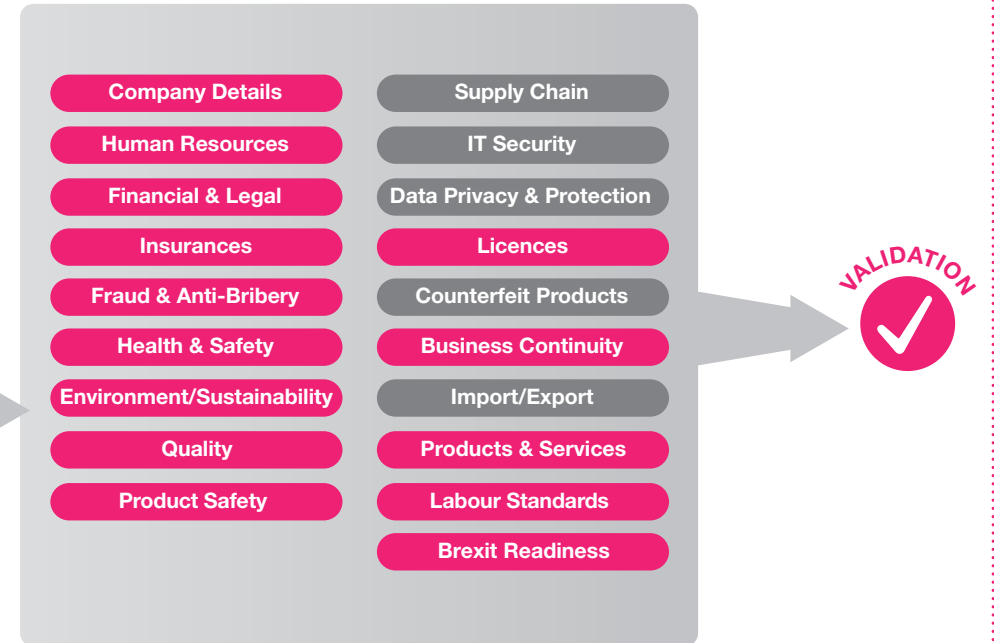
## Stage 1

Profiling Questionnaire



## Stage 2


Compliance Questionnaire



Sections in grey are conditionally triggered depending on Stage 1 answers

SUPPLIER SUPPORT





ADS is the UK trade association which represents companies in the high-tech, highly competitive aerospace, defence, security and space markets. It championed the introduction of JOSCAR in response to members' concerns about cost and administration burden of demonstrating compliance with customer requirements. Members achieving JOSCAR registration report that it simplifies compliance processes and makes it easier to do business with new and existing customers.

**Tim Martin**

Head of Defence Commercial, ADS





## Benefits for Suppliers



**EASIER CUSTOMER COMPLIANCE** – Simpler route to demonstrating compliance to multiple customers at the same time



**RESOURCE AND TIME EFFICIENT** – Single profile for multiple customers, information request is tailored to goods and services being supplied



**SIMPLER APPROACH** – Information is collected using selectable answer options rather than free text responses, making completion quicker compared to traditional questionnaires



**CONTROL YOUR INFORMATION** – Your company information can be amended or updated at any time through a secure online portal



**BUSINESS IMPROVEMENT** – Identify the common requirements of multiple customers and how your business might improve its compliance



**FASTER QUALIFICATION** – Completed profiles are visible to all buyer members using JOSCAR when sourcing and qualifying third parties for new business



**Aerospace & Airworthiness Consultancy Enterprises Ltd. (AACE) was founded by a retired RAF engineering officer, Rick Hussey, in 1996 to provide the UK Ministry of Defence (MOD) with specialist airworthiness, system safety engineering, logistics and operational assurance support.**

Building on these capabilities, AACE has achieved continual and steady growth, to become a key engineering and logistics solution provider to various MOD Project Teams and Industry partners. This has also been supplemented by the formation of a sister company, Allyance which specialises in recruiting candidates to fill manpower substitution roles, primarily for the MOD, other government departments and industry.

The company is still owned by the Hussey family and continues to promote the values and strong team ethos on which the company was founded. AACE places great importance on every individual within its team, utilising their different and unique assets to deliver the high quality, bespoke product which AACE is proud to provide for its customers.

#### **Engagement with JOSCAR**

AACE has been engaged with JOSCAR from its early days and was prompted to join by a dialogue being conducted at the time with QinetiQ. The application process was completed relatively quickly and smoothly, with speedy assistance and guidance from Hellios, when required.

AACE received confirmation of its stage 2 accreditation in December 2016 and has recognised a number of benefits associated with this:

- ✦ It enabled the discussion with QinetiQ to be conducted from a pre-qualified status, which speeded up the bid process and prompted business to business discussions at a strategic level.
- ✦ Completing the information required for accreditation prompted an audit, leading to an improvement in the way this material is produced, presented and filed.
- ✦ Whilst the initial motivation was related to QinetiQ, having now become accredited, AACE, as an SME, can now compete for work with the other influential and large buyers who are in the JOSCAR defence industry community.



**As a ADS member, AACE is pleased that they actively support this cross-sector collaboration initiative and is hopeful it will offer opportunities to supply new customers. AACE looks forward to continued participation in JOSCAR and will work with Hellios to promote even closer collaboration amongst the buyer community, in terms of their sharing knowledge and experiences, to promote the particular benefits of engaging with specific suppliers to fulfil certain requirements.**

**Eion Bailey**

Business Development Director, AACE



**Aish Technologies are a long-established engineering company, with a highly skilled and experienced team. Often described as a 'one-off' for its ability to offer a truly comprehensive service to their customers.**

With specialists in mechanical design, software development and everything in-between, all disciplines are covered. We offer a complete manufacturing facility including: sheet metal and fabrication, CNC machining, paint finishing and high end mechanical and electrical assembly. Aish carry out much of the installation work on the products they have designed and developed. The company has been involved in the defence industry for most of the 20th Century, both in supporting the UK MoD and exporting to many Navies worldwide. We have gained a prestigious reputation for the design and manufacture of combat system hardware found in the majority of UK naval platforms above and below water.

As active members of ADS for numerous years, Aish were keenly involved in JOSCAR right from the outset. We were invited to join JOSCAR in February 2015 by BAE. The scheme was setup, we had to be invited by a buyer to protect their supply chain. Once invited, we made an internal decision to join the scheme and with the help of Hellios completing the questionnaire, although a lot of information was needed, could have been much more difficult.

Subsequent years we just update the data, which in itself help us keep information up to date for buyer to review.

This active involvement has helped to ensure it met the needs of Aish and defence companies alike. We believe the increasing level of interest in the scheme from buying organizations will only have a positive effect on our industry.

**The positive outcome of joining JOSCAR has been:**

- A marked shortening of pre-qualification times. Buyers do use the information provided which has helped to stop duplication in the PQQ stage.
- Improvements in the system - buyers govern the system and Hellios have implemented them.
- Reminders for out of date documents - this helps in two folds: firstly, whilst in a contract our insurances are managed and secondly, it ensures the buying or-organisation, of which there are six BAE, Babcock, QinetiQ, NATS, Leonardo MV and Meggitt see up to date information.



**Annually we check our information is up to date which gives us an opportunity to improve the data, although during the year we can update whenever we wish. We are very actively involved in JOSCAR attending governance meetings and putting the supplier perspective to the group. Aish can see no reason not to join and will continue subscribing. Being seen by six buying organisations that use the system must be a benefit.**

**John Atkins**

Sales and Marketing Director,  
Aish Technologies



**Bridmet are a multi skilled engineering company with extensive experience manufacturing product for the defence and aerospace markets, which continue to be a significant and integral part of our continued growth.**

In the last few months alone, we have invested in an additional 45,000 ft2 premises, a 6kw Fibre Laser, Laser/Punch Combination machine, a CNC 4 Axis Mill and a 5 stage Pre-Treatment/Powder Coating plant. This coupled with our already comprehensive portfolio of equipment (see our website at [www.bridmet.co.uk](http://www.bridmet.co.uk) for complete plant list) allows us to offer a complete turn key service, from design through to assembly.

We are proud to employ some of the most talented and committed engineers and technicians within the engineering sector, as well as running an apprentice programme in conjunction with local colleges, ensuring we have a strong pipeline of talent feeding into the business at grass roots level moving forward.

## **JOSCAR**

It was recommended we join JOSCAR and were invited by QinetiQ, one of the prime buying organisations within JOSCAR, to help develop our relationship, not only with them, but potentially with the other members within the, JOSCAR scheme; BAE, Babcock, NATS, Leonardo Meggitt and more recently the MoD.

In March 2018 we started the process of registering on the JOSCAR system. Hellios asked a couple of clarification questions of us, but within a week we had achieved Stage 1. Due to the nature of our business, we needed to complete Stage 2 of the process. Stage 2 was a more detailed questionnaire. This was started early April of 2018. As with Stage 1 we had clarification questions to be answered, but specific links to each question that needed clarification was sent to us rather than the full questionnaire, which made it easier, and having Hellios on hand to ask questions, by the end of April, we had achieved Stage 2 accreditation.

Shortly after joining JOSCAR, Bridmet attained our first order from QinetiQ.

It was an in-depth process which did take time to complete but Hellios helped us through each stage. We have every reason to be hopeful that this will also allow us to open lines of communication with the other member companies on JOSCAR moving forward.



**We are looking forward to working even more closely with Hellios and the prime contractors on JOSCAR over the forthcoming months to promote our business and demonstrate our capabilities to those other member companies.**

**Adrian Hyland**

Business Development Manager, Bridmet

If you are interested in finding out more about one of our accreditation communities, contact:

T: +44 (0)1865 959110

E: [joscar@hellios.com](mailto:joscar@hellios.com)

---

**Hellios Information Limited**

Kemp House

Chawley Park

Cumnor Hill

Oxford

OX2 9PH

[www.hellios.com](http://www.hellios.com)

---

Help us grow our brand – follow us:





**Hellios Information Limited**  
Kemp House, Chawley Park  
Cumnor Hill, Oxford, OX2 9PH

T: +44 (0)1865 959120  
E: [enquiries@hellios.com](mailto:enquiries@hellios.com)  
[www.hellios.com](http://www.hellios.com)

