

Working together  
to succeed



## Supplying the Defence Sector? Are you fit for Business?

**An essential seminar for companies currently or  
looking to supply the defence sector.**

**Wednesday 18 June 08**



# Seminar overview

Location:	<b>Royal Bank of Scotland, 3rd floor, 3 Temple Back East, Temple Quay, Bristol BS1 6DZ</b>
Date:	<b>Wednesday 18 June 2008</b>
Time:	<b>9.00am to 1.00pm</b>
Cost:	<b>WEAF members £35 (inc vat) / Non members £45 (inc vat)</b> Includes a buffet lunch

Any questions please contact Emma Pickess on 0117 314 5406 or at [epickess@vwl.co.uk](mailto:epickess@vwl.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.



## Booking form

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## RSVP

Please complete the details below and return this section of the invitation (no postage necessary). Payment is required in advance to confirm your booking. You may also register online at [www.vwl.co.uk](http://www.vwl.co.uk)

Title:	Position:
Forename:	Surname:
Company:	
Address:	
Tel No:	Email:

Please add additional delegate below:

Title:	Position:
Forename:	Surname:
Company:	
Address:	
Tel No:	Email:

### Payment method:

- Cheque enclosed (made payable to Veale Wasbrough Lawyers)
- Credit card (please call Emma Pickess on 0117 314 5406)

### Cancellation Policy:

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