

## **Defence Growth Partnership 19<sup>th</sup> September 2017, Meeting Note**

*Allan Cook CBE, Industry co-chair of the DGP*, welcomed all attendees to the 12<sup>th</sup> meeting of the Defence Growth Partnership and, in particular, Lord Prior to his first Ministerial meeting. He also reflected on the success of DSEI and thanked Ministers and the government for their support throughout the week.

*Harriett Baldwin, Minister for Defence Procurement* took the opportunity to congratulate the DGP on a successful DSEI 2017. The Team UK stand had proven to be very successful, with engagement from a wide range of overseas delegations.

There was general agreement from across the membership of the DGP that DSEI and the concept of the Team UK stand had been a success. The focus must now be to build on this success looking ahead to Farnborough 2018. The DGP will also consider whether it can support a Team UK presence at other international trade shows.

### **Defence Sector Competitiveness Plan**

The DGP presented their vision for improving the competitiveness of the UK Defence Sector in the global Defence market. This approach recognises the diversity of the Defence Sector and seeks to establish a structured, cross Government and Industry approach to developing joint road maps, which incorporate the needs of the UK and international customers. The DGP seeks strategic engagement between industry and government across a number of specific sub-sectors, where the industry believes the greatest opportunity lies in the global export market.

*Lord Prior of Brampton, Under Secretary of State for BEIS*, highlighted the recently published National Shipbuilding Strategy as an example of a strategic approach, which could offer real opportunities for winning a greater share of the export market. Lord Prior also highlighted innovation, industrialisation of R&D and the use of the Catapult network as things that the DGP may wish to consider in order to reduce their costs and boost their competitiveness.

*Minister Baldwin* stressed that she is keen to promote competition within the sector to ensure that the MOD can maintain choice in its procurement. She also stressed that she was keen for MOD to move away from over specification in its requirement setting, which drives up costs and reduces the UK's competitiveness in the export market. She therefore supported continued engagement by MOD officials in this area.

**Both Ministers supported the DGP's approach and vision and agreed to actively engage with the DGP in the development of this approach.**

### **Next Steps**

The DGP will work to identify and gather evidence on the sub sectors, which offer the greatest opportunity in the export market and will develop road maps, which

illustrate what a Team UK offer might look like in these sectors, as well as an indication of when Team UK would want to be bringing a product to market in order to get ahead of the competition.

## **The Ministers noted these updates.**

### **Core DGP Progress**

Updates were also provided on each of the DGP's core initiatives; Skills, UK Defence Solutions Centre, Strengthened Defence and Security Organisation and Value Chain. Of particular note was the announcement at DSEI of a new DGP Skills initiative to grow the Defence Enterprise's capabilities in international business. This will focus on improving the secondments between industry and between industry and government, as well as establishing a Masters level qualification in International Business in Defence.

### **Attendees**

#### **Joint Chairs**

Lord Prior of Brampton Allan Cook, CBE	Under Secretary of State for BEIS DGP Industry Co-chair
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#### **Business**

Sir Brian Burridge	Chairman, UK Defence Solutions Centre
Matthew Foster	Acting CEO, UK Defence Solutions Centre
Peter Ruddock	CEO, Lockheed Martin UK
Richard Daniel	CEO, Raytheon UK
Victor Chavez, CBE	CEO, Thales UK
Steve Wadey, OBE	CEO, QinetiQ
Colin Paynter	MD, Airbus Defence and Space
Dave Armstrong	MD, MBDA UK
Archie Bethel	CEO, Babcock International Group
Rakesh Sharma	CEO, Ultra Electronics
Paul Everitt	CEO, ADS
Bob Keen	Head of Government Relations, BAE Systems
Andrew Cowdrey	Head of Government Relations, Leonardo MW Ltd.
Lee Griffiths	Head of Government Unit, Cobham Group
Helen Kennett	Director of UK Government Relations
John Hiorns	General Dynamics UK
Charles Hughes	Marshalls Aerospace and Defence Group
Ed Frankland	DGP Programme Director

#### **Government**

Harriett Baldwin MP	Minister for Defence Procurement
Sarah Hodgetts	Head of Advanced Manufacturing, Defence and Marine, BEIS
Stephen Phipson, CBE	Head of Defence and Security Organisation, DIT

#### **Apologies**

Chris Cholerton	President – Defence, Rolls Royce
Nigel Whitehead	Group MD, BAE Systems
Steve Rowbotham	COO, General Dynamics
Alaistair McPhee	CEO, Marshall Aerospace & Defence Group

Will Searle  
David Lockwood  
Kevin Craven  
Norman Bone  
Huw Walters  
Conrad Bailey

CEO, Axillium Research (SME Representative)  
CEO, Cobham Group  
CEO, Central Government Division, Serco UK  
Chairman and MD, Leonardo MW Ltd.  
Director of Prosperity and International Business, MOD  
Cabinet Office