

Working Together to Succeed

**West of England
Aerospace Forum**

***Supplying the Defence Sector
“Are You Fit for Business”***

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General Manager



South West England:

The leading Aerospace and Defence Region in the UK

- WEAFF's overall aim is to facilitate the future competitiveness and growth of the aerospace industry in the South West
- South West Industry contributes 27% (£4.6 billion) of the national GDP for Aerospace and Defence: Equates to £17.1 billion.
- Industry split: 50:50 – Civil/Defence
- In the South West, BAE Systems is one of the largest buyers of defence equipment.

Major Projects 2008 – 2010

Supply Chains in the 21st Century – SC21

- Technology & Innovation
- Supply Chain Collaboration in Aerospace & Defence
- (Innovation within SC21 Programme)
- Sustainable Aviation – Environmental
- Space Supply Chain Development
- Skills – Aerospace Training South West (ATSW)

All Programmes integrate with MoD (Defence Industrial Strategy & Defence Technical Strategy)

All are directed by WEAFA Industry Steering Groups

WEAF's Track Record

- Developed over 175 companies in the last 4 years to a high standard.
- Instrumental in developing companies through continuous Improvement activities, in particular Lean and Business Excellence (now integrated into SC21).
- Managed major supply chain development activities through prime organizations.
- Attributed as having a major influence on approx **£350 million of contracts won over this period.**
- 1500 jobs have been generated from WEAF activity.

Supply Chains in the 21st Century

- WEAF have already started an SC21 Programme with our partner, the South West Manufacturing Advisor Service (South West MAS).
- Carried out the first stage assessments with 20 companies, with many more planned.
- Launched six SC21 supply chain programmes with local primes.
- Working with the South West Regional Development Agency for future funding for the next 2 years. (Approval for funding received)

MoD sit on the SC21 Steering Group

Supply chains are never static – *they form and reform around each and every customer requirement*



challenges to industry

customer

- Low profit margins
- Lowering costs
- DIS
- Increased innovation

external

- £/\$ value
- Low cost economies
- Raw materials
- Market access



21st century supply chains

which is committed to

- a new SC21 business culture
- delivering innovation
- through-life solutions
- delivering the SC21 plan
- leadership
- ethical practices
- increased pace of change

SC21 will deliver for your company

- **better strategic positioning for your company**
- increased QCD through the use of common metrics
- increasing the competitiveness of UK aerospace & defence companies

early implementation

- common audit processes
- process improvement framework
- relationship management tools



What is in it for me and my Organisation?

- Is your organisation the first choice of your customer for your product or service you provide?
- Are you meeting your customers expectations and delivering on time, every time?
- Do you consistently provide 100% quality?
- Is your organisation receiving the recognition it performance deserves?

Alignment with Defence Industrial Strategy objectives

- Improve delivery of ongoing and future programmes in terms of performance, time & cost.
- Continually improve the availability and capability of platforms and systems
- Enhance value for money
- Reduce total acquisition cost and cost of ownership
- Sustain onshore skills to assure continued effectiveness of fleet



Supported by requisite skills and resources

How can WEAFF help?

- WEAFF can link collaborations / companies into major government funded R&D drives
- WEAFF helps develop supply chains with UK Government funded improvement programmes
- WEAFF advises on the formation of collaborative ventures and/or companies

WEAFF helps SME's engage with the MoD



West of England Aerospace Forum

*“Learning is not compulsory...
neither is survival.”*

W. Edwards Demming



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