

Mr Mike Maiden - *Chairman*
Cmdr. Andy Collier - *Executive Director*
Mr Eric Lambert –Duverneix - *Associate for the French affairs*

Building supply chains
for the future

NDI is the leading supply chain sourcing
and development service for the defence,
aerospace, space and security sectors



Background:

- Established 13 years ago to help North East SMEs bid for and win business opportunities in the Defence sector.
- Building supply chains and business development support.
- **Founder members include:** Darchem Engineering, Hardy Advanced Composites, MKW, Petards, Parker Domnick Hunter, CAV Aerospace.
- **Programmes include:** NLAW, Javelin, Warrior, Mark 45 MOD 4 Naval Gun, Type 45 supply chain, BAE & Thales Carrier programme, Type 26 supply chain.



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NDI Board

Patrons

- ✓ Lord Bach – Former Minister for Defense Procurement – Incumbent: Shadow Attorney General
- ✓ Sir Peter Luff – Former Minister for Defence Equipment, Support and Technology

Chairman

- ✓ Mike Maiden – Former DSTL Director for Asia Pacific and Middle East.

Executive Director

- ✓ Cmdr. (RN) Andy Collier

Members

- ✓ Peter Bedwin, Chairman Oxley Group
- ✓ Alan Cox, Director Satellite Applications Catapult Services Ltd
- ✓ Anne Huckle, Defence Equipment and Support, MOD
- ✓ Kevan Jones MP
- ✓ David Lines , UKTI DSO
- ✓ Professor John Louth, Royal United Services Institute
- ✓ Muir Macdonald, MD BMT Defence Services Ltd
- ✓ Stephen Phipson, Head of UKTI DSO
- ✓ Richard Skan, Group MD Oldbury UK
- ✓ Sir Neville Trotter, Defense Policy Advisor
- ✓ Roy Williams, MD Scandef



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SAAB Bofors Dynamics NLAW

- £400 million anti-armour missile system
- Five NDI members involved in design
- Nine NDI member SMEs in a teamed supply chain
- £50+ Million orders received
- £1.8 Billion+ export potential
- 87 new jobs created
- 150 jobs safeguarded



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Lockheed Martin/Raytheon JAVELIN

- Medium range anti-armour missile system
- 12 NDI member SME suppliers in a teamed supply chain
- £20 million+ initial orders received
- £30 million potential additional orders
- £1.4 Billion+ export potential



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NDI – nationwide membership organisation, based in the North East of England.

Sectors: Defence, Space, Aerospace, Security.

Global Partners and Supports include: BAE Systems, Lockheed Martin, Thales, Alcoa, Pearson Engineering, Finmeccanica, Boeing.

Specialise in:

- Sourcing Business opportunities
- Facilitating face to face business introductions
- Providing networking opportunities at all levels within the supply network
- Market Intelligence
- International Trade



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NDI Mission:

To provide SMEs with the skills, knowledge and opportunities they need to be part of the global supply networks of the future.

How we do it:

- ✓ Being a leading voice for SMEs, inspiring debate and driving change.
- ✓ Working with Government and Industry to break down the barriers to accessing supply chain opportunities.
- ✓ Providing tailored support to help member companies achieve their aspirations.
- ✓ Championing innovation through joint venture and collaboration and supply network introductions.
- ✓ Assisting SMEs in attracting and retaining the right talent.



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Member company profile

240 member companies across the UK working in Land Systems, Civil and Military Aerospace, Civil and Naval Marine, Space, Electronics, Specialist Communications and Specialist Security Systems.

Part of the **EEF group** - <http://www.eef.org.uk>

8500 member companies across UK.

- ✓ Everything EEF do, from business support to championing manufacturing and engineering in the UK and the EU, is designed to help our industry thrive, innovate and compete locally and globally.
- ✓ EEF work with and for a whole range of people, including industry leaders, managers, professional staff, apprentices, policy-makers, and the media.
- ✓ EEF help foster enterprise and innovation while making sure businesses are compliant, competitive, and future-focused.

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Business Model



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How we support and add value to our members (1)

- Promoting and supporting the development of ground breaking technology and innovation.
- Proactively matching skills and capability to business opportunities.
- Providing training and 1:1 support to increase the capability and competitiveness of existing and new suppliers.
- Providing facilitated 1:1 introductions at the right level.
- Providing access to market intelligence, keeping you up to date with future programmes.
- Bringing businesses together to form supply chain solutions and to bid collaboratively.

How we support and add value to our members (2)

SC21- Nationwide Supply Chain Program NDI Results

- NDI is supporting ADS in the roll out of SC21 in the North of England.
- NDI is working to increase awareness of SC21 and deliver initial diagnostic advice.
- NDI has established and managed regional SC21 cluster. *Members include Darchem Engineering, Analox, Teledyne, Ford Aerospace, Sheffield Forgemasters and Olsen Engineering.*

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How we support and add value to our members (3)

International Affairs:

NDI and his Associate for the French affairs, *Eric Lambert-Duverneix* organize each year [the Franco-British Conference on the Defense Industry “France and UK: Doing Business Together”](#)

This Business conference provide to industry participants from the UK and France with a structured forum to come together in order to explore and develop business opportunities in the UK, in France and in third markets.

The conference is intended to support the industry objectives of the 2010 UK-France Defence Co-operation Treaty but it I also address business opportunities across a wide range of industry sectors including, aerospace, space, security, energy, transportation and manufacturing.

The next edition will stand in Bretagne the 1/2/3 of February 2016 with “Simulation & Training” as main topic.



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Partner Organisations

- UKTI Defence and Security (UKTI DSO) www.ukti.gov.uk/defencesecurity.html
- MOD www.mod.uk/DefenceInternet/Home
- MOD Defence Contracts Online (MOD DSO) www.contracts.mod.uk/introduction/index.shtml
- ISIC International Space innovation Centre www.isic-space.com
- MOD Centre for Defence Enterprise www.science.mod.uk/engagement/enterprise.aspx
- Home Office Centre for Applied Science & Technology www.homeoffice.gov.uk/science-research/cast/



The impact of our approach

- We save you time, money and resource in identifying new business opportunities.
- We are able to fill supply chain gaps and source suitable suppliers quickly.
- Less time and resource spent trying to identify the right people at the right level within the supply networks.
- Significantly raise the profile of your business.
- We have generated over £420m worth of new business for our members.
- We have proactively matched over 1,000 business opportunities.
- We have facilitated over 2000 introductions to key buyers and suppliers.

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Thank you

For further information about NDI membership please Contact Mr Eric Lambert-Duverneix – Associate for the french affairs
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