



Franco-British Conference on the defence industry
France and UK: Doing business together in « Simulation and Training – Engineering System »



THE CONFERENCE

THE CONFERENCE
THE OBJECTIVES OF THE CONFERENCE
THE FORMAT OF THE CONFERENCE

THE CONFERENCE

WHEN

01/02/03 February 2016

WHERE

Rennes - Bretagne

FOR

French – British SMEs

from the defence, aerospace, naval and security industries

Defence industry professionals

Primescontractors, development agencies, clusters etc...



SUPPORTS OFFICIELS



SPONSORS France

THALES

nexter

SPIE

DCNS

NEXEYA

MARS analogies
Experts défense & sécurité
l'expérience opérationnelle militaire au service de l'entreprise

VALOIS
CONSEIL

SPONSORS UK

THALES

MBDA
MISSILE SYSTEMS

BAE SYSTEMS

 **AIRBUS**MILITARY



THE CONFERENCE



Identify the needs/skills
of French & British SMEs and how
they complement each other for the benefit
of the supply chain



Transform new contact in
business opportunities



Encourage and manage
partnerships between the
attending actors



Uncover new opportunities
through cooperation and joint
engagements



Facilitate access
to national & international markets



Reinforce
competitiveness

THE CONFERENCE



POST CONFERENCE

**Development of joint
planning between
clusters**

**Follow on from contacts
established between
participants**

**POST
CONFERENCE**

**Further activities
targetted at the
supply chain**

**Local representation &
Public affairs program**

SPEAKERS

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- ❖ **General Joël Rode** – Deputy general inspector – French Air Force
 - ❖ **Colonel Philippe Coste** – Commanding Officer – CFSEE
 - ❖ **Lt - Commander Arnault Trussart** – Advisor ALAVIA – MRTD NH90 – French Navy
 - ❖ **Lt - Commander (R) Dr Emmanuel Chiva** – Advisor ALFAN – French Navy
 - ❖ **Colonel Jean Baptiste de Fontenille** – Military Advisor – Victanis
 - ❖ **Colonel Bertrand Darras** – Military Advisor – Mars Analogies
 - ❖ **Remy Jacquier** – OXAND Defence Director
 - ❖ **Michel Grall** – Managing Director Valois Conseil – Former MP – Defence Committee
National Assembly
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GET NOTICED IN THE CONFERENCE

WHY PARTICIPATE ?
WHY BECOMING A SPONSOR ?

WHY PARTICIPATE ?



MEET INNOVATING COMPANIES

140 innovative French and UK companies, often with unique technologies, along with their related clusters



LANCASTER HOUSE

The conference is focussed on the industrial cooperation chapter between Franco-British Prime contractors and SME's inside the Lancaster House Treaty



ANNUAL EVENT

The unique annual event on the Defence industry between France and UK

WHY PARTICIPATE ?



CONFERENCE GOALS – YOUR OBJECTIVES

- ✓ Cooperation
 - ✓ Joint engagements and approach to the supply chain
 - ✓ Cross border distribution and or OEM agreements
 - ✓ Open new cross borders and overseas opportunities
-



SPEAKERS

Philip Dunne – Minister for equipment and support – UK MOD

Général Joel Rode – Deputy General Inspector – FRENCH AIR FORCE

Colonel Philippe Coste – Commanding Officer – Simulation & Training Programmes – French War College – FRENCH MOD

Colonel Bertrand Darras – Defense Expert – Former French Representative to the US Marine Corps – FRENCH ARMY

Colonel Jean-Baptiste de Fontenilles – Defense Expert – Former STAT Commanding Officer – FRENCH ARMY

Lieutenant-Commander Arnaud Trussard – Simulation & Training ALAVIA Advisor

Michel Graal – Former MP – Secretary of the Defence Committee in the French National Assembly – VALOIS CONSEIL

Chris Cradock – Head of Defence – VICTANIS

Mike Maiden – NDI Chairman – RUSI Board Member – NDI

Dr Emmanuel Chiva (PhD) – ALFAN Advisor - SYLKAN

WHY TO BE PART OF IT?



The Franco British Conference on defence industry will position your business in front of the key decision makers from government and industry.

Benefits to you of attempting at the conference:

- ✓ Promotes the profile of your organization and increases brand awareness
- ✓ Creates positive PR and defines your role as a market leader within the sector
- ✓ Provides an arena for you to showcase, launch or educate the market about your role as an international company as well as your products or services
- ✓ Supports existing campaigns/messaging
- ✓ Develops relationships with potential customers and strengthens relationships with existing ones
- ✓ Supports your campaigns to increase market share

How is your company perceived – define your role as a market players

THANK YOU FOR YOUR KIND ATTENTION



Eric Lambert-Duverneix
eric.lambert@victanis.com