



The **Small Business Unit**, an integral part of the DSO Events Team, specialises in dedicated support for SME companies that are looking to win defence and security business overseas.

**Key Account Management (KAM) & High Growth Potential (HGP) Companies Teams** – The KAM Secretariat has a formal relationship with 16 UK defence and security prime contractors. KAM Sec provides DSO with an overview of the companies' strategic intentions in the export market which allows DSO to allocate its resources accordingly, as well as proving a forum to discuss additional strategic issues such as the Defence Growth Partnership and Government-to-Government engagement.

DIT DSO's HGP advisers have developed an engagement model to help identify, develop and establish relationships with companies that are new to DSO and have defence export potential, mainly focusing on Medium Size Businesses (MSBs – companies that fall between the SME/KAM categories), but also other larger firms with defence divisions and some exceptionally promising smaller firms.

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## DEFENCE ELECTRONICS COMPONENTS AGENCY (DECA)

### What we do

**We are a trusted MOD and industry partner with a highly professional team that aims to provide benchmark support services as the principal in-house government organisation dedicated to maintenance, repair, overhaul, upgrade and procurement in the defence avionics, electronics and components field.**

### Responsibilities

*We are responsible for:*

- Assuring MOD's UK on-shore access to electronic and component maintenance, repair, overhaul, upgrade and procurement capability/ services.
- Developing and growing profitable business streams through the supply of defence electronics and components products and services.

- Focusing on supporting the UK's Armed Forces by maintaining and developing the skills needed to ensure delivery to our customers on the front line.
- Securing best value in our services for the British taxpayer.

### Priorities

*Our priorities are to:*

- Operate effectively and efficiently as a standalone MOD Executive Agency to sustain the DECA business and provide a reasonable return to MOD.
- Provide lean, agile and flexible responses to support MOD's current and evolving operational requirements throughout the UK, overseas and in-theatre.
- Develop and expand capability and capacity to meet the evolving needs of UK's Armed Forces.
- Achieve cost reductions and savings to defence through efficiencies, productivity improvements and improved delivery across all areas of the business.
- Support a 'business excellence' culture focused on airworthiness, quality, safety and environmental performance.
- Continually strive to be a highly professional team delivering benchmark services to defence and industry customers.
- Expand into other markets and work in partnership with industry to be recognised as a proactive leading supplier in the international defence electronics and components community.

### Who we are

As a 'trading' Executive Agency of MOD, DECA is run along commercial lines with funding for DECA's activities being generated entirely by payments for delivery of services provided to its MOD and private sector customers. Over 40% of DECA volume comes from commercially sourced revenues.

DECA currently has an annual turnover of circa £25 million and employs approximately 430 staff across its Sealand Head Office and Main Operating Centre in North Wales, a site in Stafford and various deployed locations across the UK.

*Contact details:*

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## UK NATIONAL CODIFICATION BUREAU (UKNCB)

**The UK National Codification Bureau (UKNCB) logs every item used by the three Services. Suppliers can find out here what they need to do to be included.**

Codification creates a detailed catalogue of everything our Armed Forces use on a daily basis – not just weapons systems and hardware, but spares, clothing, medical items, food and anything else the Services need to operate effectively.

Technical descriptions of every item are stored on a central system along with who makes and supplies it. This system is run by the UK National Codification Bureau (UKNCB) in Glasgow and is integral to the success of the defence supply chain.

The UKNCB uses the NATO Codification System (NCS), the biggest and most comprehensive codification and cataloguing system in the world. 64 countries are members of the NCS and its 17 million NATO stock numbers. It provides a common 'language of logistics', boosting the effectiveness of our Armed Forces, reducing costs and facilitating both national and coalition operations.

### Benefits of codification

The UKNCB documents technical data and descriptions for every item of supply and allocates NATO stock numbers based on form, fit and function. This information is stored on the Item of Supply Information System (ISIS) and includes details of manufacturer, supplier and any other relevant information and the benefits/ advantages of codification are detailed further in JSP 886 Volume 2 Part 4.

This procedure is specific to codification requests directly submitted by project teams (or by manufacturers/design authorities on their behalf) to the UKNCB for equipment procured and supplied to/used by the UK Military Services and managed within the Support Chain Process (SCP). Commercial codification to industry in support of commercial ventures is currently suspended.

The codification process is not expensive and is carried out within a target date of 45 working days. If it's needed faster for operational reasons then it can be done in 24 hours.

### NATO codification

The NATO codification system is used by the British Army, Royal Navy and RAF. All Items of supply going through the military supply chain must be NATO codified. A 13-digit NATO stock number (NSN) is allocated to an item which is used to identify it throughout the supply chain. NSNs are catalogued on the ISIS database.

Codification Policy is set by AC/135 and all participating countries follow the same guidelines.

There are many codification databases. America has FEDLOG, the French have SOPRANO, Germany has NCORE and the Spanish have SICADMIL, to name but a few. In the UK we use ISIS.

The three Services each have their own stores management systems which in turn control several satellite inventory management systems. The Army has Stores System 3 and systems like OLIVER, the Royal Navy has CRISP and systems such as Oasis, and the RAF has SCCS and systems such as MJDI POC.

Using the Army as an example, when an item is introduced into service the Army applies to have the item codified. Along with the record on ISIS, NCB also creates a supply management data form (SMD) which is sent to SS3, prompting the creation of a record on the stores system.

If commodity managers or users of the item discover a mistake that needs correcting or simply want to amend or add a reference the Army can let us know using an e-tasking form. We update ISIS which automatically generates an 'up-issue' of