

# KEYNOTE ARENA

10.40 – 10.50

Welcome from the Meeting Chair

**Les Mosco**

Former Commercial Director, UK Ministry of Defence

10.50 – 11.10

Keynote Address 1

**Andrew Forzani**

Chief Commercial Officer, UK Ministry of Defence

11.10 – 11.30

Keynote Address 2

**Jeegar Kakkad**

Chief Economist & Director of Policy, ADS

11.30 – 11.50

Keynote Address 3

**Gary Aitkenhead**

Chief Executive, Defence Science and Technology Laboratory (Dstl)

11.50 – 12.10

Keynote Address 4

**Jacqueline Rock**

Commercial Director, Defence Infrastructure Organisation (DIO)

12.10 – 12.30

Innovative Thinking from the Race Track

**Stuart Olden**

Business Development Manager, Williams Advanced Engineering

12.30 – 12.35

Closing Address



Les Mosco

Andrew Forzani

Jeegar Kakkad

Gary Aitkenhead

Jacqueline Rock

Stuart Olden

# 5 KNOWLEDGE TRANSFER ZONES

1

Technology  
& Innovation

10.20 - 10.45

Understanding the UK Defence Ecosystem

**Richard Fisher**, Research Fellow in Global Defence Acquisition, Cranfield University

10.45 - 11.10

Working Jointly to Achieve Impact

**Timothy Denholm**, Patent Lawyer, Dstl  
**James Kirkby**, CEO, Ploughshare Innovations

11.10 - 11.35

The Evolution of DASA, the Open Call and Upcoming Competitions

**Dr Lucy Mason**, Head, Defence and Security Accelerator

11.35 - 12.00

It Takes Two to Tango

**Graeme Robson and Matt Swannell**, Sector Leads, Commerce Decisions

12.00 - 12.25

Combat Communications & Operational Data Security

**Jackson White**, Sales Director, Getac (UK) Ltd

12.25 - 12.50

Cross Sector Innovation and CODIFI

**Andrew Cunningham**, Executive Director, Innovation, UK Defence Solutions Centre

13.35 - 14.00

Defining the True Value of Information and Digital Capabilities in Defence

**Phil Williams**, Managing Director, Team Defence Information

**Roland McTeague**, Practice Principal, DXC Technology

14.00 - 14.25

Transferability of Capability – Military to Civil and Vice Versa

**Alistair Riches**, Commercial Director, British International Helicopter Services Limited

14.25 - 14.50

Master Data & Supplier Lifecycle, the Key Procurement Foundation

**Costas Xyloyiannis**, CEO, HICX Solutions  
**Jerry Grable**, Director eBusiness, BAE Systems

2

Supply Chain  
& Partnering

10.30 - 11.00

Accessing International Opportunities

**Scott Ferguson**, Marketing Manager, DCI

11.00 - 11.30

A Front Line Command Perspective

**Jonathon Pollock**, Head of Air Command Commercial

11.30 - 12.00

Supply Chain Opportunities with GE UK and GE Aviation

**Jonathan Walton**, European Customer Account Executive, GE Aviation

12.00 - 12.30

Defence Contracting – Understanding the Mandatory Cyber Requirements

**Phil Blunden**, Cyber Industry Engagement Lead, Ministry of Defence

12.30 - 13.00

Opportunities in Digitising Defence

**Miles Hutton**, Sales Director, Defence, DXC Technology

13.30 - 14.00

The Art of Collaboration

**Tom O'Byrne**, Procurement Campaign Lead, QinetiQ

14.00 - 14.30

Supply Chain Opportunities with Airbus Defence and Space

**Kevin Boalch**, Head of Project Sourcing UK, Airbus Defence and Space

**Martin Lee**, Bids and Programmes Procurement (TOPC), Airbus Defence and Space

14.30 - 15.00

Supply Chain Opportunities with Raytheon

**David Carter**, Head of Subcontract Management, Raytheon Systems Ltd

15.00 - 15.30

Supply Chain Opportunities with Cammell Laird

**Dave McConnell**, Sales & Marketing Executive, Cammell Laird

3

Buyer Excellence  
in Procurement

10.45 - 11.15

Market Engagement – Top Tips

**Eddie Regan**, PASS Consultant

11.30 - 12.00

Implementing the Selection Process

**Eddie Regan**, PASS Consultant

12.15 - 12.45

Tips on Creating a Good Tender Specification

**Eddie Regan**, PASS Consultant

13.15 - 13.45

The Impact of Life Cycle Costing on Award Criteria

**Eddie Regan**, PASS Consultant

14.00 - 14.30

Effective Evaluation Tips

**Eddie Regan**, PASS Consultant

14.45 - 15.15

Contracts Management and the Regulations

**Eddie Regan**, PASS Consultant

15.15 - 15.40

Developing the Professional Skills to Underpin the Strategic Importance of 'Procurement'

**Stuart Young**, Head of the Centre for Defence Acquisition, Cranfield University