ALL THE BUSINESS CONNECTIONS YOU NEED

JOIN ADS
The industries represented by ADS are vital to the UK economy and are major drivers of growth and prosperity. The sector activities within ADS are designed to respond to the priority needs indicated by Members. It is also important to bring the sectors into focus for senior policy makers. The following priority objectives are designed to give focus to the work ADS undertakes:

- Improve the image and profile of our industries
- Influence the policy debates of most importance to our industries
- Support UK manufacturing and our industries’ supply chains
- Encourage investment in technology and innovation
- Support business development opportunities nationally and in priority international markets
- Increase Member value
The UK Aerospace sector is a successful, high value, high technology engineering, manufacturing and service industry. Its strengths are in areas such as design and manufacture of large wings, aircraft engines, helicopters and advanced systems including landing gear, fuel, mechanical, avionics and electrical power.

The UK has a 17% global market share, making the UK the largest Aerospace industry in Europe and Globally second only to the USA. The industry is well positioned to benefit from the continued rapid growth. By 2032, it is estimated that 29,000 new large and civil airliners, 24,000 business jets, 5,800 regional aircraft and 40,000 commercial helicopters will be required. This is a potential market share of $600bn for the UK.

The UK Defence sector is a leading high technology manufacturing and service provider, generating over £22 billion per year to the UK economy. ADS supports this contribution to the UK’s economic health by shaping the market and generating business development and networking opportunities to enable Members’ growth.

Although 2012 was a landmark year for UK Defence, with exports growing by some 63% from 2011 to £8.8 billion, established Defence markets continue to experience a slowdown, and growth has continued its shift to South America, the Gulf States and South East Asia.

The innovation and high-technology products and services that the UK Security sector produces, deliver benefit not only in keeping the UK secure, but also bring economic benefits through the successful export of world-leading equipment, systems and technologies overseas. SMEs (small and medium sized enterprises) comprise over 90% of the Security-related ADS Membership with a heavy focus on upper tier technologies.

20% of the UK’s security sectors’ 11,500 companies are active exporters, making the UK the sixth largest exporter of security equipment in the world.

The global economy increasingly depends upon Space infrastructure and hardware, such as satellites and advance infrastructure. The UK is the leading exporter of satellite-based tools to the developing world. The UK Space sector currently commands 7.3% of the world market in Space products and services. The sector is experiencing significant growth and the UK market is expected to grow from its current level to £40bn by 2030.
When you join ADS it is important to us that you fully exploit all the benefits that ADS Membership has to offer.

ADS Membership extends to all individuals within your organisation, that means every employee can access information and make use of ADS services.

And don’t forget, you will have a team of experts at your fingertips. All you need to do is keep in touch.

Contact the Membership Team:
\[ \text{t: 0845 872 3231 - membership@adsgroup.org.uk} \]
SOME OF WHAT’S ON OFFER:

- Networking and business development
- Business advice and support for SMEs
- Exports – advice and guidance
- Access to the latest tender and business opportunities
- ADS website – enables you to access information relevant to you through our ‘My ADS’ service
- Advice on personal security clearances
- Boards and Committees
- Directories – promote your company
- Event programme – over 170 events a year, many at reduced rates
- Government funding and business development – assistance for SMEs
- Influencing Government and Policy
- Publications to keep you updated
- Special Interest Groups – work together on priority issues
- Use of our London office for business meetings
- SC21 – supply chain management
- Global presence in key markets
We offer a rich source of information, advice and expertise that you can access to meet your individual requirements.
SPECIAL INTEREST GROUPS (SIGs) – FRESH THINKING, HAVE MORE INFLUENCE

All ADS Special Interest Groups are formed of ADS Members and stakeholders with similar professional interests and expertise. These Groups are designed to enable Members to network, seek out business development opportunities, learn, influence markets and stakeholders and keep up to date with current related developments.

MARKET INFORMATION CENTRES

Our Market Information Centres (MICS) provide a direct source of information for each sector we represent. Information includes business opportunities, market analysis, forecasts and programme information.

The World Market Information Centre (WMIC) covers country specific reports, providing economic and sector specific information, through to how to do business in a particular country.

MEMBER DIRECTORY – Promote your company!

Our directory of Member companies provides the perfect opportunity for promoting your organisation, globally.

The directory includes a comprehensive list of Member companies, their contact details and capabilities. Both online and printed versions are available.

ADVANCE Magazine

ADS is proud of its industry magazine ‘ADVANCE’. Our Members have the opportunity to contribute features or advertorials.

Visit: www.adsadvance.co.uk
MONTHLY ECONOMICS BRIEFINGS
To save time and keep you updated, Members automatically receive monthly Economics Briefings from our Chief Economist providing the latest data and forecasting information with supporting commentary.

MEMBERS BULLETIN
A weekly round-up of the latest news and information, the Members Bulletin provides the perfect snapshot to keep you updated. We encourage Members to submit content for inclusion and share information.

FREE MEMBER FORUMS
Member Forums have been established to provide our Members with the opportunity to meet each other, engage with industry leaders and spend time with the ADS team. The Forums are based around the country and have proven to be an excellent way to network in a structured, yet relaxed atmosphere.

WEBINARS – JOIN US ONLINE!
ADS run a series of webinars featuring a wide range of subjects and speakers. The webinars are designed to keep you updated on the latest topics, news, views and developments. They are often delivered by key industry figures.

ADS WEBSITE
The ADS website is a primary source of information. There really is a wealth of information – everything from a complete events calendar, policy updates to the latest news and market information.

Visit: www.adsgroup.org.uk
INTERNATIONAL ADVICE
ADS can provide access to industry expertise on export licensing (both UK, US and the rest of the World), offset-type regulations around the World, industrial collaboration and business ethics (UK and international). We also enable easy access to UKTI’s and UKTI DSO’s network of regional and country representatives; a rich source of critical international advice.

AEROSPACE AND DEFENCE FEDERATION
The Aerospace and Defence Federation unites ADS with all the country’s regional Aerospace alliances, working together for the benefit of their combined Membership. The Federation acts to provide a single ‘voice’ for Aerospace and Defence industry Members, but also allows for autonomy to work at a regional level where this is most appropriate.

ACCESS TO: INTELLIGENCE AND INFORMATION

CONTRACTS AND COMMERCIAL
We provide Members with guidance on a wide range of contract and commercial issues such as terms and conditions, intellectual property, warranties etc. We are closely engaged with MoD and other Government departments on development of standard terms for Government contracts. When commercial or contractual problems arise during either the tender or contract phases, ADS is often able to help Members and their customers reach amicable solutions.
You have direct access to an experienced team which has a great deal of expertise, sector knowledge and an extensive contact network built up over many years. Our Members have a dedicated account manager to assist them with knowledge and guidance.

**KNOWLEDGE TO HELP AND TO GUIDE**

**ADS provides access to Intelligence and Information**

**ENVIRONMENT**
ADS assists Members to reduce their environmental impacts coordinating, communicating and promoting authoritative information and sharing best practice.

**TECHNICAL STANDARDS**
ADS has the responsibility on behalf of UK industry to develop technical standards for Aerospace parts and to operate the Aerospace Sector Certification Scheme (ASCS).

**TECHNOLOGY AND INNOVATION**
ADS provides intelligence about, and access to, the key technology and innovation programmes and strategies, including the European Horizon2020 programme and the technology strands of Industrial Growth Partnerships. We aim to be the industry’s voice on innovation related matters and so Members’ views are of paramount importance in understanding needs and shaping our policy.

**SKILLS**
ADS is actively involved in developing and implementing skills agendas within our sectors. We operate through Growth Partnerships to identify specific action areas, work with Government to ensure they are delivered, and inform our Members about accessing support.
ADS SC21 SUPPLY CHAIN DEVELOPMENT PROGRAMMES

ADS manages the international SC21 Supply Chain 21st Century programme on behalf of the UK Aerospace Defence and Security Industry. The Supply Chain programme operations team can advise on all aspects of industry supply chain development including:

- Business excellence
- Manufacturing excellence
- Customer / supplier relationship management
- Technology
- Procurement
- Industry standards (such as Quality e.g. ISO and AS9100, Ethics, Cyber and IT)
- Global supply chain development
- Industry funding
- Industry supply chain recognition
- Industry supply chain events across the UK
ADS’s priority is to support the success of the industries we represent. We do this by influencing policy debates critical to our Members’ competitiveness, including:

- Supporting the growth of UK manufacturing and our industries’ supply chains
- Making the UK a world leader for investing in innovation
- Ensuring our industries can access business opportunities, both in the UK and overseas

With strong links with Government, Opposition MPs and influential journalists, our designated Policy, Public Affairs and Media team is able to generate and communicate the ideas, evidence and campaigns that benefit our industries.
INFLUENCING GOVERNMENT AND POLICY

AEROSPACE GROWTH PARTNERSHIP (AGP)

The Aerospace Growth Partnership (AGP) is a collaboration between Government and industry working together to secure the future of UK Aerospace. It is creating a shared vision and plan for the UK Aerospace industry for the next 15 years and beyond.

The AGP vision is to:

• Maintain the UK’s position as number one in Europe

• Support the UK supply chain to broaden its customer base across the global market

DEFENCE GROWTH PARTNERSHIP (DGP)

The Defence Growth Partnership (DGP) is a Government and Industry partnership to secure a thriving UK Defence sector, delivery security, growth and prosperity. The DGP is an opportunity for companies at all levels of the UK industrial value chain to help build on their strengths and deliver enhanced growth and prosperity to the UK. From Prime Contractors to SMEs, engagement from a broad base of participants is crucial to ensure that the DGP strategic vision becomes a reality.
To meet the needs of our diverse Membership, we operate a comprehensive events programme encompassing everything from large international trade shows through to tabletop events and specialist networking lunches.

**NETWORKING EVENTS**
ADS runs a number of networking events, which include everything from drinks receptions through to formal dinners, including the very popular ADS Annual Dinner.

These events provide the perfect opportunity to make new contacts and network with colleagues and friends in a relaxed atmosphere.

**EXHIBITION SERVICES**
We manage the co-ordinated presence of UK companies in UK Pavilions at a number of high profile exhibitions worldwide.

Benefits of exhibiting in a UK Pavilion include:
- **Enhanced visibility to visitors, VIPs and international delegations**
- **Pre/post event and on-site management**
- **VIP/International delegation programme**

**TRADE MISSIONS AND PUBLIC SECURITY EXHIBITIONS (PSEs)**
Working in partnership with UK Trade & Investment (UKTI) our experienced event team run a programme of sector specific trade missions and table top exhibitions targeting specific business opportunities around the globe. We also host a programme of inward trade missions for international buyers wishing to learn more about UK capabilities and to meet potential partners/suppliers.

**SEMINARS/BRIEFINGS**
We run a programme of seminars and briefings, which provide the opportunity for Members to learn about new business opportunities, new customers and gain insight into customers strategies, plans and policies. These include customer capability and market briefings.

**FARNBOROUGH INTERNATIONAL AIRSHOW (FIA)**
The Farnborough International Airshow is the leading global trade event for the international
Aerospace industry. FIA is core to many Aerospace companies’ sales and marketing strategies. The 2012 event saw 1509 exhibitors attend from 39 countries, 107,000 trade visitors attend over the five trade days, 153 aircraft taking part in both static and flying displays and confirmed orders and commitments to the tune of US$72 billion. For visitors and exhibitors alike, the Farnborough International Airshow offers a targeted platform to do business with feature areas in Space, Unmanned and Intelligent Systems and Innovation, running alongside a targeted conference programme and other sector specific networking events.

FIVE – FARNBOROUGH INTERNATIONAL VENUE AND EVENTS:
A versatile venue comprising a 3,000sqm clear-span blank canvas indoor space which can accommodate up to 2,500 people and a further 50,000sqm hard standing for temporary structures. Suitable for hosting niche corporate events, large scale exhibitions, product launches, conferences and film shoots. Located at the Farnborough Aerodrome in Hampshire, just 35 minutes from London with free parking. Discounted rates offered to ADS Members.

SECURITY & POLICING EVENT
ADS is proud to organise this event on behalf of the Home Office. This UK Government event is the largest police, security, and National Resilience event in the UK and provides a secure platform for showcasing world leading technologies, products and solutions. Visitors to the event must pre-register and are vetted to Home Office criteria. This vetting process supports the sensitive nature of the event and the equipment showcased.
To find out how to exhibit or visit the event go to: www.securityandpolicing.co.uk

SPONSORSHIP
ADS has a number of exciting UK and international sponsorship opportunities offering you the perfect opportunity to raise your company profile. We are always happy to create bespoke sponsorship packages to suit your company’s needs and budget.
For more information please contact:

Membership Team
t: 0845 872 3231
membership@adsgroup.org.uk
Follow us on Twitter: @ADSgroupUK
www.adsgroup.org.uk
ADS Group Limited, Show Centre, ETPS Road, Farnborough Aerodrome, Farnborough, Hampshire, GU14 6FD