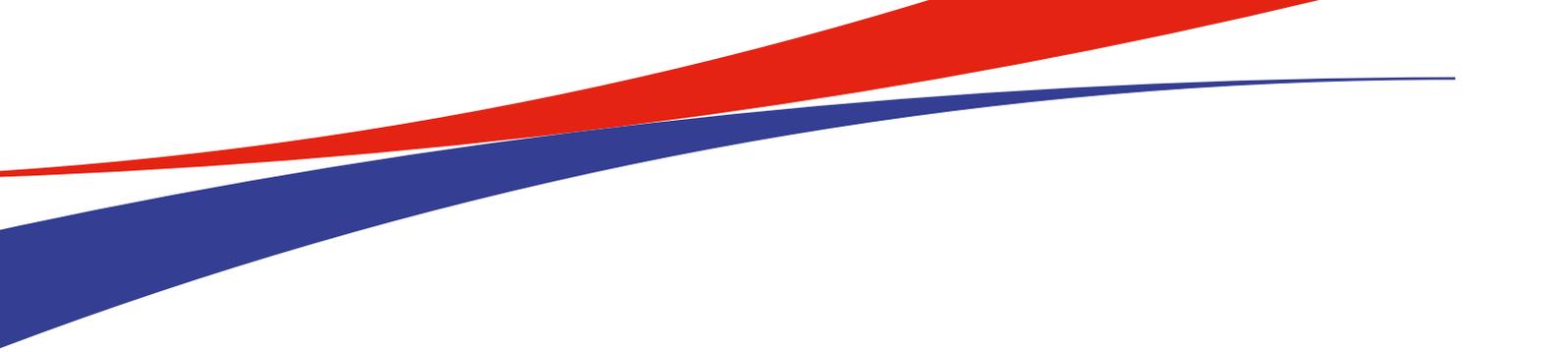


aerospace  
defence  
security  
space



ALL THE BUSINESS  
**CONNECTIONS**  
YOU NEED

**JOIN ADS**



# **WORKING** WITH **AND FOR OUR MEMBERS**

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.

**ADS will continue to:**

- **Improve the image and profile of our industries**
- **Influence the policy debates of most importance to industries**
- **Support UK manufacturing and our industries' supply chains**
- **Encourage investment in technology and innovation**
- **Increase Member value**

**ADS is focused on four major themes supporting these priorities:**

- **Supporting our industrial strategies**
- **Helping to secure the best outcome from the UK's decision to leave the European Union**
- **Maintaining focus on the implementation of the 2015 Strategic Defence & Security Review**
- **Supporting business development opportunities for UK companies**

aerospace  
defence  
security  
space



## ACROSS THE FOUR SECTORS

**Supporting almost 900,000 jobs across the country our sectors make a significant contribution to economic prosperity and national security.**

**As the national trade association for the UK's Aerospace, Defence, Security and Space sectors, ADS works to promote and support their interests both home and abroad.**

**Working in partnership with the government, our members are investing in innovation, skills and supply chains throughout the UK in order to generate country-wide growth, boost productivity and strengthen our competitive advantage in fast-growing global markets.**

### AEROSPACE

The UK Aerospace sector is a successful, vibrant, high value, high technology engineering, manufacturing and service industry. Its strengths are in areas such as the design and manufacture of large aircraft wings, aircraft engines, helicopters and advanced systems including landing gear, fuel, mechanical, avionics and electrical power.

The UK has the largest Aerospace industry in Europe and second in the world after the USA. The UK Aerospace industry and ADS Members are well positioned to benefit from the continued rapid growth in the global Aerospace market. Environmental regulations and considerations are key drivers for the latest technology developments, with the UK particularly well-placed to exploit this trend, having strong capabilities in all relevant areas such as technology, manufacturing and regulatory frameworks.

### DEFENCE

The UK Defence Sector is the largest exporter of defence equipment and services in Europe, second only to the US globally. Generating annual revenues of more than £24bn, the sector delivers world-leading capability that is vital to protecting UK national security and generating economic prosperity.

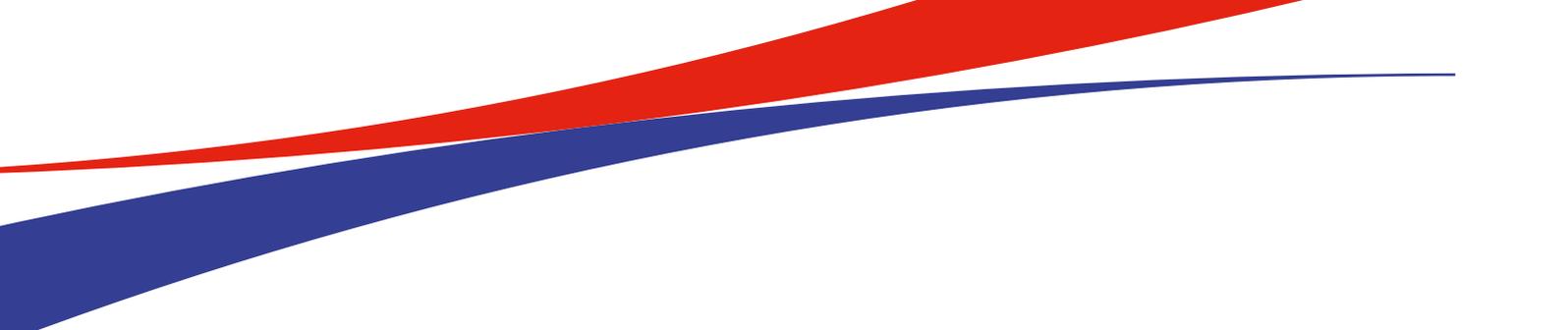
### SECURITY

The UK's security sector has grown by 65% since 2010 and its annual turnover has now reached £9bn. ADS is the only national trade association that represents the breadth of the security sector.

Through its capabilities, the sector has helped the UK government and international partners prevent, manage and respond to a number of high profile risks. It has provided surveillance and Search and Rescue assets to address the migration crisis in the Mediterranean, helped contain and eradicate the Ebola crisis in West Africa, and protected the London 2012 Olympic and Paralympic Games from terrorism, domestic extremism and cyber-attacks.

### SPACE

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.



# **REASONS** **FOR JOINING**

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:  
t: 0845 872 3231 - [membership@adsgroup.org.uk](mailto:membership@adsgroup.org.uk)**

## **SOME OF WHAT'S ON OFFER:**

- Free Member Event Programme throughout the year, Receptions, Forums, etc**
- Free table top stands available in our London office**
- Personal Security Clearance support**
- Free Webinars on topical subjects**
- Networking and business development groups**
- Business advice and support for SMEs**
- Exports – advice and guidance**
- Access to the latest tender and business opportunities**
- Online Member directory to promote your company and products**
- Event programme – over 170 events a year, many at reduced rates for Members**
- Government funding and business development – assistance for SMEs**
- Influencing Government and Policy**
- Use of our London office for business meetings**
- SC21 – supply chain management improvement programme**
- Global presence in key markets**
- Online information hub – tailored to your business needs**



# **SUPPORTING YOUR BUSINESS<sub>FOR</sub> GROWTH**

- 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 AND BUSINESS OPPORTUNITIES**

Our website has a bespoke area where you can access the latest tenders and opportunities. Please visit: [www.adsgroup.org.uk](http://www.adsgroup.org.uk)

## **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 services, and capabilities.

## **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](http://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. Everything from a complete events calendar, policy updates to the latest news and market information.

Visit: [www.adsgroup.org.uk](http://www.adsgroup.org.uk)

# ACCESS TO: INTELLIGENCE AND INFORMATION

## INTERNATIONAL ADVICE

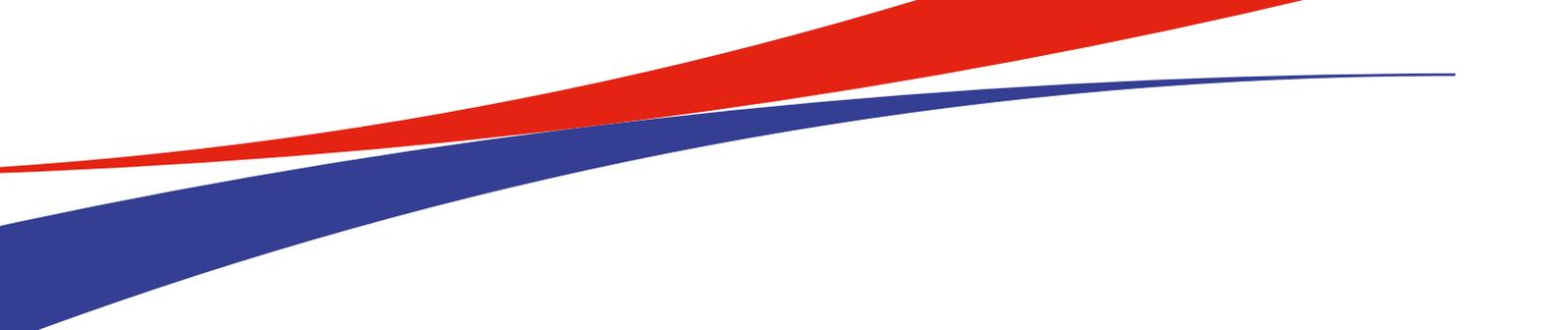
ADS can provide access to industry expertise on export licensing (both UK, US and the rest of the world), offset-type regulations around the world, industrial collaboration and business ethics (UK and international). We also enable easy access to DIT's and DIT DSO's network of regional and country representatives; 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.

## 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.



# KNOWLEDGE

## TO HELP AND TO GUIDE

**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.**

### ENVIRONMENT

ADS actively engages with Government, regulators and other industries to promote Members interests on environmental issues and changes in legislation. With Members, we establish co-ordinated positions for lobbying Government and agencies, and to provide responses to consultations on UK, European and global environmental regulation.

We also help Members understand how environmental issues can impact their businesses by providing a forum to co-ordinate and promote authoritative information and share best practice.

### TECHNOLOGY AND INNOVATION

ADS's proactive approach to technology and innovation is three-fold, and aims to:

- Increase participation in Innovation programmes such as Horizon 2020 and those emergent from the Growth Partnerships, such as the Aerospace

Technology Institute and Defence Solutions Centre. We do this by being an effective curator and communicator of industry-relevant intelligence about those programmes.

- Influence the shape of, and improve access to, innovation programmes. We do this by working closely with key Departments and Agencies such as MOD, Home Office, Innovate UK, Research Councils, Catapult Centres and others to represent the industry's views.
- Inform innovation policy decisions, from Departmental innovation initiatives, to the shape of innovation infrastructure and the direction of innovation funding. We do this by consulting with members and gathering evidence, to ensure we remain the industry's voice.

### 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.

# ENHANCING EXCELLENCE FOR A DECADE



## ADS SC21 SUPPLY CHAIN DEVELOPMENT PROGRAMMES

Launched in 2006, Supply Chains for the 21st Century (SC21) is an improvement programme designed to increase the performance throughout supply chains within the UK aerospace, defence and space industries.

The programme is a collaborative effort, led by leading UK Prime Contractors and Original Equipment Manufacturers. It is delivered by ADS at a national level working with SC21 signatory companies, Prime Contractors, Regional Aerospace Associations, strategic partners and accredited training providers.

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**

- **Global supply chain development**
- **Industry funding**
- **Industry supply chain recognition**
- **Industry supply chain events across the UK**



# A POWERFUL VOICE WHEN AND WHERE IT MATTERS

**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.**

## **AEROSPACE GROWTH PARTNERSHIP (AGP)**

The Aerospace Growth Partnership (AGP) is a strategic partnership between government and industry which has been established to secure the future of the UK aerospace industry for the next 20 years and beyond. As the UK's national association for the industry, ADS is an active participant in the AGP and its working groups, providing a point of coordination and a gateway into the wider UK Aerospace industry.

## **DEFENCE GROWTH PARTNERSHIP (DGP)**

The DGP is a partnership between Government and the Defence Industry to deliver a competitive, sustainable and globally successful UK Defence Sector.

The objectives are to:

- Grow the UK's global market share through increased exports
- Foster greater collaboration and innovation across the sector, bringing products and services to the market that meet customer needs
- Improve competitiveness through the whole value chain.

Amongst its achievements, The DGP has established a UK Defence Solutions Centre in Farnborough and launched a £4 million UK Centre for Maritime Intelligence Systems in Portsmouth.

# INFLUENCING GOVERNMENT AND POLICY

## SECURITY AND RESILIENCE GROWTH PARTNERSHIP (SRGP)

The Security and Resilience Growth Partnership (SRGP) is a strategic partnership of government, academia, and industry, which was enshrined in the Security and Defence Strategic Review (SDSR). The Partnership is co-chaired at the highest level by Government, through the Security Minister, and industry, through the Chairperson of the UK Security and Resilience Industry Suppliers Community (RISC). The SRGP has two main focus areas: domestic joint capability and exports.

The major recent achievement in SRGP is the establishment of the Joint Security and Resilience Centre (JSaRC). JSaRC's role is to provide a single route of access for industry into Government. The Centre serves as Government's primary means of sharing strategic national security priorities and coordinating industry support. JSaRC ensures greater oversight and understanding of the capabilities available throughout industry, and is being developed to enhance growth opportunities for security and resilience sector companies as part of the SRGP.



# ACCESS TO A COMPREHENSIVE EVENT PROGRAMME

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**

- **Dedicated UK Pavilion exhibitor guide**
- **Access to hospitality area including lounge and office facilities**

## 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.



# GROW YOUR BUSINESS – AND INCREASE OPPORTUNITY

## 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 2016 event saw more than 1500 exhibitors attend from 52 countries, 73,000 trade visitors attend over the five trade days, 178 aircraft taking part in both static and flying displays and confirmed orders and commitments to the tune of US\$124 billion.

For visitors and exhibitors alike, the Farnborough International Airshow offers a targeted platform to do business with feature areas in Space, Manufacturing Technologies and Innovation, running alongside a targeted conference programme and other sector specific networking events.

## SECURITY & POLICING EVENT

ADS is proud to organise this event of 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](http://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](mailto:membership@adsgroup.org.uk)**

Follow us on Twitter: [@ADSgroupUK](https://twitter.com/ADSgroupUK)

[www.adsgroup.org.uk](http://www.adsgroup.org.uk)

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