

# Introduction to the ADS (Aerospace, Defence & Security) Programme

Bill Leeming  
University of Glasgow



SCOTTISH EXECUTIVE



PROJECT PART-FINANCED  
BY THE EUROPEAN UNION  
  
Europe and Scotland  
Making it **work together**

The ADS Programme is part financed by the European Union through the European Regional Development Fund (ERDF) and co-funded by the Scottish Executive's SEEKIT scheme.



UNIVERSITY  
of  
GLASGOW

# Programme Overview

- 3-year knowledge transfer initiative
- Developed to:
  - Provide advice and assistance to Scottish-based SMEs on competing for ADS sector business
  - Help companies access cutting-edge research currently under development within Scottish universities

# Activities

- Identify key technologies of interest to end customers - technology gaps in Prime Contractors, MoD etc
- Identify what SMEs/academics have to offer
- Match research/SME capabilities to key projects
- Develop collaborative relationships amongst the research base, SMEs, Prime Contractors and government agencies – ad hoc meetings, events
- Form consortia of large and small companies to develop and exploit technology for ADS and related markets
- Seek co-funding from MoD, DTI and other Government agencies

# Benefits to SMEs

- Two complementary routes to market:
  - Supply directly to defence purchasers
  - Take proven defence technology and adapt it for alternative markets
- Opportunities to participate in co-development projects for new technologies, leading to:
  - Increased competitiveness through the introduction of new technology - new products, services and processes
  - Better use of university research outputs for product development
  - Strategic alliances with other small/medium sized companies

# Events

- This event is one in a series presented under the ADS programme
- Two types of event – technical and general
- Technical events:
  - Based on technology requirements highlighted in the recent 'Defence Industrial Strategy' white paper.
  - Aimed at fostering collaborations in relevant technical areas
- General events:
  - Aimed at encouraging SMEs to participate in the ADS sectors

# Next Event

## Breaking Down the Defence Barriers

- 09.15-13.30 on Tuesday 24<sup>th</sup> October 2006 at Scottish Enterprise, Glasgow
- Enable Scottish companies to gain a more detailed understanding of the barriers – perceived or real – to winning new business in defence
- Address issues including security/vetting, quality standards and avoidance of self-created barriers
- Speakers include representatives from the MoD Commercial Services Group, the Defence Vetting Agency, the Defence Manufacturers Association (DMA) and BiP Solutions

# Contact Details

## ADS Programme Team

Hilary Anderson

Bill Leeming

Stephen Marshall

Don Whiteford

Lynne Brown

Tel: 0141 330 3876

Fax: 0141 330 4035

E-Mail: [ads@enterprise.gla.ac.uk](mailto:ads@enterprise.gla.ac.uk)

Web: [www.gla.ac.uk/ads](http://www.gla.ac.uk/ads)