

Help and support for Small and Medium Enterprises (SMEs) in UK defence

There are clear benefits to the supply chain ecosystem being truly diverse within defence and security. They are complex markets, but the niche problem they often face, are perfect for the fast-paced, adaptable and specialist smaller companies. Contracting methods are moving forward and framework contracting is opening the doors to more opportunities, but if you are an SME and needing a place to start, here are a few options to help you out in the UK's defence space – we will be following this with resources from around the globe soon.

ADS

ADS is a membership body which represents and supports over 1,100 UK businesses operating in the aerospace, defence, security and space sectors.

ADS represents its members interests and views among government ministers and office; lobbying for policy changes as needed. This is particularly relevant for SMEs, who don't want opportunities to be handed to them on a plate, but rather equal opportunities to stand shoulder-to-shoulder with primes. ADS is working hard to establish supply chains that are fit for purpose in modern times with initiatives such as its [SC21](#) improvement programme, building better supply chains for competitive aerospace and defence programmes in the 21st century.

For more information, please visit: <https://www.adsgroup.org.uk/about/>

JOSCAR (by Hellios)

The Joint Supply Chain Accreditation Register (JOSCAR) is a collaborative tool used by the aerospace, defence and security industry to act as a single repository for pre-qualification and compliance information. Using JOSCAR can determine if a supplier is "fit for business".

For more information, please visit: <https://hellios.com/joscar/>

NDI (part of Make UK)

Part of Make UK, NDI champions and celebrates the UK's defence & security industry. They represent the sector's interests to government and champion our innovative, global and dynamic industry to the public.

NDI's core remit is to look after SMEs in the defence industry; connecting businesses to each other, be that SME to SME or Prime to SME. They run regular matchmaking, 'meet the buyer' events with key industry primes and dozens of SMEs and entrepreneur days with university researchers and other potential contributors to creating a healthy supply chain ecosystem in defence.

For more information and to find out about their upcoming events, please visit

<https://www.makeuk.org/about/ndi>

QinetiQ SME Hub

QinetiQ has an established network of SMEs but is constantly looking to nurture and grow this. The new QinetiQ SME Hub has been designed to collate information, insights and intelligence to help SMEs break into the defence and security market. New assets will be added on an ongoing basis, so



please check back regularly for more.

For more information, please visit: <https://www.qinetiq.com/campaigns/sme-hub>

Or contact us at: SMEengagement@QinetiQ.com

techUK

techUK is the UK's leading technology membership organisation, with more than 850 members spread across the UK. It has a specific programme dedicated to defence.

techUK is committed to supporting its SME members across the industries they operate in. Around two thirds of its membership is SMEs, and it aims to amplify their voice through interactions across the public sector with government and in the private sector with other stakeholders.

techUK helps to raise the profile of SMEs by providing its members with a range of services including briefings through market programmes, innovation dens to provide SMEs with the chance to pitch their ideas to public and private sector stakeholders, and editorial opportunities such as technology-focused campaign weeks in the media, podcasts and member case studies.

For more information, please visit <https://www.techuk.org/focus/programmes/defence>