

**DE&S Small-and Medium-sized Enterprise (SME) Open Day**

**AGENDA – 09.30 - 12.30, Wednesday 20 March – Virtual & DE&S iBridge, MoD Abbey Wood, Long Down Avenue, Bristol BS34 8JH**

Ser	Time	Duration	Item	Outcome Required	Supporting Paperwork	Lead
1	0930	15	Arrival	<b>a) Arrival &amp; Networking</b> (Breakfast)	N/A	Strat/Comms Teams
2	0945	5	Opening Remarks	<b>b) Introduction and welcome</b>	N/A	Andy Start <i>Virtual (MMB)</i>
3	0950	10	Strategic Context	<b>c) Brief - Defence Context and DE&amp;S Supplier Landscape</b>	Slide Deck	Adrian Baguley
4	1000	30	How to work with us	<b>d) Brief - How to do business with Defence:</b> <ul style="list-style-type: none"> <li>• Where to find and how to bid for Defence tender opportunities</li> <li>• The shape of the new DE&amp;S Operating Model and its external interfaces</li> </ul>	Slide Deck	John Kite Alex Barnett
5	1030	5	Defence Trade Associations	<b>e) Brief – Introducing the Defence Trade Associations</b>	Slide Deck	Phil Williams Andrew Kinniburgh
6	1035	20	Support to Operations	<b>f) Brief - UK support to Ukraine and future opportunities for SMEs</b>	Slide Deck	Maj Gen Anna-Lee Riley <i>Virtual (PJHQ)</i>
<b>PART 2 – MEET THE BUYER</b>						

7	1100	90	Networking & Speed Dating	<b>g)</b> 5 min <b>discussions</b> between SMEs and DE&S Delivery Teams (rotating through break out rooms) and Getting 'Tender Ready' <b>networking</b>	N/A	All
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Getting "Tender Ready"

- How to find and bid for DE&S tender opportunities
- How to gain Security Clearance
- Procurement Reform 2023 - What does it means for SMEs?
- Meet DE&S' Procurement Team Leaders
- SME funding for R&D
- Meet the MOD Category Management Team