

UK ADCAP: highlighting capabilities of British industry



In a competitive marketplace, what can industry do to improve their chances of winning business in aerospace and defence? Here, John Copley, CEO of Farnborough Aerospace Consortium, tells MOD DCB about the UK Aerospace and Defence Capabilities Database, recently launched at Farnborough International Airshow 2010.

The UK is consistently ranked number two in the global aerospace and defence markets and has a vast range of world-leading capabilities across all subsectors.

Many UK companies operate in the global marketplace, and in order to optimise these global opportunities and retain their high-value skill sets, it is important to highlight these extensive capabilities and maintain the UK's position in aerospace and defence.

Farnborough Aerospace Consortium (FAC), one of Europe's largest regional aerospace and defence trade associations, has recently launched the UK Aerospace and Defence Capabilities Database (ADCAP).

Along with key partners West of England Aerospace Forum (WEAF), Aerospace Wales, Northern Defence Industries (NDI) and Enterprise Europe Network, FAC is launching www.ukadcap.org.uk with an initial database of around 800 companies.

ADCAP is designed as a free-to-search open resource, accessible to web users around the world. It provides an effective vehicle for UK-based companies in the aerospace and defence sectors to present their capabilities to the global market. Through the database, companies can promote their services internationally for free as part of their local trade association membership.

FAC is a not-for-profit trade association that works to facilitate business between large global Primes and the supply chain, offering advice and support to some 300 consortium members and partners. FAC works to deliver national industry strategy on a local level, assisting organisations, from SMEs to global Primes, working in the aerospace and defence industry and furthering the long-term strategic growth of the industry in the UK.

All FAC members are currently included in the database as a free add-on to their membership package. Initially, all members have been allocated a specified amount of web space which they can access at any time to edit their individual profile. Companies included in the database will be able to personalise their

listing by uploading logos, images and other media such as video or sound clips. All profiles are open access web pages, providing full connectivity to standard search engines.

As part of our overall ethos, FAC works actively with the trade associations and other bodies working for the aerospace and defence industries, which is why we launched ADCAP with WEAF, Aerospace Wales, NDI and Enterprise Europe Network. By working together, such organisations have a vast amount of potential to benefit the UK industry as a whole. This is why FAC actively pursues the development of partnerships at a national and international level over a wide range of related sectors.

“ADCAP provides a single entry point for the global market to access the UK's world-class companies and will be a powerful tool for UK companies to present themselves to UK and global customers”

These relationships mean that consortium members can access a broad knowledge resource and pursue new business opportunities in emerging and growing markets. These partnerships mean that the industry maintains the strongest voice possible into government to endorse the huge contribution that these sectors bring to the economy and promote the benefit of continued government support.

As ADCAP expands, FAC is in discussion with other UK industry trade organisations representing the sectors, so that in collaboration, we can offer this service to the whole of the UK supply chain, making it a truly national tool to highlight UK capabilities on an international scale.

In summary, ADCAP provides a single entry point for the global market to access the UK's world-class companies and will be a powerful tool for UK companies to present themselves to UK and global customers. As the success of the recent Farnborough International Airshow proves, the aerospace and defence industries in this country have much to be proud of, and with additional tools like ADCAP, we can help each other maintain our premier position in the global marketplace.

To access the ADCAP database, please visit: www.ukadcap.org.uk



Top right: Aerial shot of the Farnborough International Airshow
Bottom left: Farnborough International Airshow 2010



John Copley
CEO Farnborough Aerospace Consortium
Tel: 01252 375600
Website: www.fac.org.uk