



GLEAM presents

# Manufacturing for Defence and Security

Wednesday 9th July | 10:00 - 14:00

HETA Training Centre, Grimsby, DN41 8FJ

Delivered by



**BRIDGE**



**GL RDSC**  
Greater Lincolnshire  
Regional Defence & Security Cluster  
[greaterlincolnshiredsc.com](http://greaterlincolnshiredsc.com)



# Agenda

- 10:00: Welcome, Introduction to GLEAM and the Bridge, Matthew Thornton, The Bridge/GLEAM
- 10:15: Welcome and Introduction to HETA, Iain Elliott, HETA
- 10:45: Building Capability, Empowering People: How IOM3's Defence, Safety and Security Group Supports Professional Growth in Defence & Security Manufacturing, Debra Carr, IOM3 Defence, Safety and Security Group
- 11:15: Coffee and Networking
- 11:45: David versus Goliath: A route map how a micro-SME managed and still manages to enter the defence sector home and overseas, Eran Bauer, Civil Defence Supplies Ltd
- 12:15: Accelerating change – the growing use of high performance composites within advanced manufacturing, Dominic Hopwood, SHD Composite Materials
- 12:45: Lunch and Networking
- 13:30: Funding Opportunities with the Defence & Security Accelerator, Jas Shanker, DASA
- 14:00: Mosquito in the Room. Tony Norton, Nortrak Ltd
- 14:30: The Greater Lincolnshire Regional Defence and Security Cluster, Amy O'Sullivan, GLRDSC
- 14:45: Close and Optional Tour of HETA





# Creating a Manufacturing Community



- The Greater Lincolnshire Engineering And Manufacturing (GLEAM) Network is an initiative founded by the University of Lincoln, Greater Lincolnshire Local Enterprise Partnership (GLLEP), and Business Lincolnshire and managed by the Bridge.
- GLEAM provides a knowledge-intensive business corridor locally at the heart of the manufacturing business in Greater Lincolnshire and is open to all manufacturing businesses in Greater Lincolnshire. Members are able to join free of charge and gain access to a range of benefits, including Affiliate Partner Membership with Make UK.



# Make UK Affiliate Membership Benefit

- Join Make UK as an Affiliate Member
- Make UK Affiliate Membership is open to members of Make UK partner organisations. You'll receive industry information and insight, contribute to Make UK's policy positions and have access to events, guidance and support on issues affecting our sector.
- To register for Affiliate Membership just complete the form at:  
<https://www.makeuk.org/affiliate-member-registration>





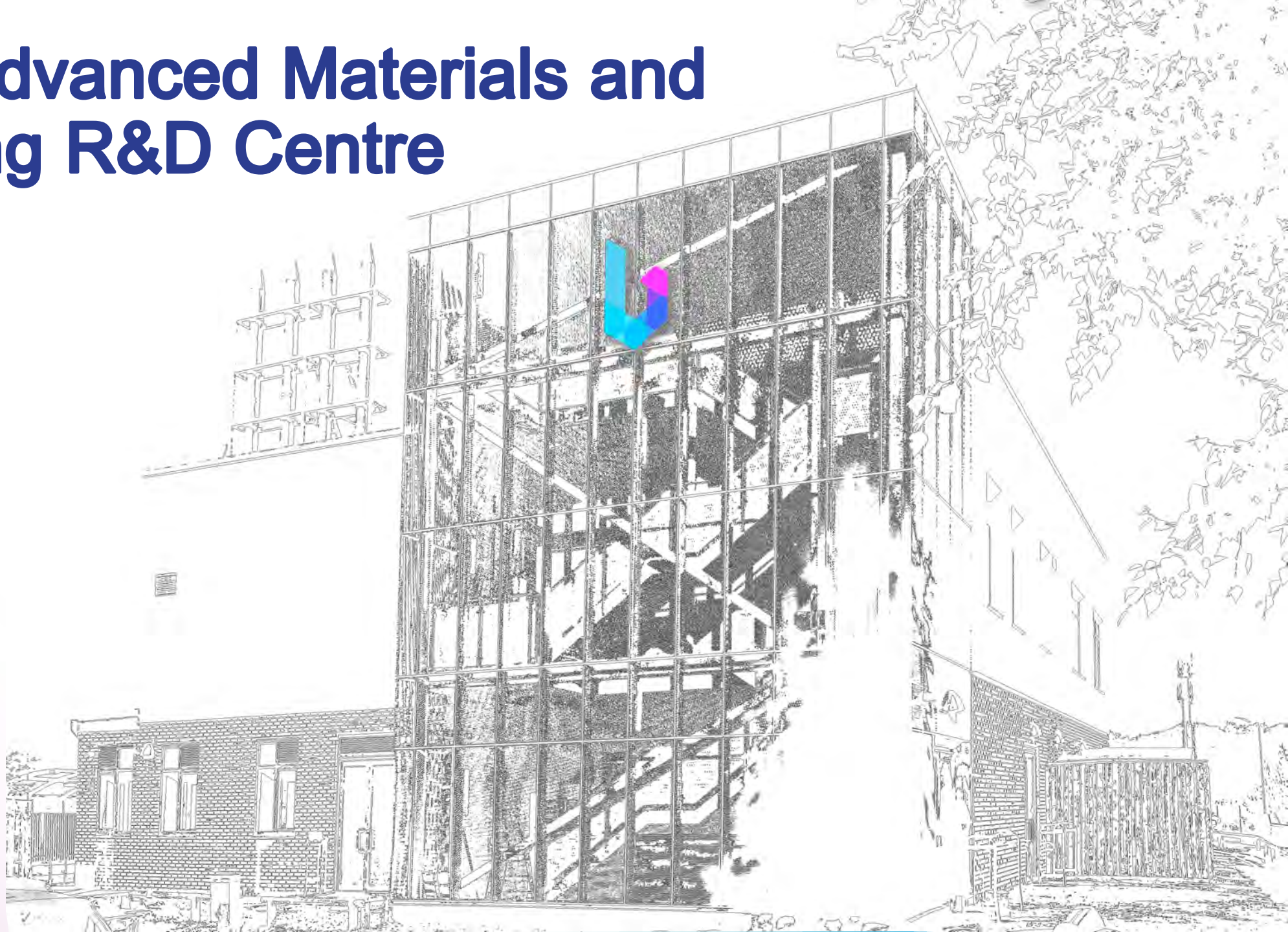
# Bridge – Advanced Materials and Engineering R&D Centre



**BRIDGE**



UNIVERSITY OF  
LINCOLN





# BRIDGING BUSINESS WITH INNOVATION

- Bridge operates from the University of Lincoln and has a dedicated team of R&D project specialists working alongside the University's academic community.
- We help businesses access technologies and methods at the forefront of research to create R&D solutions, and drive innovation.



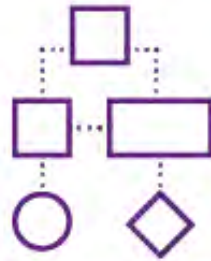
Watch the video at <https://youtu.be/NG85PwuL-Js?si=4J8dmXDa8W4WuwCP>



# Bridge – Advanced Materials and Engineering R&D Centre



CONSULTATION AND  
1-2-1 SUPPORT FOR  
BUSINESS DEVELOPMENT



CREATION OF NEW PROCESS  
AND PRODUCT INNOVATION  
WITH OUR DEDICATED BRIDGE  
TEAM AND R&D PARTNERS



MATERIALS RESEARCH  
AND INNOVATION



EXPERT USE OF  
INSTRUMENTATION AND  
MATERIALS ENGINEERING  
LABORATORIES



BUSINESS NETWORKING  
AND COLLABORATION



TRAINING AND  
PROFESSIONAL  
DEVELOPMENT

- Visit our website for a virtual walkthrough of the Bridge at <https://www.thebridge-lincoln.org/>
- Follow us on:
  - <https://www.linkedin.com/company/thebridge-lincoln>
  - [https://twitter.com/thebridge\\_linc](https://twitter.com/thebridge_linc)
  - [https://www.instagram.com/bridge\\_lincoln/](https://www.instagram.com/bridge_lincoln/)
- E. [mthornton@lincoln.ac.uk](mailto:mthornton@lincoln.ac.uk)

# Thank You for Listening

FUNDED BY:



[thebridge-lincoln.org](https://www.thebridge-lincoln.org)

# Welcome and Introduction to HETA

- Iain Elliott, HETA





Engineering The Future

# Welcome to HETA



# Who are HETA



- Nearly 60 Years experience
- Aspirations to be Provider Of Choice
- By employers for employers
- Charitable status / Not For Profit
- Board of Trustees
- 270 apprentices per year
- 1500 engineers
- 110 Higher Nationals

TECHNICAL TRAINING SINCE 1967

# Our Sites

- Industry standard workshop facilities
- Excellent welfare for students
- Sector appropriate equipment
- Modern learning environment
- Capacity for Higher National delivery
- Investment of over £15M in 5 years





# Our Staff – Serving Your Needs



- 85 members of staff
- All Instructors have Industry experience
- Largest dedicated Field Team of any provider in the Humber region
  - Annual investment of £800k
- Continuous Personal Development and investment in Staff
  - Level 3 & Level 5 teaching qualifications
  - Industry experience
  - 3 all staff CPD days a year
  - Assessor qualifications
- High staff retention ensuring continuity of delivery and experience

# Our Offering

## Level 3 Apprenticeships in:

### Maintenance

- Electrical
- Mechanical
- Electrotechnical
- Instrumentation

### Manufacturing

- Machining
- Panel Building
- Fitter
- Process

### Construction

- Electrical Installation

### Fabrication & Welding

- Metal Fabricator
- Pipe Fitting
- Pipe Welding

### Other

- Technical Support
- Engineering Design

# Our Offering

## Upskilling For Staff

### Electrical

- Electrical Maintenance
- 18<sup>th</sup> Edition
- Inspection & Testing
- PLC
- Instrumentation
- CompEx
- High Voltage

### Mechanical

- Basic Mechanical Maintenance
- Hydraulics
- Pneumatics
- Abrasive Wheels

### Health & Safety

- IOSH Working Safely
- IOSH Managing Safely
- COSHH
- Slings & Lifting
- Manual Handling

### Fabrication & Welding

- Introduction to Fabrication & Welding
- TWI Codings

### Competency

- Competency Assessments
- NVQ Level 2
- NVQ Level 3
- NVQ Level 4

HETA can also tailor bespoke courses designed around your workforce, examples include:

- |                     |                   |                     |                      |
|---------------------|-------------------|---------------------|----------------------|
| • Joint Integrity   | • Workshop safety | • Risk Assessments  | • Process Training   |
| • Lock off, Tag Off | • Safe Isolation  | • Operator Training | • Electro-Pneumatics |



# Our Offering

Higher Education

Higher National Certificate

Higher National Diploma

Level 4 Apprenticeships

**All Higher National Provision Mapped Against University of Hull and  
University of Lincoln**

# Our Data - Learner Success



- BTEC Level 3 Achievement Rate - 100%
- Overall EPA Achievement Rate - 94%  
100% First time pass rate for Maintenance Summer 2024
- HNC Level 4 Achievement Rate - 95%
- HND Level 5 Achievement Rate - 96%
- Higher Education Entry - 33% of the above 100% to date
- BEng top up Degree – 100% of learners received either 1st Class or 2:1 degree
- OfSted Inspection Graded our provision as Good
- Rated Excellent by Employers on .Gov Website
- 20% Above National Average For Overall Achievement



Engineering The Future

# Thank You Enjoy The Day!



# **Building Capability, Empowering People: How IOM3's Defence, Safety and Security Group Supports Professional Growth in Defence & Security Manufacturing**

- Debra Carr, IOM3 Defence, Safety and Security Group



Institute of Materials,  
Minerals & Mining

**Building capability, empowering people**

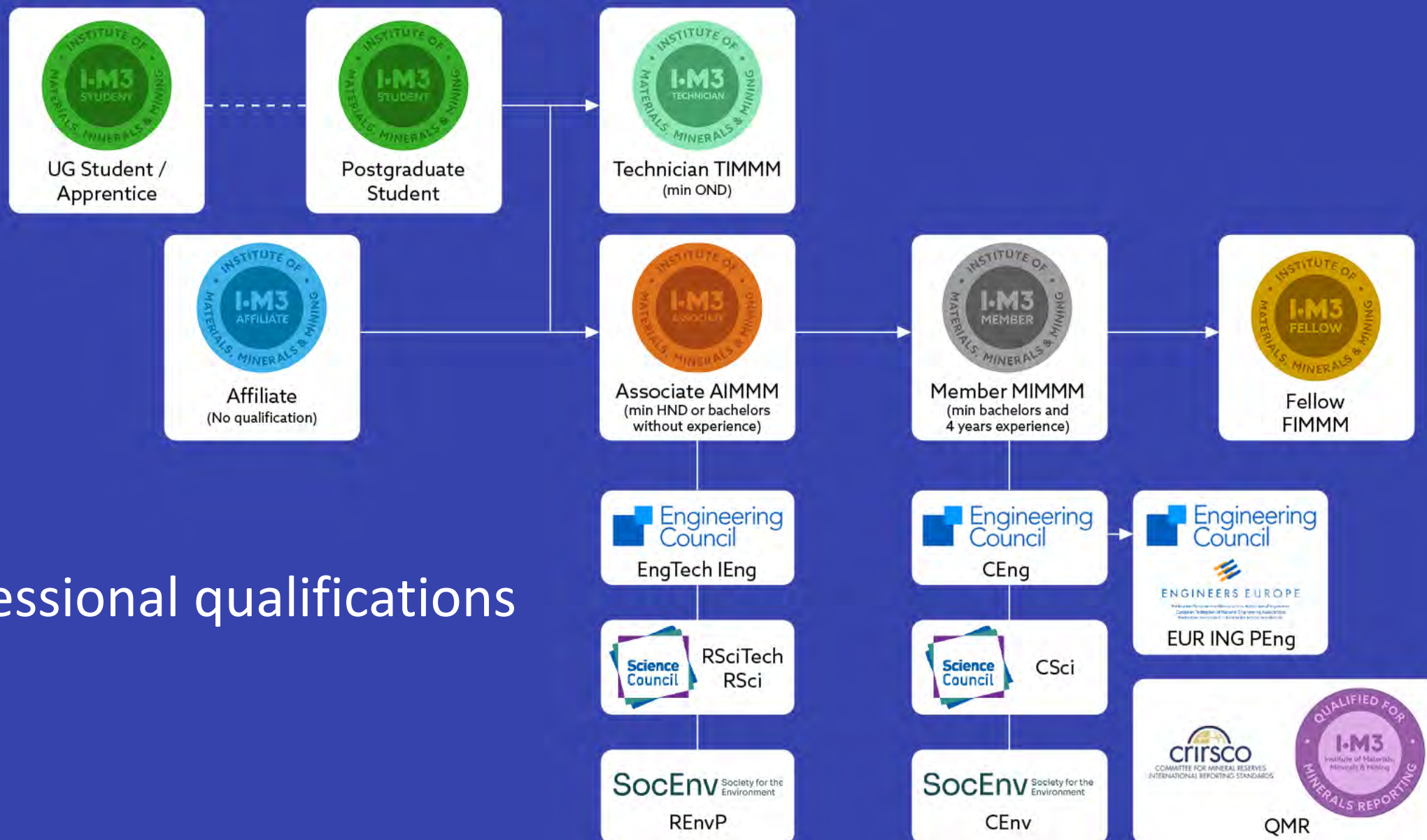
Dr Debra Carr  
CF CEng FIMMM FCSFS  
dj carr@dstl.gov.uk

[iom3.org](http://iom3.org)





- professional membership organisation and a registered charity governed by a Royal Charter
- global network in materials science, engineering, and technology
- covers all aspects of the materials cycle
- support professionals to help shape their careers
- 15,000 members - 6,000 are professionally registered as engineers, environmentalists and scientists
- access webinars, podcasts, conferences, workshops, digital content, and library services



Professional qualifications





## Over more than 150 years, the evolution of IOM3 has brought together a wide range of disciplines & communities

Whatever your experience, background or needs, we have a community where you will be made welcome.

We include specialisms covering the breadth of interest sectors, from mining to nanotechnology, biomaterials to packaging and more. If you're looking for networking in your specialist subject area, check out our Technical Communities.


We also have a number of groups within IOM3 focussed on supporting members in specific ways - providing networks for people in the early stages of their career and for under-represented groups within our profession.

IOM3 has affiliated local societies in the UK and a number of international partnerships, providing local networks for members globally. We have a strong community of volunteers who contribute to our activities, from governance and peer review activities to involvement in event organisation.



**Scan the QR code  
& join us today**

Find out more at  
**[bit.ly/iom3communities](https://bit.ly/iom3communities)**

A banner image for the Defence Safety & Security Group. It features a dark silhouette of a submarine's conning tower against a sunset sky with orange and red hues. The text is overlaid in white.

## Defence Safety & Security Group

Provides a focus for all technical, educational and professional aspects of materials used in defence, safety and security

### **Leadership group**

AWE

BAE

Dstl

Qinetiq

TWI

UKNNL

National security

HM Armed Forces

Academia

SMEs

### **Past events**

Helmets

Protective clothing

Advances in camouflage science and engineering

AdM for Defence

### **Award**

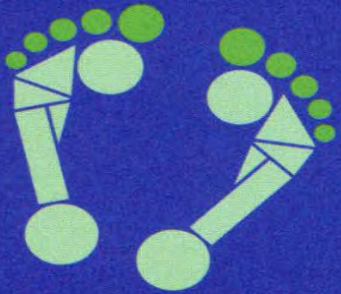
Award for Innovation in Defence, Safety & Security Materials

# Defence materials 2050

- Defence is a high priority for all nations
- What will be possible and needed?
- accelerating 'laboratory to product'
- how to address vulnerabilities in international supply chains
- proposed series of meetings (on-line and in person):
  - initial scoping meeting in November 2025
  - followed by meetings mid-March 2026, early July 2026, mid-November 2026, early-March 2027, early July 2027 and mid-November 2027
- relevant to academia and SMEs from traditional and non-traditional sectors



# I.M3



# M

# 3

# P

# 3



## Materials, Minerals & Mining for People, Places, Planet

Join us at our new flagship event Materials, Minerals & Mining for People, Places, Planet (M3P3), where we will celebrate our community #WeAreIOM3 and all things IOM3 with an event designed for inspiration, collaboration, connection and professional development.

[bit.ly/m3p3](https://bit.ly/m3p3)

**11-12 NOV 2025**

**9 MILLENNIUM POINT,  
BIRMINGHAM**

Event partners

**AW/E** NUCLEAR SECURITY  
TECHNOLOGIES

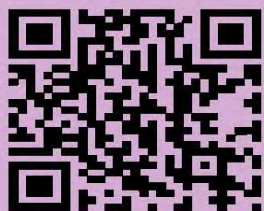
**LUCID=ON**  
providing material solutions





# Join I·M3

Join us and help shape the future into a low-carbon, resource-efficient society. IOM3 member benefits include access to knowledge and information, career support, professional qualifications, training, events, grants, achievement awards, access to networking groups and a free member magazine.



**Scan the QR code & join us today**

Find out more at **[bit.ly/IOM3-Membership](https://bit.ly/IOM3-Membership)** or contact our membership team on **[membership@iom3.org](mailto:membership@iom3.org)**

The Institute of Materials, Minerals & Mining (IOM3) is a body incorporated by Royal Charter (company no RC000267) and a charity registered in England & Wales (269275) and in Scotland (SC050586).

**Institute of Materials,  
Minerals & Mining**

# Coffee and Networking

- Back at 11.45

# **David versus Goliath: A route map how a micro-SME managed and still manages to enter the defence sector home and overseas**

- Eran Bauer, Civil Defence Supplies Ltd






**GLEAM**  
NETWORK

GLEAM presents

## **Manufacturing for Defence and Security**

**Wednesday 9th July | 10:00 - 14:00**

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Delivered by  UNIVERSITY OF LINCOLN

 **BRIDGE**

 Business  
Lincolnshire

 **GL RDSC**  
Grimsby Local Enterprise Partnership  
Grimsby and District Strategic Partnership  
[www.grimsbyrdsc.com](http://www.grimsbyrdsc.com)



# Eran N BAUER MEPS FICPEM FISRM MIPS Director

Saving Life By Design



**BAUER**  
CONSULTANTS





# DAVID versus GOLIATH

Being small and agile can win





Always had a real interest in things military  
since childhood

Grammar School CCF







Parachute Regiment Pathfinder Unit



Germany – NATO Exercise - 1974



Eran





## Parachute Regiment Pathfinder Unit



Parachute Training – RAF Abingdon – 1975  
Paras, SAS and Royal Marines





Iranian Embassy Siege  
30<sup>th</sup> April 1980

# Toxteth Riots 1981







Miners Strike 1984



1st April 1990

A black and white photograph capturing a chaotic scene on a roof during a riot. Several individuals are positioned across the roofline. On the left, a person in a dark jacket and patterned trousers stands near a brick chimney. To their right, a group of people are sitting or crouching along the edge of the roof. Further right, a person is seen climbing or standing near a wooden structure with a conical roof. On the far right, another person stands near the edge. The roof is covered in debris, and the overall atmosphere is one of disorder.

# STRANGWAYS RIOT:

## 25 DAYS OF MAYHEM



British Policing uniforms remained unchanged since 1829  
when set up by Robert Peel



Today the modern police officer  
is well equipped and trained





# BAUER role in fundamental change

- \* RIGID Handcuffs & Training
- \* First UK Police Batons
- \* 2 inch equipment belts
- \* Equipment pouches
- \* PAVA Incapacitant Spray

Empty-Hands skills  
Self-Defence

Public Order  
Modernisation

Less-Lethal  
options









**Saving Life By Design**



*The  
United  
States  
of  
America*



**The Director of the United States  
Patent and Trademark Office**

*Has received an application for a patent for a  
new and useful invention. The title and descrip-  
tion of the invention are enclosed. The require-  
ments of law have been complied with, and it  
has been determined that a patent on the in-  
vention shall be granted under the law.*

*Therefore, this*

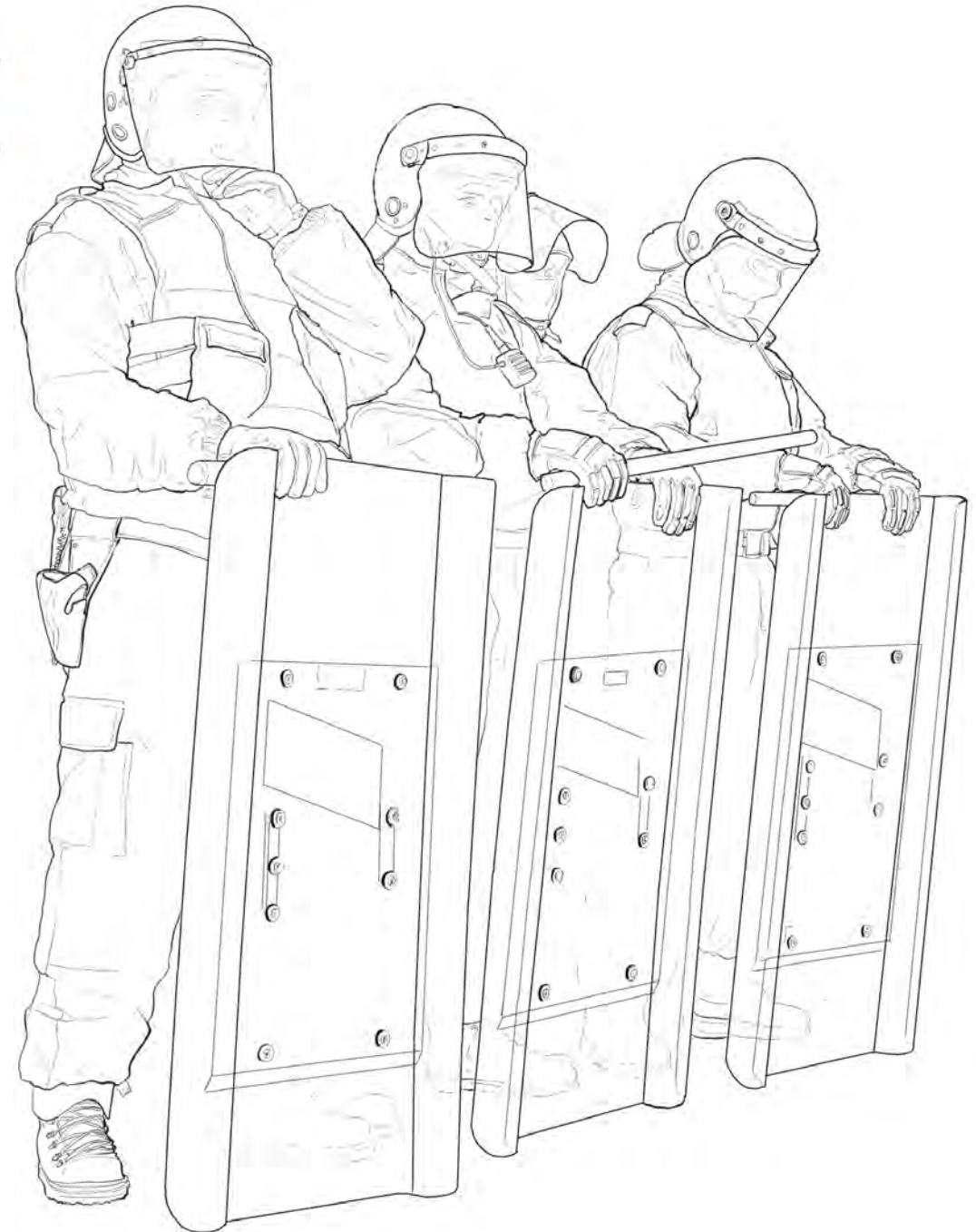
**United States Patent**

*Grants to the person(s) having title to this patent  
the right to exclude others from making, using,  
offering for sale, or selling the invention  
throughout the United States of America or im-  
porting the invention into the United States of  
America for the term set forth below, subject  
to the payment of maintenance fees as provided  
by law.*

*If this application was filed prior to June 8,  
1995, the term of this patent is the longer of  
seventeen years from the date of grant of this  
patent or twenty years from the earliest effective  
U.S. filing date of the application, subject  
to any statutory extension.*

*If this application was filed on or after June 8,  
1995, the term of this patent is twenty years from  
the U.S. filing date, subject to any statutory ex-  
tension. If the application contains a specific  
reference to an earlier filed application or ap-  
plications under 35 U.S.C. 120, 121 or 365(c),  
the term of the patent is twenty years from the  
date on which the earliest application was filed,  
subject to any statutory extensions.*

*John P. Hughes*











Firstpost. **LIVE**

# UK BURNS: PROTESTS TURN INTO NIGHT OF TERROR



**Listen to your Customers**  
as they will tell you what they want...





# Hold your fire, lads



Flashpoint: Crouched behind their riot shields, the British soldiers take up position as the protesters surge nearby. But they did not fire, even when pelted with stones

By **Matthew Hickley**  
Defence Correspondent

**WITHOUT** the skill and courage of British soldiers, it could easily have turned into a bloodbath.

As hundreds of demobbed

## Ulster-style crowd control by British troops defuses deadly Basra demo

are widely despised by locals as lazy and corrupt, and yesterday's incident shows how far efforts to retrain them still have to go.

Mr Soames said: 'It is worrying that the Iraqi police have such a long way to go in such a short time, but there is nobody better placed to train and support them







Coordinated the entire UK police manufacturing industries to support new suite of Police PPE Standards now global



# Passing the baton

Howard to give the go-ahead for strong new arm of the law

By PETER WISE, Crime Correspondent

HOME Secretary Michael Howard will give final approval today for police to use controversial American-style side-handled batons.

The move that will change the traditional face of British policing comes as government ministers to stem the number of assaults on officers.

Research in three cities has found that the baton has been used in 100 cases since it was first introduced.

Defensive weapons have been a problem for police for years. The baton is a simple, effective, and non-lethal weapon that can be used to subdue a suspect without causing serious injury.

Don't worry, dial 333

## Sergeant who cuffed cheeky youngster loses stripes

THE detention of a police officer alleged to have cuffed a youth around the ear and to move him to the back of the van.

Detachment Sergeant Wilson, who had more than 20 years' experience, was found to have used excessive force on a 15-year-old boy.

Mr Wilson, who is in his 40s, was found to have used excessive force on a 15-year-old boy.

Mr Wilson's experience has been a problem for police for years. The baton is a simple, effective, and non-lethal weapon that can be used to subdue a suspect without causing serious injury.

Good drivers deserve



Home Office







**OVER 1 MILLION OFFICERS TRAINED GLOBALLY  
IN ARMADILLO SHIELD TACTICS**





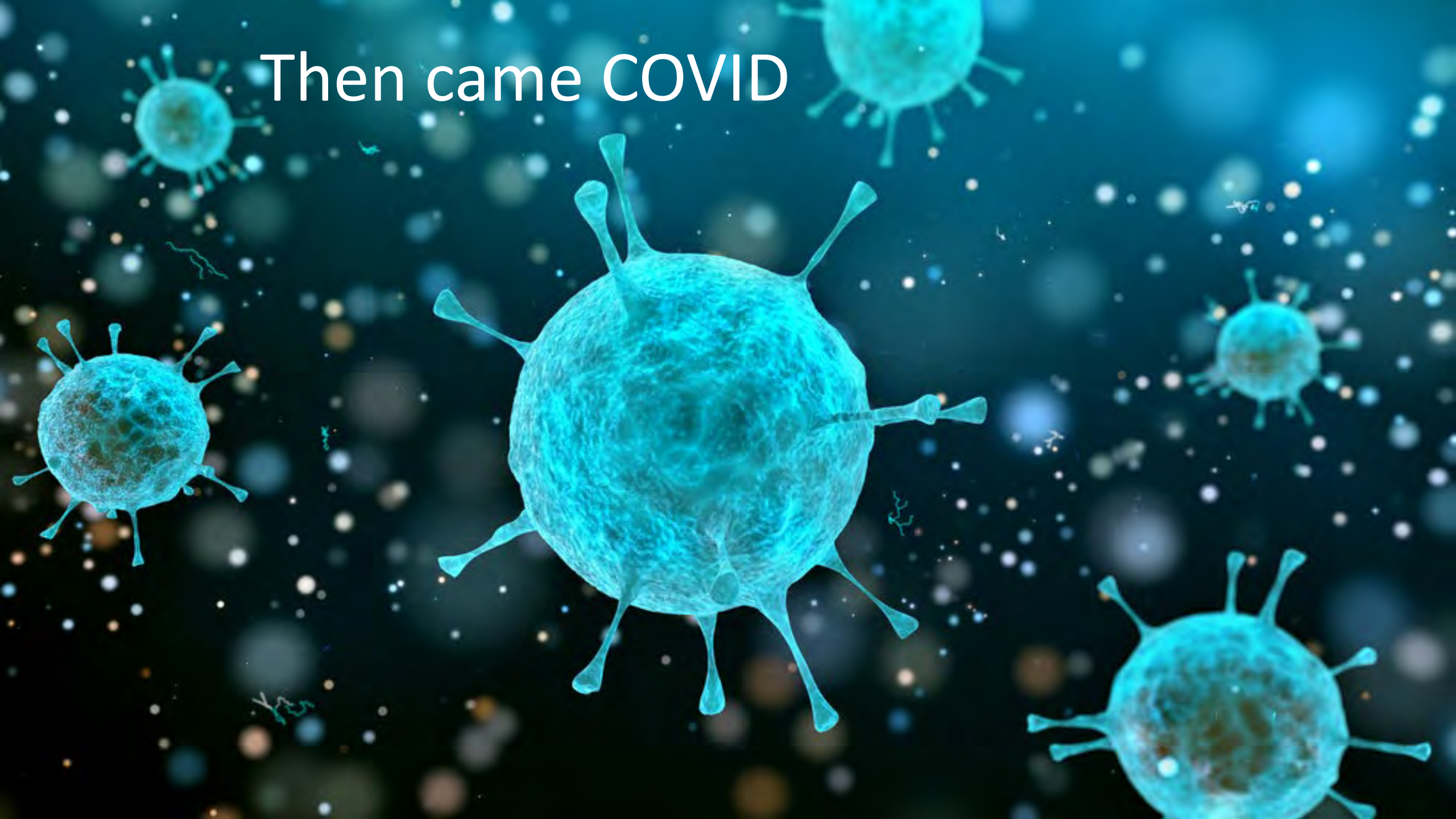


- UK
- Armadillo Tactical Riot Shield users
- United Kingdom Armed Forces
  - UK Army
  - UK Navy & UK Royal Marines
  - UK Royal Air Force
- BRITISH TRANSPORT POLICE
- Civil Nuclear Police
- States of Jersey Police



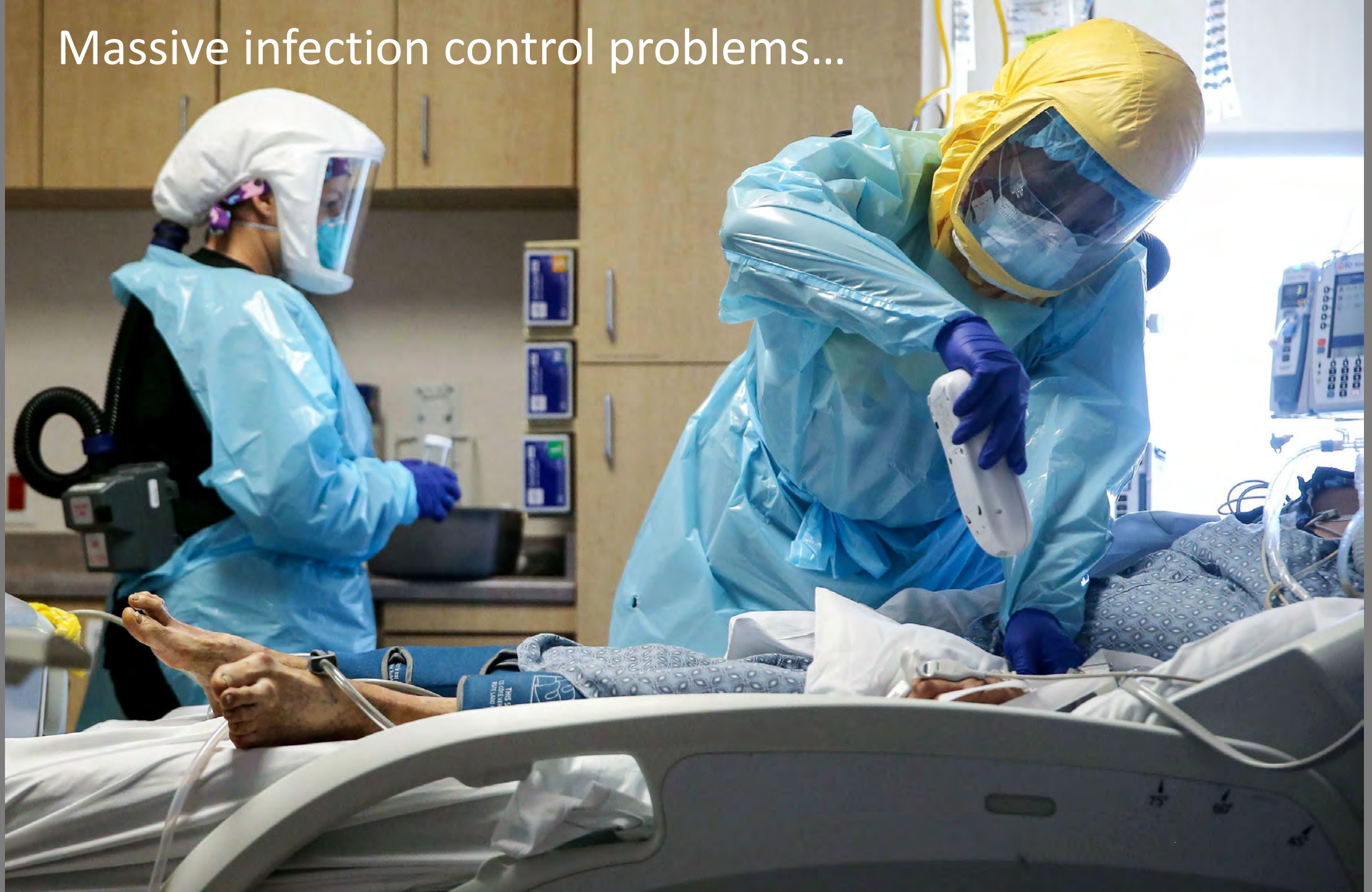


Then came COVID





Massive infection control problems...





A detailed illustration of the biblical story of David and Goliath. Goliath, a massive, muscular warrior with a beard and a spear, stands on a rocky outcrop in the foreground. He is looking towards David, who is a small, young boy standing in the distance. David is holding a slingshot and a stone. The background features a vast, mountainous landscape under a bright, hazy sky. The scene is set in a valley with steep, rocky cliffs on either side. In the foreground, there are two sheep and a small dog. The overall tone is dramatic and inspirational.

# DAVID versus GOLIATH

Being small and agile can win

The NHS logo, consisting of the letters "NHS" in white, bold, sans-serif font, set against a blue square background with rounded corners.

**NHS**



British Embassy  
Washington DC - USA - 1980  
First ever UK to US Department of Defense  
Chemical Defence Presentation



# CBRN







Invested £ 1.4m over 4 years laboratory research  
and Biocidal Compliance, then Registration  
**All 100% self-funded**







ADVANCED  
DYNAMICS

CLEAN AS  
YOU GO

SLIPPERY  
FLOOR

03  
00



[Help us improve Contracts Finder](#)[Close](#)[Sign up for user testing](#)**BETA** This is a new service - your [feedback](#) will help us improve it.[Register](#)[Sign in](#)[Home](#) > [Search results](#) > Cleaning Equipment Supplies & Associated Products 2024

## Cleaning Equipment Supplies & Associated Products 2024

NHS Supply Chain

Published date: 25 June 2024

Last edited date: 29 July 2024

[Watch this notice](#)[Print this notice](#)

Closing: 5 August 2024, 3pm

Closed opportunity - This means that the contract is currently closed. The buying department may be considering suppliers that have already applied, or no suitable offers were made.

### Contract summary

#### Industry

- Cleaning products - 39830000

#### Location of contract

Any region

#### Value of contract

£40,000,000 to £103,000,000



£ 103m over 5 years



Bauer Consultants Ltd  
The Old Rectory Tattershall Road  
The Old Rectory - Tattershall Road -  
Kirkby on Bain  
Lincoln  
Lincolnshire  
UNITED KINGDOM OF GREAT  
BRITAIN AND NORTHERN IRELAND

Don Valley House  
Saville Street East  
Sheffield  
South Yorkshire  
S4 7UQ

Tel: +44 (0)7815 923 280

Email: [camille.grech-cini@supplychain.nhs.uk](mailto:camille.grech-cini@supplychain.nhs.uk)  
[www.supplychain.nhs.uk](http://www.supplychain.nhs.uk)

21<sup>st</sup> November 2024

By email only: sent via Jaggaer eProcurement Portal

Dear Eran Bauer,

**Re: Proposed framework agreement for the supply of Cleaning Equipment Supplies & Associated Products 2024**

**Offer Reference Number:** ITT\_1266

**Period of framework agreement:** 24 months with the option to extend for a further period of 24 months resulting in a maximum of 48 months.

**Find a Tender Service reference:** 2024/S 000-019417

**Lot(s):**

**Lot 8 – Domestic & Dosed Chemicals**

**Lot 9 – Higher Level Disinfectants**

**Lot 10 – Cleaning Software**

**PARTIAL**

**Notification of intention to award**

We have been instructed, acting on behalf of Supply Chain Coordination Ltd, to inform you that your tender for the above goods has been evaluated and, subject to the conditions set out below, your company has been selected for participation in the framework agreement to supply Cleaning Equipment Supplies & Associated Products 2024 detailed as being successfully awarded in Appendix 3, in such quantities, to such extent and at such times and locations as ordered.

Your tender was successful in respect of some of the products within the range of evaluated lines as identified in the Invitation to Tender for the Lots stated above. Details of which products are included in this proposed award are set out in Appendix 3, and **which are not**, are set out in Appendix 2. Appendix 3 also states each individual product price for the successful products.

This acceptance is subject to:

- (i) completion of the mandatory standstill period and NHS Supply Chain being able to continue with the award process;

Operated by North of England Commercial Procurement Collaborative whose registered office is at Leeds and York Partnership NHS Foundation Trust  
Trust Headquarters, St Mary's House, Main House, St Mary's Road, Potterneton, Leeds, LS7 3JX



**BAUER Consultants**  
**NHS Supplier Number**  
**15134700**



**NHS Innovation Accelerator**  
**2024-25**



# BAUER

CONSULTANTS

## Health & Hygiene Division



Crown  
Commercial  
Service  
Supplier  
**Bauer Consultants Ltd**  
United Kingdom Government Officially Approved Company  
ID Number: 20200517 - 085935 - 7A8522



**BAUER**  
CONSULTANTS  
PROUDLY SUPPORTING  
THOSE WHO  
SERVE.



NHS Innovation Accelerator

NHS Supplier Number 15134700  
Global Location Number (GLN) 5065004679

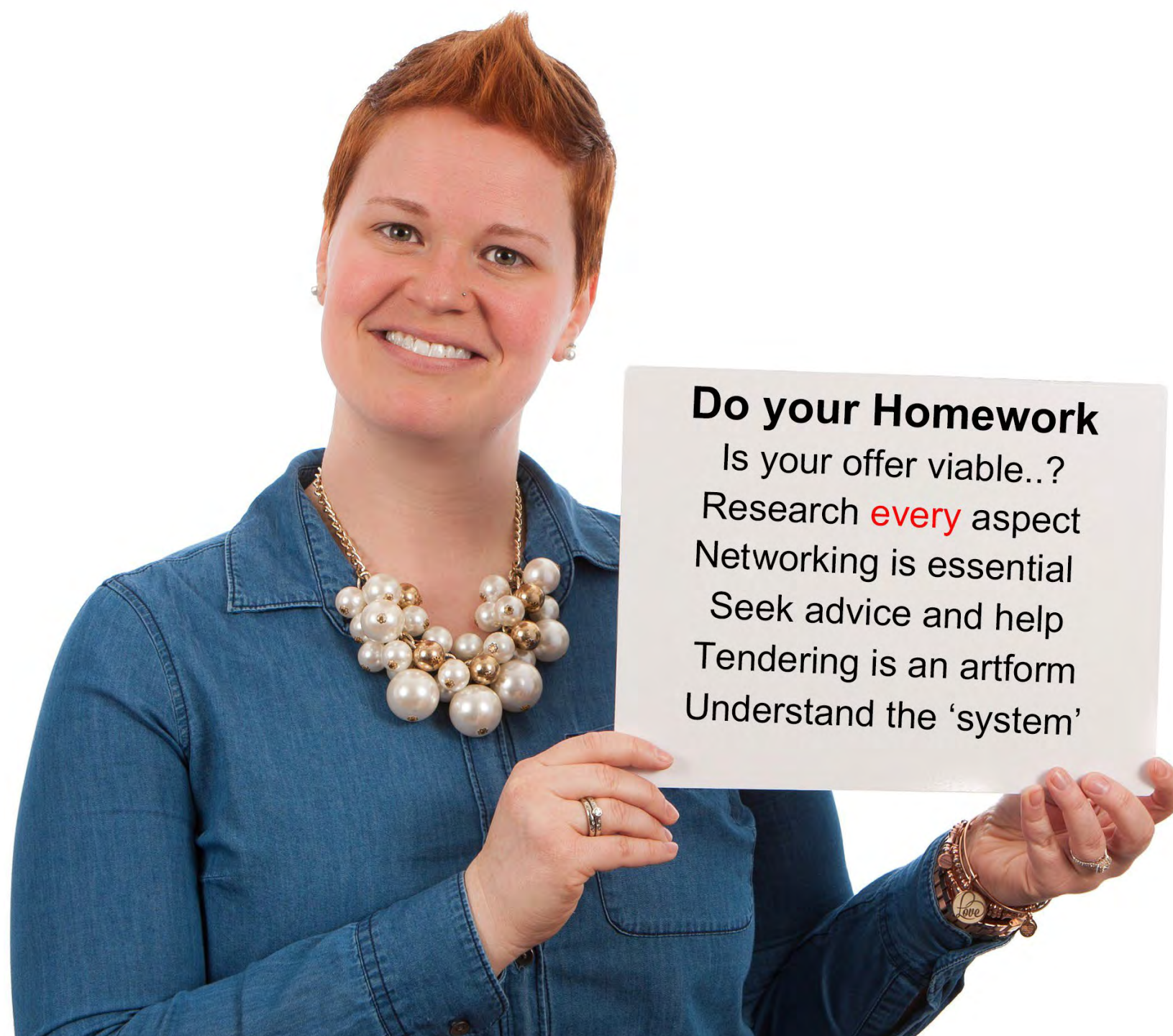
[www.naturama-biocide.com](http://www.naturama-biocide.com)





How to tame Goliath into your friend





## **Do your Homework**

Is your offer viable..?

Research **every** aspect

Networking is essential

Seek advice and help


Tendering is an artform

Understand the 'system'



Irrespective how good you are, or your product is, or how clever you think you are, **everything** is now decided upon under PQQ and ITT.

[Contact](#) [About Us](#) [Call](#) [Email](#)



SUCCEED  
FROM HUDSON OUTSOURCING

[Services](#) [Tendering Opportunities](#) [Testimonials](#) [Insight](#) [Resources](#) [Get a Free Quote](#)

• **A free 20-minutes phone consultation with a Bid Writer.** Our expert [bid consultants](#) will chat with you about anything tender related.

[Large Enterprises](#)

### What opportunities can I expect from a tender search on a Hudson D portal?

We host all kinds of tenders in both the [public](#) and [private](#) sectors. These are inclusive of, but aren't limited to:


- [Open tenders](#)
- [Restricted procedure tenders](#)
- [Competitive dialogues](#)
- [Negotiated tendering procedures](#)
- [Innovation partnerships](#)
- [Single supplier contracts](#)
- [Framework agreements](#)
- [Dynamic Purchasing Systems](#)

Now you know how to accurately perform a tender search, you may be wondering how to write a bid. Our Bid Writers have over 60 years of bid writing experience and an 87% success rate. Whether you're completely new to tendering or aren't seeing results – we can help. There are four [bid writing packages](#) available:

- **Tender Writing**

Once you've found a tender you'd like to go for, [send it](#) over to us. One of our [Bid Writers](#) will write the tender response for you. They'll provide a full Tender Writing breakdown and even submit it on your behalf.

- **Tender Mentor**



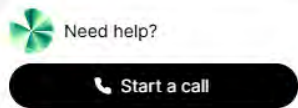
**IN IT TO WIN IT!**

[Navigating International Bids: Tips for Global Tender Success](#)

[Transforming Data Into Insights: Innovative Approaches To Market Research For Bids](#)

[Integrating Design Thinking Into Bid Writing: A Fresh Perspective](#)

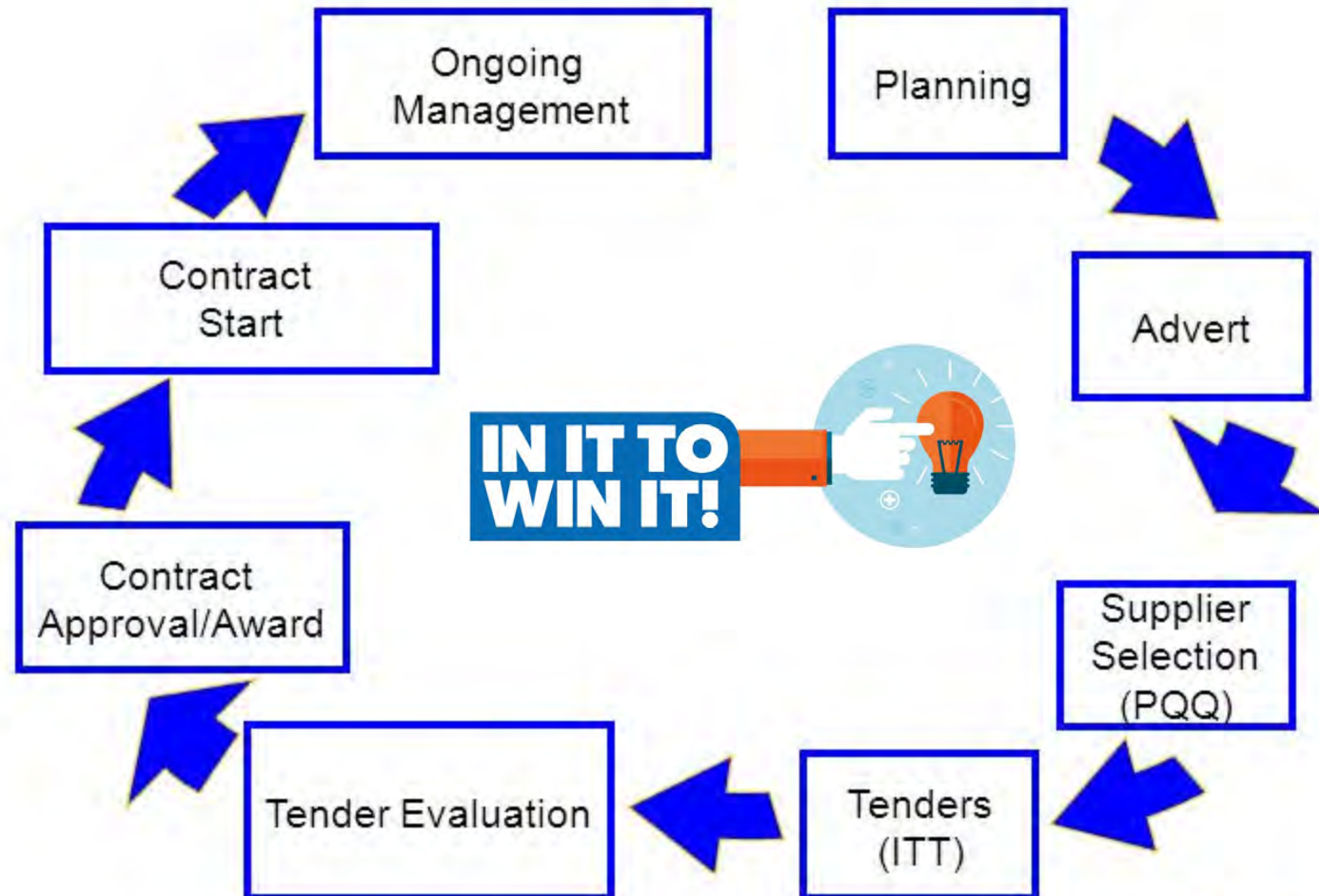
[Overcoming Common Pitfalls in Joint Venture Bid Writing: Insights from Hudson](#)



Need help?  
[Start a call](#)

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# Tendering Process





# Autofill Document

Intelligent Document Search Functionality

[Book a demo](#)

**EasyPQQ's intelligent search engine is a powerful tool. It automatically indexes your responses and document uploads.**

Our powerful search algorithm retrieves information quickly and accurately regardless of the file type. The bid software can even suggest responses for an entire PQQ, ITT, RFP or tender based on your previous answers.







Appendix 2b - SQ - PART 3 Ratio Analysis Template • Saved to this PC

FileHomeInsertDrawPage LayoutFormulasDataReviewViewAutomateHelpAcrobat

PasteCutCopyFormat Painter

Clipboard

Font

Alignment

Number

Styles

Cells

Editing

Add-ins

CommentsShare

G19

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y
1	Tender Ref	Cleaning Equipment Supplies																							
2																									
3	Potential Provider	BAUER Consultants																							
4																									
5	INPUT	Year	2023	Year	2022																				
6			£000s		£000s																				
7																									
8	SALES		0		66.108																				
9	PROFIT BEFORE TAX AND INTEREST		0		0																				
10	INTEREST PAYMENT		0		0																				
11	POST-TAX PROFIT		0		0																				
12																									
13	TOTAL NET WORTH		0		0																				
14	TOTAL CAPITAL EMPLOYED		-417403		-360939																				
15	TOTAL DEBT		56548		51660																				
16																									
17	TOTAL ASSETS		0		0																				
18	STOCK AND WORK IN PROGRESS		0		0																				
19	DEBTORS		0		0																				
20	CASH AND CASH EQUIVALENTS		0		0																				
21	CREDITORS < 1 YEAR		0		0																				
22																									
23																									
24	RESULTS	SCORE	2023	SCORE	2022	AVERAGE RESULT	SCORE	WEIGHTING	WEIGHTED SCORE																
25																									
26	PROFITABILITY																								
27	PRE-TAX PROFIT MARGIN	#DIV/0!		0.00%		#DIV/0!	#DIV/0!	1	#DIV/0!																
28	RETURN ON CAPITAL	0.00%		0.00%		0.00%	0	1	0																
29	RETURN ON TOTAL ASSETS	#DIV/0!		#DIV/0!		#DIV/0!	#DIV/0!	1	#DIV/0!																
30																									
31	EFFICIENCY																								
32	DEBTOR DAYS OUTSTANDING	#DIV/0!		-		#DIV/0!	#DIV/0!	1	#DIV/0!																
33																									
34	LIQUIDITY																								
35	CURRENT RATIO	#DIV/0!		#DIV/0!		#DIV/0!	#DIV/0!	2	#DIV/0!																
36	QUICK RATIO (ACID TEST)	#DIV/0!		#DIV/0!		#DIV/0!	#DIV/0!	2	#DIV/0!																
37																									
38	GEARING																								
39	TOTAL DEBT/NET WORTH	#DIV/0!		#DIV/0!		#DIV/0!	#DIV/0!	1	#DIV/0!																
40	INCOME GEARING	#DIV/0!		#DIV/0!		#DIV/0!	#DIV/0!	1	#DIV/0!																
41																									
42																									

Guidance NotesData EntryAssessment (Protected)

ReadyAccessibility: Investigate

NHS Financials and scoring all fed into a complexed Algorithm process to determine the winner

In 80% of most tenders the quality of a product is ignored  
Most decisions are down to price, and three other parameters

## NHS Supply Chain

### Modern Slavery Assessment Tool

<https://supplierregistration.cabinetoffice.gov.uk/msat>

The MSAT is a modern slavery risk identification and management tool. This tool has been designed to help public sector organisations work in partnership with suppliers to improve protections and reduce the risk of exploitation of workers in their supply chains. It also aims to help public sector organisations understand where there may be risks of modern slavery in the supply chains of goods and services they have procured. On the back on PPN 02/23 all NHS Supply Chain suppliers must have a complete MSAT and update them annually.

<https://www.gov.uk/government/publications/ppn-0223-tackling-modern-slavery-in-government-supply-chains>

<https://www.supplychain.nhs.uk/sustainability/net-zero-supply-chain-and-suppliers/>

#### Sharing instructions:

Your Modern Slavery Assessment must be updated annually and this needs to be shared with [NHS Supply Chain Coordination \(Duns N0000456000\)](#).

1. Log into the portal : <https://supplierregistration.cabinetoffice.gov.uk/login>
2. In your dashboard find your Modern Slavery Assessment
3. Select "Share" and search for "NHS Supply Chain Coordination"

If your assessment is out of date before sharing you will need to select "view" and "Update Your Modern Slavery Assessment".

We can only accept a completed assessment if it shows you as improving this means there are improvements you will need to acknowledge to get the assessment to a completed stage.

If you still have problems, you will need to reach out to the support team for the portal:



Bauer bid

Home  
Gallery  
Eran - Personal

Desktop  
Downloads  
Documents  
Pictures  
Music  
Videos  
Cloud-Drive  
BSI Certificate  
Images  
Graphics  
County Court  
Bauer bid

Box  
C Drive  
D Drive  
E Drive  
G Drive  
G List Projects  
H Drive  
Invoices from Box

This PC  
Local Disk (C:)  
41 items 1 item selected 1.32 MB

Appendix Sa - Sustainabi... Create

All tools Edit Convert E-Sign Find text or tools Share Ask AI Assistant

Save time with a document summary View Summary

**NHS**  
Supply Chain

# Sustainability & Social Value

## Expectations of Suppliers

Version 6.6

Ask AI Assistant Why is this information important?



NHS Commercial

Sustainable procurement

Evergreen sustainable  
supplier assessment

Central commercial function

Procurement

Supplying to the NHS

Innovation

Contacts and events

[Home](#) > [NHS Commercial](#) > [Sustainable procurement](#) > [Evergreen sustainable supplier assessment](#)

## Evergreen sustainable supplier assessment

The Evergreen Sustainable Supplier Assessment is an online tool which enables suppliers to engage with the NHS on their sustainability journey and understand how to align with the NHS net zero and sustainability ambitions, including those set out in the NHS net zero supplier roadmap.

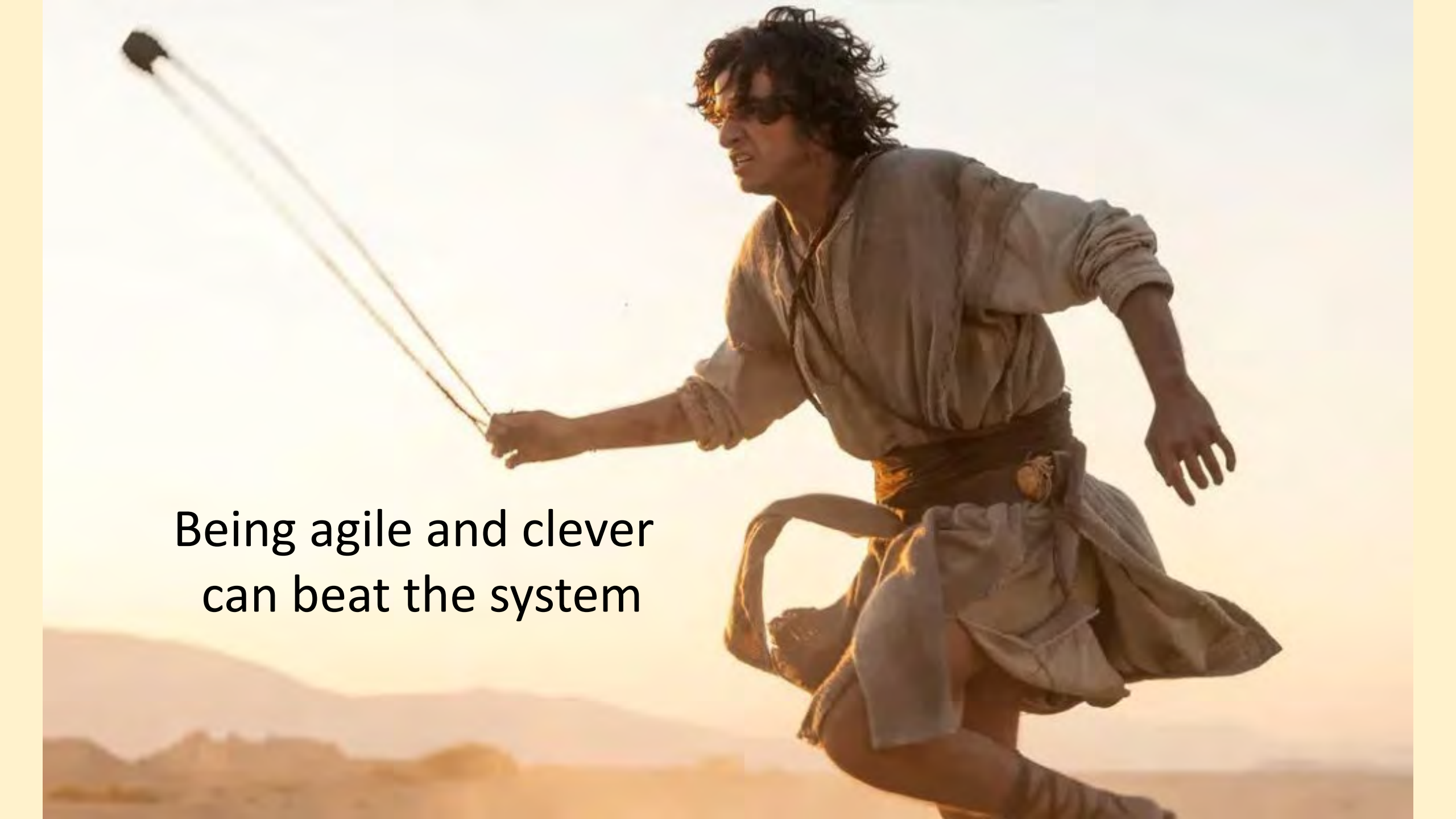
### Introduction to Evergreen

The Evergreen Sustainable Supplier Assessment is a self-assessment and reporting tool for suppliers to share sustainability information with the NHS, providing a single route for information and data sharing between suppliers and the NHS.

After completing the assessment, suppliers will receive a sustainability maturity score against NHS priorities, which signposts their current position and pathway to progress. The assessment has not been designed to be included as a scored or evaluated requirement in procurement. There are two exceptions which require completion of the Evergreen Assessment noted below:


Exception	Requirement	Rationale
NHS Supply Chain Frameworks	Suppliers on existing NHS Supply Chain Frameworks: Submission of the Evergreen Assessment is required by 1 February 2024.	Historically, NHS Supply Chain has required suppliers to complete the Carbon Waste and Water Reduction Assessment (CWW) on the NQC platform. CWW is replaced by the Evergreen Assessment to ensure alignment across the NHS and remove duplication for



A man with dark, curly hair and a determined expression is running across a desert landscape at sunset. He is wearing a light-colored, long-sleeved shirt and a dark sash. He is holding a slingshot in his right hand, and a small object is visible in the air, having just been launched. The background shows rolling hills under a warm, orange sky.

Being agile and clever  
can beat the system

# There are a few really good Contract & Tender Finding portals



Contract  
Finder  
Pro

NEW

Tender  
Ninja

Industries

Search Live  
Tenders

NEW

Market  
Analysis

Pricing

Free Trial

Log in

Have a question? Call us on 0333 772 0250

## Award Search

Contract Finder Pro helps you find out who won tenders

With our award search tool you can find who is winning public sector contracts  
Searching is via *keyword* or more advanced users can use *CPV codes*



"DSTL"

 Search

Last year ▾

 Jun 23rd 24 → Now

Locations (13)  

£ 0 → Max



Showing 1-10 of 47

Order By

Matched 47

 Prev **1** 2 3 4 5 Next 

Published Date (Desc) ▾

Contract Award Notice for RQ0000068676-DSTL Laboratory Information Management Systems (LIMS) Alpha Phase

Ministry of Defence 

48814400

Clinical information system 

Location  SP4 0JQ

Value £43,335

Duration 3.0 months

Contract Dates 1/05/2025 » 31/07/2025

Single Lot

4 Contractors Appointed

Closed : 5/3/2025

Finished

Contract Award notice for multiple suppliers (four) as per the advertised Statement of Requirement for LIMS Alpha stage: short-duration User Trials including information deliverables. Documents for Transparency within the Notice.

Award Criteria  
Not Specified

Published: 14/5/2025

Award

View



Cookies on ContractFinderPro.com [View Privacy Policy](#)

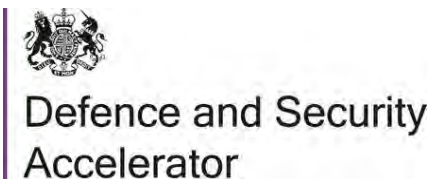
Allow Cookies

We use some essential cookies to enhance browsing experience, provide functionality and improve our services

We also use cookies set by other sites to help us deliver content from their services which includes data collection for ads personalisation



One route we often use is scan winning bids.... and try to sell to them



# BidStats

[Home](#) > [Tenders](#)

## UK – Mod Contracts

[Filters:](#)

mod

Refine Search

Found **217** notices in past **month**.

[Home](#) [Tenders](#) [Analysis](#) [Upgrade](#) [Login](#)



Live tenders

w/c 15 Jun 2025

[MOD](#)

<a href="#">Digital Decision Accelerators for Defence (DDAD) Open Framework</a>	notice	£180M
<a href="#">Pipeline Notice</a>	pin	£40M
<a href="#">UK4 - Tender Notice (Programme Cortisone: Laboratory Information Management System for Defence Medical Services' Deployments and...</a>	tender	£4.5M
<a href="#">CAN-BASE/096</a>	award: <a href="#">Computacenter</a>	£139K

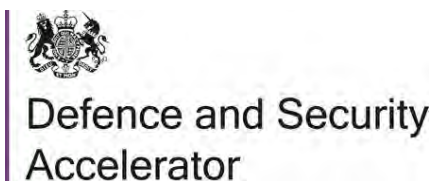
<a href="#">Enduring Capability (EC) Capability Sustainment (CapSus) - RFI</a>	pin	£60M
<a href="#">Secret and Future Delivery Manager (Core Delivery) - UK1</a>	pin	
<a href="#">Ethical Hacking Lot 1</a>	award: <a href="#">Hackerone</a>	£37.8M
<a href="#">Project Online Through Life Capability Management</a>		

[Digital Defence](#)

<a href="#">FUSECODE Delivery Support</a>	award: <a href="#">Apache ix</a>	£2.2M
<a href="#">EUS Test and Trials</a>	award: <a href="#">Eviden Technology Services</a>	£580K
<a href="#">ROSA Technical Support</a>	award: <a href="#">Actica Consulting</a>	£48.1K
<a href="#">MOD-wide Data Protection Training on Part 3 of the Data Protection Act 2018 - Law Enforcement...</a>	award: <a href="#">Bold Content Video</a>	£26.7K



One route we often use is scan winning bids.... and try to sell to them



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award: [Bold Content Video](#)

£26.7K

[Home](#) [Tenders](#) [Analysis](#) [Upgrade](#) [Login](#)



trusted to deliver



BAE SYSTEMS

Raytheon

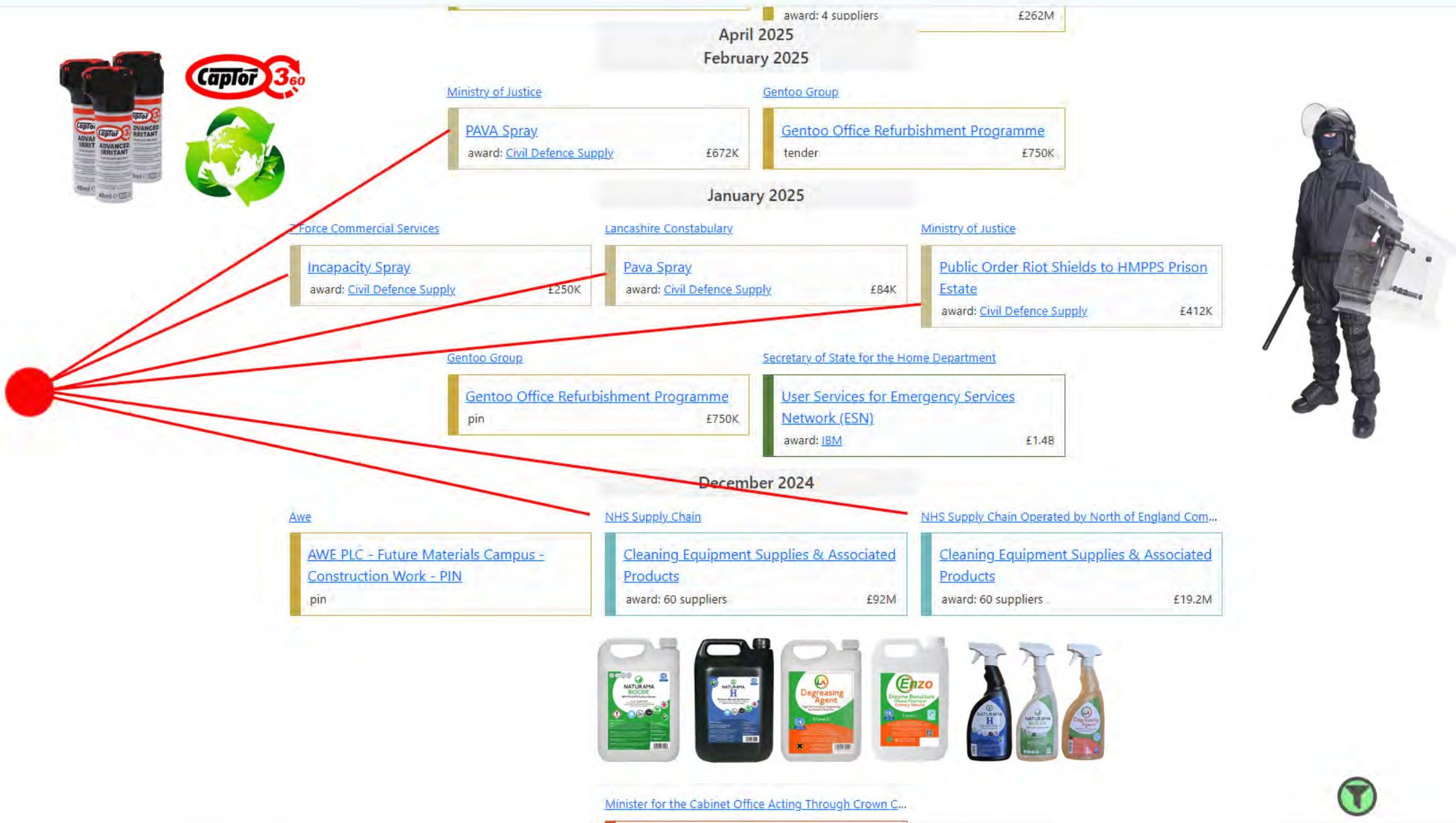
QinetiQ



serco  
Bringing service to life



# Our BitStats profile 2025





[Eiffage Kier JV HS2 Main Civils Works Lots C2 & C3](#)

[Network Rail Infrastructure](#)

[EKFB JV - T2G - Stop Logs](#)

tender

£250K

April 2025

[www Reactive & minor Works \(RMW\)](#)

[Framework](#)

award: 4 suppliers

£262M

February 2025

[Ministry of Justice](#)

[PAVA Spray](#)

award: [Civil Defence Supply](#)

£672K

[Gentoo Group](#)

[Gentoo Office Refurbishment Programme](#)

tender

£750K

January 2025

[7 Force Commercial Services](#)

[Incapacity Spray](#)

award: [Civil Defence Supply](#)

£250K

[Lancashire Constabulary](#)

[Pava Spray](#)

Source: [Contracts Finder](#)

Published: Wed 22 Jan 2025

Closed: Wed 01 Jan 2025

Use of the National Contract for the supply of Pava Spray put in place by Bluelight Commercial Ltd and appoint Civil Defence Supply as sole supplier of the spray under the Direct Award Procedure for the period 1st February 2025 to 31st January 2032. (The framework allows a maximum term of 7 years)

[prestor; weapons, ammunition; pava spray; pava; spray; civil defence supply; bluelight commercial ltd; 31st; the direct award procedure; the period 1st;](#)

7 year contract, ends Jan 2032

award: [Civil Defence Supply](#)

£84K

[Ministry of Justice](#)

[Public Order Riot Shields to HMPPS Prison Estate](#)

award: [Civil Defence Supply](#)

£412K



# 7 Year Contract

[Gentoo Group](#)

[Secretary of State for the Home Department](#)







Losing bids can be devastating...

**IN IT TO  
WIN IT!**





Why not look elsewhere








Why not look elsewhere  
**It's a Big World out there**



Failure is **not** an option

# There are 145 open-bid portals globally

An official website of the European Union How do you know? ▾

 European Union [Log in](#) [English](#)

## EU tenders

Ted • tenders electronic daily Supplement to the Official Journal of the EU

[Menu](#)  [Search](#)

More search options: [Advanced search](#) [Expert search](#) [Browse by subject ▾](#)

TED > Search results [Help](#) [Print](#) [Share](#)

### Search results

[Refine search](#)

**Search criteria**

Search scope: Active notices  
Full text: defender;  
Sorted by Notice publication number: Descending

[Edit search](#) [Save search](#) [Create Search Alert](#)

[Clear Selection](#) [Create notice alert](#) [Download](#) [Export list](#)

<input checked="" type="checkbox"/> Notice Number ▾	Description	Country ▾	Publication date ▾	Deadline for receipt of tenders ▾
Nothing found to display				





# There are 145 open-bid portals globally



NATO  
OTAN

NATO Support and  
Procurement Agency  
(NSPA)

## NSPA APPLICATIONS EPORTAL

Public AppsSubscriber AppsContact

Français

[Home](#)

# eProcurement

*Connects Business Partners*

RequirementFBO/NOIRFPOffersEvaluationContract Award

eProcurement



NATO  
OTAN

NATO Support and  
Procurement Agency  
(NSPA)

### PUBLIC APPS

#### eProcurement



The NSPA ePortal contains a new eProcurement module which in addition to an improved eBid application also hosts Future Business Opportunities – advanced notification of future large procurement opportunities and the ability to view and bid upon both Notices of Intent (NOIs) and Requests For Proposals (RFPs) for Infrastructure Projects.

#### Codification

### Public Apps

#### eProcurement

The NSPA ePortal contains a new eProcurement module which in addition to an improved eBid application also hosts Future Business Opportunities – advanced notification of future large procurement opportunities and the ability to view and bid upon both Notices of Intent (NOIs) and Requests For Proposals (RFPs) for Infrastructure Projects.

#### Codification

The NATO Codification System (NCS) uses a single 13 digit NATO Stock Number (NSN) to identify an item (or group of functionally interchangeable items) according to its form, fit and function. The NCS enables global identification of materiel and spares allowing quick identification of replacements. This method of cataloguing facilitates equipment interoperability while reducing inventory and simplifying the procurement process.

### Subscriber Apps

#### AFSC

The AFSC portal is an on-line business content management portal designed to support the Alliance Future Surveillance and Control (AFSC) community. Providing a secure means of sharing information within the AFSC community, the portal hosts a schedule of events and meetings, an electronic library, configuration control processes and technical documentation workspaces.

#### N@MSIS

The NATO @electronic Materiel Support Information System (N@MSIS) is the logistics portal for electronic Materiel Support Services for the NH90 and TIGER helicopters based on the AIA / ASD Specification 2000M for Materiel Management. The N@MSIS provides on-line access and automated functionalities to users from Participating States, NAHEMA, OCCAR, TIGER PD and Industries to access technical & commercial information, perform ordering activities and manage order life cycle from order placement up



# NSPA

NATO SUPPORT AND PROCUREMENT AGENCY


## BAUER Consultants

NCAGE Number U1NK2  
DUNS Number 221023273

InfoHub

LANDCYS

# There are 145 open-bid portals globally



English ? Help Center Log in Register

Home

Procurement Opportunities

Contract Awards

UNGM Pro New!

Supplier Code of Conduct

UN Standard Products and Services Code (UNSPSC)

Help Center

Knowledge Center

UN Procurement Statistics

## Procurement Opportunities

Title

Description

Reference

Published between

Deadline between

Active opportunities

☒ Only currently active

Organization

Beneficiary country or territory

Goods and services

Type of opportunity

Sustainable opportunities

Organization abbreviation

Type a country or territory

[Search codes](#)

☐ Not set ☐ Request for EOI ☐ Request for proposal ☐ Request for quotation ☐ Invitation to bid

☐ Request for pre-qualification ☐ Request for information ☐ Grant support

☐ Pre-bid notice ☐ Call for individual consultants ☐ Call for implementation









☐ Only sustainable


Search

Clear all

Save this search

Displaying results 1 to 15 of 1511

	Title	Deadline	Published	Organization	Type of opportunity	Reference	Beneficiary country or territory
 <a href="#">Express Interest</a>	UNDP/RFP/24/2025-TCCF-Trainings on Plastic Management	 04-Jul-2025 07:15 (GMT +4.00) Expires within 24 hours	18-Jun-2025	UNDP	Request for proposal	UNDP-NPL-00500	Nepal
 <a href="#">Express Interest</a>	RFP-072-IND-2025- Support Wool Processing and Development in Uttarkashi District	 04-Jul-2025 08:00 (GMT +4.00) Expires within 24 hours	13-Jun-2025	UNDP	Request for proposal	UNDP-IND-00611,1	India
 <a href="#">Express Interest</a>	SUPPLY AND INSTALLATION OF 30KVA INVERTER SYSTEM WITH SOLAR PANEL IN 2 LOCATIONS	 04-Jul-2025 08:00 (GMT +4.00) Expires within 24 hours	19-Jun-2025	UNDP	Invitation to bid	UNDP-NGA-01132	Nigeria
 <a href="#">Express Interest</a>	CONSULTANT NATIONAL ETUDE STRUCURATION DU CONSEIL NATIONAL JEUNESSE	 04-Jul-2025 08:00 (GMT +4.00) Expires	23-Jun-2025	UNDP	Call for individual	UNDP-NER-00492	Niger

 Help



Irrespective of Trump Tariffs  
the USA holds massive potential





My wife Linda and our Chief Trainer Kevin Ellis in Washington DC  
after the Capitol Siege, called to offer advice on riot control to US Capitol Police







Dear USCIS

## EB-2 VISA APPLICATION Eran Nicodemus BAUER

I am Ryan Schauf and I am a Sergeant with the United States Capitol Police Special Operations Division. I serve as a Member of the National Institute of Justice (NIJ) Special Technical Committee on Civil Disturbance Unit PPE, the Vice Chair of the Metropolitan Washington Council of Governments (MWCOG) Civil Disturbance Unit Subcommittee and a member of the American Society for Testing and Measurements E-54 Committee on Homeland Security Applications.

I am writing supporting the US Visa Petition of Mr Eran N Bauer and his wife Linda Bauer as spouse supporting his EB-2 petition, especially with references to his Extraordinary Abilities and his National Interest Waiver qualifications.

I understand that Mr Eran Bauer already holds a valid O-1 US Visa as a Person of Extraordinary Abilities and know that Eran and his wife supports new standards and product work relating to protecting our law enforcement and military personnel, which he is currently and active and effective member of work programs ongoing within the Department of Homeland Security under ASTM E-54 programs alongside the U.S. Department of Justice's National Institute of Justice (NIJ).

I can confirm that Mr Eran Bauer is a Subject Matter Expert in the area of Civil Disturbance and Public Order. Mr Bauer has worked in developing standards for Public Order equipment and training in the United Kingdom and throughout the world. Mr. Bauer has assisted the NIJ, MWCOG and ASTM E54 committees with his expert knowledge. Mr Bauer is seeking to relocate to the United States to assist in this endeavour with his extraordinary knowledge and skills from over 40 years of experience in Public Order.

At no time have we found a current U. S. Citizen his knowledge skills and abilities in this field. With Mr Bauer's assistance US Civil Disturbance and Public Order programs will be able to update equipment and tactics that have remained unchanged for over 20 years.

His participation as a US citizen would be of immense benefit to US law and order, Human Rights observance and especially public safety therefore fully warrants categorization as a National Interest Waiver applicant of exceptional ability.


*Ryan Schauf*

Tel: 240 427 7854

Email [rsshauf@gmail.com](mailto:rsshauf@gmail.com)



# US Freedom of Information gives Points of Contact and substantial data on Buyers names and emails, and Winner's data

 An official website of the United States Government [Here's how you know](#) ▼



U.S. Department of Defense

[News](#)

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## Contracts

[NEWS STORIES](#)

[FEATURES](#)

[FROM THE SERVICES](#)

[PRESS PRODUCTS](#)

[LIVE EVENTS](#)

[Contracts For June 20, 2025](#)

[Contracts For June 18, 2025](#)

[Contracts For June 17, 2025](#)

[Contracts For June 16, 2025](#)

[Contracts For June 13, 2025](#)

[Contracts For June 12, 2025](#)

### SEARCH CONTRACTS



Advanced ▼

Search

### PRESS PRODUCTS

Today in DOD

[Releases](#)

[Advisories](#)

[Transcripts](#)





 **Official U.S. Government Website**  
100% Free

### The Official U.S. Government System for:

#### Contracting

Contract Opportunities, Contract Award Reports ONLY from fpds.gov and Subcontract Reports (was FSRS.gov)

#### Wage Determinations

**Federal Hierarchy**  
Departments and Subtiers

#### Federal Assistance

Assistance Listings and Subaward Reports (was FSRS.gov)

#### Entity Information

Entities, Disaster Response Registry, Exclusions, and Responsibility/Qualification (was fapiis.gov)

#### Entity Reporting

SCR and Bio-Preferred Reporting

Are you searching for Federal Acquisition Supply Chain Security Act (FASCSA) orders?

[View FASCSA Orders](#)

### Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)



[Check Entity Status](#)

### Already know what you want to find?

Select Domain...

▼ e.g. 1606N020Q02



### Announcements

#### Records Retention Policy Impacts Old SAM Registration Data

May 21

In accordance with GSA records retention policy, SAM.gov registration data older than ten

### How to get a Unique Entity ID

 [Get a Unique Entity ID in SAM.gov](#)



## Sell to government

### Overview

### Step 1: Learn about government contracting

### Step 2: Compete for a contract

[Register your business](#)

[Certify as a small business](#)

[Become a Multiple Award Schedule holder](#)

[Market your business](#)

**[Research active solicitations](#)**

[Respond to a solicitation](#)

[What to expect during the award process](#)

### Step 3: Manage your contract

## Research active solicitations

Once you've [registered your business](#), and possibly [certified as a small business](#) and/or been [awarded a Schedule contract](#), it's time to research **active contract solicitations** for opportunities you want to pursue.


### How to find the right opportunity

Regardless of the industry you're in, you'll find contract opportunities by searching:

- Active [contract opportunities on SAM.gov](#)
- Schedule [contract opportunities \(for Schedule holders only\) on eBuy](#)


Contract opportunities are published as “**solicitations**.” A solicitation details the government's requirements, terms and conditions, and the evaluation factors they'll use to award the contract.

Read the solicitation classification, description, and any associated documents carefully to know if the contract will be:

- Set aside for small businesses or a particular category of  small business
- limited to an existing set of businesses
- Limited to businesses inside a geographic area
- Subject to any other competitive restrictions

The four common types of solicitations are:

- **Request for proposals (RFP)** is used to communicate the government's requirements and requests proposals
- **Request for quotes (RFQ)** is typically used to obtain price, cost, delivery, and related information from suppliers when the government anticipates it can fulfill its requirements using simplified acquisition procedures

 Can't find opportunities you're eligible for?

Revisit how to [gain access to contract opportunities](#).



## Search Federal Contracts

### Search Filters

Search Keyword

SEARCH RECORD TYPE

Opportunities

### Find SAM Registrations, Federal Solicitations, Opportunities and Contracts

Use the search filters on the left to begin your search.

Just looking for SAM vendor details? Try the [basic SAM Lookup](#).

### Finding and Managing Federal Contracting Opportunities Is a Challenge

There are many government websites to learn when researching contracting opportunities and most are archaic and difficult to navigate. USFCR solves this issue with the Advanced Procurement Portal (APP).

APP is a web-based contract management platform that simplifies researching and bidding on government contracting opportunities. APP has many features including:

- Live feed of opportunities based on your NAICS codes and location
- Registered vendor organization and tracking
- Government contracting personnel listing
- Awarded contract data for prospecting and competition analysis
- Saved searches and email alerts
- Combines EPDS, FedBizOps, EBO.gov, SAM.gov, and Contract Opportunities

Need Help?



## Search Federal Contracts

### Search Filters

riot

SEARCH RECORD TYPE

Contracts

NAICS CODE

NAICS Code

Apply Filters

Reset Filters

Looking for FEMA Contracts?

Powered by USFCR's  
Advanced Procurement Portal (APP)

Results: 50+

1 2 3 »

**47QSCC21A0001-47QSCC25F5ZVB [\$2,861.80]**

Awardee: W.W. GRAINGER, INC.

Awardee UEI: DBQGN324ULK3

Contract ID: 47QSCC25F5ZVB

Signed Date: 06/13/2025

**GS07F0577T-47QSWA25F0TWK [\$0.00]**

Awardee: SECURITY 20/20, INC.

Awardee UEI: E2RHG9EPXAQ5

Contract ID: 47QSWA25F0TWK

Signed Date: 03/04/2025

**SPE8E525V0698 [\$0.00]**

Awardee: BLUE WATER SALES LLC

Awardee UEI: T2VJMC5ZJM89

Contract ID: SPE8E525V0698

Signed Date: 01/16/2025

**19TTI025P0135 [\$46,800.00]**

Awardee: MISCELLANEOUS FOREIGN AWARDEES

Awardee UEI: LN9PU5M2YZN5

Contract ID: 19TTI025P0135

Signed Date: 01/16/2025

**47QSWA21D008H-47QSWA25F0MKY [\$1,588.59]**

Awardee: GALLS, LLC

Awardee UEI: G7DPAK2M4HP1

Contract ID: 47QSWA25F0MKY

Signed Date: 01/15/2025

**15B31025P00000024 [\$15,709.20]**

Awardee: GALLS, LLC

Contract ID:

Need Help?



[Return to Search](#)

#### Important Dates

Date Signed: **01/16/2025**  
Effective Date: **01/16/2025**  
Completion Date: **12/23/2025**  
Est. Completion Date: **12/23/2025**

#### Transaction Details

#### 2 Contract Offers

Dollars Obligated: **\$46,800.00**  
Base & Exercised Options: **\$46,800.00**  
Base & All Options: **\$46,800.00**  
Total Dollars Obligated: **\$46,800.00**  
Total Base & Exercised: **\$46,800.00**  
Total Base & All Options: **\$46,800.00**

#### This is a Simplified Acquisition Contract

**New PURCHASE ORDER 19TTI025P0135 awarded to MISCELLANEOUS FOREIGN AWARDEES for the amount of \$46,800**

Contract Type: **AWARD**  
Reference IDV: **Not Provided**  
Award ID: **19TTI025P0135**  
Solicitation ID: **Not Provided**  
NAICS Code: **561612 - Security Guards And Patrol Services**

#### Opportunity Description:

AWARD 19TTI025P0135 (46800.00) awarded to MISCELLANEOUS FOREIGN AWARDEES, for the amount of \$46,800.00 ARMADILLO RIOT SHIELDS

Agency	Set Aside
100183201: ACQUISITIONS - FSI	NONE
Office	PSC
ACQUISITIONS - FSI: ACQUISITIONS - FSI	4240
Vendor Name	Offers Received
MISCELLANEOUS FOREIGN AWARDEES	2
Vendor UEI	
LN9PU5M2YZN5	



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All Items

Search



# Engage SOF on Vulcan

ACTIVE CALL



## SUBMIT A SCOUT CARD TO: Engage with Capability Special Projects

### Engagement Objective:

Market Research

Open Date: 14 Apr 2025 : 01:00 BST

Deadline: 31 DEC 2025 : 23:59 GMT

Minutes

06

Days

09

Hours

00

### Collection Tags

- ☐ Command & Control
- ☐ Autonomy
- ☐ Automation
- ☐ Detection and Countermeasures
- ☐ Maritime
- ☐ Gps-denied
- ☐ Marine Systems
- ☐ Combat vehicles
- ☐ Positioning-Navigation-Timing (PNT)

### Description

#### Organization Overview

UK Strategic Command (UK StratCom), is a component of the U.K. Ministry of Defence (MOD), which provides the structure and organisation of the UK's Armed Forces. Cohering response to threats across all five domains - Sea, Land, Air, Cyber and Space. UK STRATCOM is also the Capability Sponsor and Integrated User for Joint, and enabling, strategic military capabilities, including UK Special Forces.

#### Call Overview

Capability Special Projects under UK STRATCOM is vanguarding Vulcan for UK adoption. Concurrently UK Industry has been encouraged to join the ecosystem. This call provides an opportunity for UK Industry to add scout cards, aligned with current priorities, upon joining the ecosystem.

This will allow UK Industry's to be visible, alongside existing Vulcan scoutcards, to UK Gov users as Vulcan is adopted.

#### Capability Special Projects Priority Areas

- Command, Control, Communications, Computers, Intelligence and Surveillance (C4IS)
- Any Platform, Any Domain; Autonomy and Counter Autonomy
- Operating in an EM Denied or Contested Environment including Alt-PNT
- Maritime (delivery of effects by, with and through)
- Operations in Denied Environments across all Domains
- Signature Management
- Data Superiority through Exploitation and Digitisation

### Submission Instructions

Please submit your scout cards by inputting **UNCLASSIFIED** information and answers. Each submission will be







[Emergency Information for American Citizens](#)

# CONTRACT SOLICITATIONS & PROCUREMENT

**Overview**

[Contract Solicitations London](#)

By **U.S. MISSION UNITED KINGDOM**

**OVERVIEW**

New US Embassy in London



USASPENDING.gov

Search Award Data

Explore the Data

Download the Data

Find Resources

RECIPIENT PROFILE

MISSION SUPPORT & TEST SERVICES LLC

Trailing 12 Months

Fiscal Year

Share

Overview

Transactions Over Time

Top 5

MISSION SUPPORT & TEST SERVICES LLC

Also known by 1 other name

Overview

This recipient is a child of MISSION SUPPORT & TEST SERVICES LLC

CHILD RECIPIENT

Total Awarded Amount

\$919.8 Million

from 48 transactions

View awards to this recipient

Face Value of Loans

\$0

from 0 transactions



USASPENDING.gov

Search Award Data

Explore the Data

Download the Data

Find Resources

RECIPIENT PROFILE

FLUOR INTERCONTINENTAL, INC

Trailing 12 Months

Fiscal Year

Share

Overview

Transactions Over Time

Top 5

FLUOR INTERCONTINENTAL, INC

Also known by 3 other names

Overview

This recipient is a child of FLUOR CORP

CHILD RECIPIENT

Total Awarded Amount

\$76.6 Million

from 44 transactions

View awards to this recipient

Face Value of Loans

\$0

from 0 transactions

Transactions Over Time

USASPENDING.gov

Search Award Data

Explore the Data

Download the Data

Find Resources

RECIPIENT PROFILE

ELECTRIC BOAT CORPORATION

Trailing 12 Months

Fiscal Year

Share

Overview

Transactions Over Time

Top 5

ELECTRIC BOAT CORPORATION

Overview

This recipient is associated with multiple parents in the dataset: WICO LIMITED  
Show 2 more

CHILD RECIPIENT

Total Awarded Amount

\$10.4 Billion

from 843 transactions

View awards to this recipient

Face Value of Loans

\$0

from 0 transactions

Details

Recipient Identifier	ETBEKJ4V9528 (UEI) 963737366 (Legacy DUNS)
Address	75 EASTERN POINT RD GROTON, CT UNITED STATES 06340-4905
Congressional District	CT-02
Business Types	Business Corporate Entity Not Tax Exempt Other Than Small Business Special Designations U.S. Owned Business





# Use our most excellent Trade Advisors and Trade Associations

Linda, expand your global reach – this week's export webinars



UK Export Academy - Department for Business and Trade

To: Eran Bauer

☺ ↩ Reply ↩ Reply all ➡ Forward 📧 ⋮

Mon 23/06/2025 8:33 AM



UK Defence &  
Security Exports



Ministry  
of Defence



Hi Linda,

Welcome to your weekly roundup from the UK Export Academy!

Whether you're just starting your export journey or looking to sharpen your global strategy, our expert-led webinars are here to guide you. Each session is packed with practical tips, market updates, and real-world advice to help you grow your business internationally.

Let's dive into what's coming up this week!

[Check out all of this week's events](#)

## THIS WEEK'S HIGHLIGHTS

**Why B2B eCommerce will help you reach your sales targets**  
Tuesday 24 June | 15:00 - 16:00

Join this session to learn how B2B eCommerce could become your strategic ally in achieving more sales for your business.

[Book now](#)

**How to successfully sell overseas with eBay**  
Wednesday 25 June | 12:00 - 13:00

Learn how to maximise your potential on one of the worlds best known marketplaces - eBay!

[Book now](#)



WHAT ELSE IS HAPPENING  
THIS WEEK



# MoD Export Sales Team at Larkhill

[Home](#)[Members Area](#) ▾[Export Support Team](#) ▾[Trade Missions](#) ▾[About Us](#)[Contact](#)[Register Here](#)

## About Us

UK Defence and Security Exports is part of the Department for Business & Trade. We have around 100 staff in London and another 27 members in our Export Support Team. We also have a small number of diplomatic posts overseas and have access to other overseas DIT/FCO staff.

## SME Engagement Team

Set up specifically to provide advice and support to UK SMEs in the defence, security and cyber security sector, the SME Engagement Team manages the UKDSE Export Faculty, organises smaller UK shows (such as DVD, DPRTE) and promotes a host of initiatives aimed at helping SMEs to internationalise. Contact the SME Team [here](#).

## Export Support Team (EST)

For queries about services provided by our specialised export support team of serving military based at Larkhill click [here](#) or visit our dedicated EST page [here](#).

## Regional Teams

UK Defence and Security Exports has two regional teams staffed by experts in their particular geographical areas and are the first point of contact for overseas customers and UK companies. These are:

- Region one which covers the Americas, Pacific and East Asia (contact RD1 [here](#))
- Region two which covers Europe, Middle East, Africa and Central and South Asia (Contact RD2 [here](#))

The teams provide focused government advice and they lead on all matters relating to the export of defence, security and cyber security and support specific industry-led overseas marketing campaigns.

The teams are supported by cadres of defence and security specialists who provide first hand advice on defence and security capabilities.

## Security & Cyber Security Team





Defence Export Sales Team @ Larkhill  
Numerus foreign delegations hosted over the year





Great idea to make  
Goliath into your friend





# NATURAMA **BIOCIDE**


## Making the World a Safer Place



UNITED NATIONS  
AUTHORISED SUPPLIER  
UNGM # 678896





A close-up photograph of a human hand, palm up, holding a small, realistic model of the Earth. The globe shows the continents of Africa, Europe, and Asia, with green landmasses and blue oceans. The hand is positioned at the bottom of the frame, with the fingers gently cupping the globe. The background is a soft, out-of-focus blue with many white, circular bokeh light spots. The text "The world is in your own hands" is centered over the globe in a white, sans-serif font.

**The world is in your own hands**



Size doesn't matter to win



Eran N BAUER MEPS FICPEM FISRM MIPS  
Director

*Thank you for listening.....*



**BAUER**  
CONSULTANTS





**BAUER**  
CONSULTANTS



[www.naturama-biocide.com](http://www.naturama-biocide.com)



[www.civil-defence.co.uk](http://www.civil-defence.co.uk)



# **Accelerating change – the growing use of high performance composites within advanced manufacturing**

- Dominic Hopwood, SHD Composite Materials





# SHD Composite Materials Group

Accelerating change – the growing use of high performance composites within advanced manufacturing



*...we are part of the team*

# Introduction to SHD

## Company

- Founded 2010, privately owned, supported by long term investors
- Supplying over 400 customers in over 40 countries worldwide
- Revenue approx. £50m p.a.

## Global Footprint

- 4 global sites
  - **UK** (Sleaford, Lincs) – Production, HQ, R&D
  - **Europe** (Krsko, Slovenia) – Production
  - **USA** (Mooresville, NC) – Production
  - **USA** (Tulsa, OK) – Production
- Central UK-based Technical Centre
- Different sites but same production equipment, processes and products
- Field sales and distribution networks across the globe

## Quality Assurance

- All sites accredited to ISO9001:2015 and EN9100:2018 technically equivalent to AS9100 Rev D Aerospace Accreditation



## Corporate Goal

- Leaders in Composite Materials through Service, Quality and Innovation

[www.shdcomposites.com](http://www.shdcomposites.com)



UK



UK Manufacturing, Warehouse and High-Volume Site

EU



EU Manufacturing

UK



Group Technical Centre

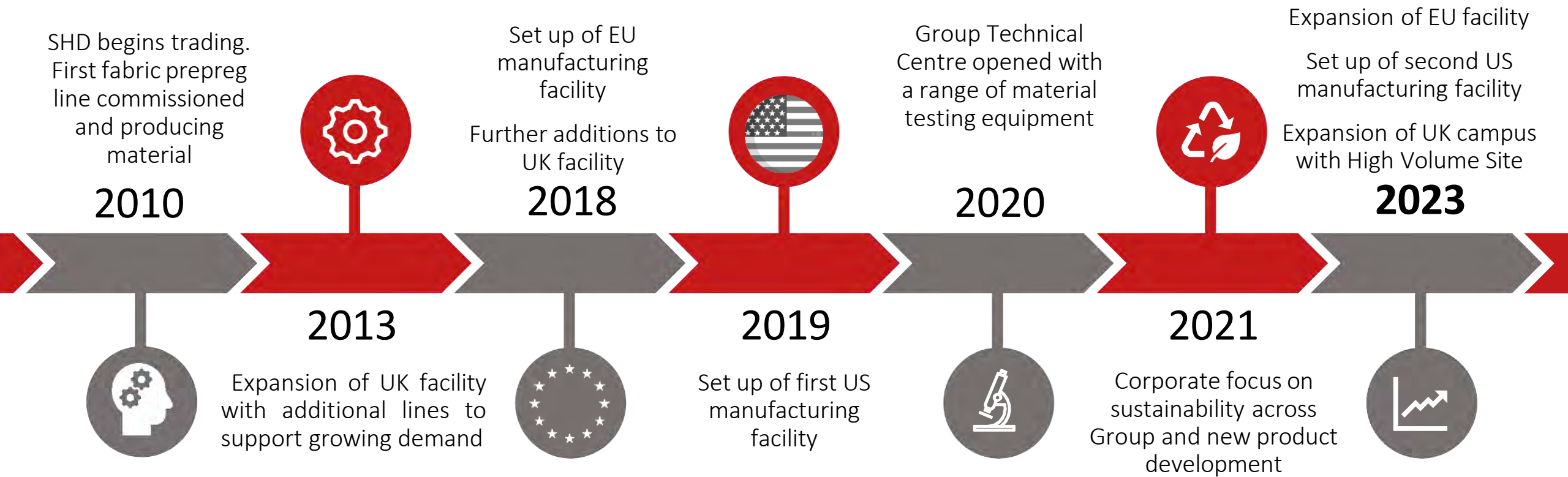
USA



US Manufacturing – Mooresville and Tulsa



# Company Timeline



**Head count**  
**x140**



**Output** (/WEEK)  
**x40,000m<sup>2</sup>**



**Turnover**  
**£40m**



**Production Lines**  
**7x FL, 2x UD**

# Manufacturing Capabilities

## Manufacturing/Service

- Hot melt prepreg fabric and uni-directional lines
  - Designed and built in-house
- Flexibility for 10m<sup>2</sup> to x 100,000m<sup>2</sup> batch quantities, maintaining excess capacity
  - Support trial volumes to full production (customers, R&D)
- Core strategy to maintain manufacturing lead times at max 2-3 weeks
- Highly experienced and reactive teams

## Products & Technology

- Comprehensive resin matrix range, in-house formulation
  - Development of specialist products through collaboration
  - Epoxy, cyanate ester, benzoxazine, BMI, vinyl hybrid
  - Market leading bio-resin product range
  - Specialist systems, out of autoclave, flame retardant, ultra high Tg
- Large range of fibre/reinforcement
  - Carbon, glass, aramid, natural fibres, reclaimed fibres
  - Strong supplier support
- Extensive in-house technical capabilities
- Corporate focus on sustainability





# Technical Support and R&D

## Group Technical Centre

- > £500,000 spent since 2020 to upgrade test facilities with purpose-built Technical Centre

## Material characterisation

- **Mechanical testing:** 30kN / 50kN / 250kN frames, with climatic chamber for elevated and sub-ambient temperatures
- **Thermal analysis:** DSC (Differential Scanning Calorimetry) (x3), DMA (Dynamic Mechanical Analysis), TMA (Thermo-Mechanical Analysis)
- **Rheology:** Rheometer (x2)
- **Accelerated weathering:** UV / humidity
- **Infrared:** FTIR / ATR

→ *Able to offer support for programme qualifications – full test packages*

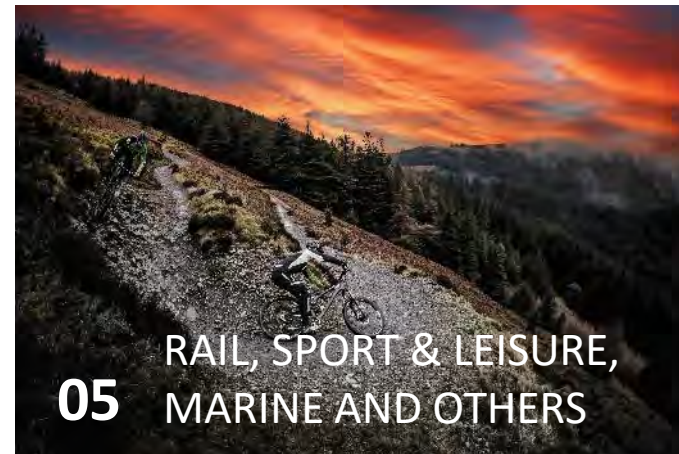
## Technical Support

- Highly experienced technical team for reactive customer support
- Autoclave, oven and press curing equipment (support, demonstration parts, prototyping)
- Fast turnaround of development trials for both internal and external projects

# Markets

## Market Sectors

- Supplying a wide range of advanced composite prepreg materials into a variety of global market sectors





# Markets: Motorsport



## **PS200 (bio-derived)**

Exceptional thermal and fire protection (high insulation, low combustibility) with service excursions possible over 400°C.

## **FRVC411 (FR epoxy)**

Toughened FR system with excellent FST properties. Dry Tg of 150°C onset. UL94 V0 rated.

## **MTFA400/500 Film Adhesives**

Medium cure adhesive films with service temperatures 110-150°C.

## **CEM100**

### **(Cyanate Ester) Brake Ducts**

Service temperature of 350°C from 250°C cure. Extended exposures to 400°C

## **MTC400 (epoxy)**

### **Engine, pressure pipes and structural components**

Toughened system with max dry Tg of 225°C and wet Tg of > 160°C. Excellent chemical resistance

## **MTC811 (epoxy)**

### **Impact and structural components**

Highly toughened with max Tg of 120°C. Excellent impact and fatigue performance.

## **MTC400-1 (epoxy)**

### **Structural and bodywork components**

Toughened system with Tg of 145°C (135°C/1hr) and after p/c max Tg of 205°C and excellent retention of properties up to 150°C.



# Markets: Automotive



## **FRVC411/MTC510FRB**

### **Battery Box and Fire Containment**

Versatile fire-retardant epoxy component systems with a low minimum temperature cure and increased toughness. Rated UL94 V0 rated in certain constructions.

## **PS200 (bio-derived)**

### **Battery Box and Fire Containment**

Exceptional thermal and fire protection (high insulation, low combustibility) with service excursions possible over 400°C.

## **MTFA400/500 Film**

### **Adhesives**

Medium cure adhesive films with service temperatures 110-150°C.

## **CEM100 (Cyanate Ester)**

### **Engine Bay/High Temperature**

Service temperature of 350°C from 250°C cure. Extended exposures to 400°C

## **MTC400/MTC400-1/**

### **MTC811 (Epoxy)**

### **Structural High Temperature**

Toughened systems. Excellent impact and fatigue performance. Widely used on structures and chassis.

## **MTB350 (bio-derived)**

### **Cosmetic and Trim**

30% bio-derived epoxy component system with an exceptional outlife at 20°C of 6 months. Ideal for use with natural fibres.

## **MTC510 (epoxy)**

### **Body Panels and Cosmetic/Trim**

Industry leading, high resin clarity and reduced susceptibility to discolouration for all visual applications. 130°C max dry Tg.

## **OPS/APS75 (epoxy)**

### **Body Panels**

Rapid deposition and versatile cure 2-part body panel material. Max dry Tg 140°C and 170 °C. Reduced pre-paint preparation with excellent retained stability.





# Markets: Aerospace



## **PS200 (bio-derived) Fire Containment**

Exceptional thermal and fire protection (high insulation, low combustibility) with service excursions possible over 400°C.

## **FRVC411 – Interiors and Fire Containment**

Versatile fire-retardant epoxy component systems with a low minimum temperature cure and increased toughness. Rated UL94 V0 rated in certain constructions.

## **FR308 - Interiors**

Sustainable solution. Highly flame retardant with exceptional FST and HRR performance. Compliant with CS 25.853 and EN45545-1 to HL3. Cost effective, more environmentally friendly alternative to phenolic and FR epoxy systems.

## **MTC510FRB Fire Containment**

General-purpose flame-retardant system

## **MTC510 - Systems**

General purpose epoxy system with a max dry Tg of 130°C. High quality, stable product widely used and proven for communications and antenna applications.

## **HTC400 - Structures**

Toughened epoxy system with an exceptionally high max dry Tg of 263°C and dry service at ~ 200°C.

## **MTB350 (bio-derived) Structures**

30% bio-derived epoxy component system with an exceptional outlife at 20°C of 6 months. Ideal for use with natural fibres.

## **MTC400/MTC400-1/MTC412 (Epoxy) Structural High Temperature**

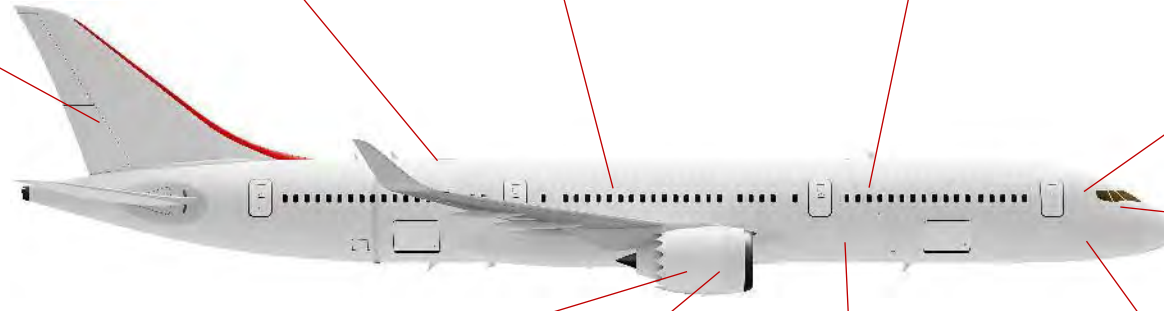
Toughened systems. Excellent impact and fatigue performance, and good chemical resistance. Typically used for components around the engine and pressure pipes.

## **CEM100/CEM160 (Cyanate Ester)**

**High Temperature/Space**  
Service temperature of 350°C from 250°C cure. Extended exposures to 400°C.

## **VTC401/VTC410 Structures/Systems**

Toughened epoxy systems with versatile curing and max (dry) Tg of 143°C and 190°C. Excellent for prototyping and series production, with good OOA processing capability.



# Markets: Sport & Leisure, Marine, Rail, and others

## Top Systems



### MTC510

Industry leading, high resin clarity and reduced susceptibility to discolouration for all visual applications.

### MTC275

General purpose system also with excellent optical clarity that can be OOA processed (with care) if required.

### MTC811

Highly toughened. Excellent for performance against impact and fatigue.

### MTB350

30% bio-derived epoxy component system with an exceptional outlife at 20°C of 6 months. Ideal for use with natural fibres.



### VTC401

Epoxy resin system designed to give an initial cure at low temperatures or snap cure at high temperatures with enhanced toughness, honeycomb bondability and higher service temperature, giving greater flexibility in component manufacture.

### MTC400-1

Toughened epoxy system used elevated temperature structures as has excellent retention of properties up to 150°C. Supported by extensive database.



### FR308

Highly flame retardant with exceptional FST and HRR performance. Compliant with CS 25.853 and EN45545-1 to HL3. Cost effective, more environmentally friendly alternative to phenolic and FR epoxy systems.

### FRVC411

Versatile fire-retardant epoxy component systems with a low minimum temperature cure and increased toughness. Rated UL94 V0 rated in certain constructions.



# Sustainability



**Sustainability is not a compromise, but a factor to be considered in every part of our proposed solutions.**

System	Application	Initial Cure	Outlife at 20°C (days)	Max Tg after post-cure	Description	Markets
<b>Tooling Prepreg – Low Temperature Cure</b>						
LTB300	Commercial low temp epoxy tooling with 30% bio content	45-60°C	2	181°C	Designed for faster cure at low temperatures whilst giving the potential for high temperature tooling.	
LTB310-1	Commercial low temp epoxy tooling with 30% bio content	45-70°C	4	201°C	Increasingly adopted for quick sustainability gains, offers an excellent combination of low temperature cure, high service temperature. Can also be supplied on natural fibre and FCH fabrics, but with handling limitations.	
<b>Component Prepreg – Low to Medium Temperature Cure</b>						
MTB350	Multipurpose 30% bio content system with exceptional outlife. For use with all fibre types, including flax	80-140°C	6 months	171°C	Enabling an incremental step towards a more sustainable composite solution whilst still providing the performance of conventional systems. Having the highly novel benefit of at least 6 months outlife at room temperature, further removing the cost and energy (CO <sub>2</sub> ) associated with frozen storage.	
<b>Component Prepreg – Flame Retardant</b>						
PS200	Bio-derived, highly flame retardant system for fire containment applications such as battery enclosures	100-130°C	21	280°C	Thermal and fire protection system with unique ability to cope with high pressures and rapid temperature excursions >500-1000°C typical of a Li-ion battery thermal runaway.	
FR308	Bio-derived, highly flame retardant system for interior structures, typically to replace phenolic resins	100-130°C	21	142°C	Highly flame retardant with exceptional Flame, Smoke and Toxicity (FST) and heat release rate (HRR) performance. CS 25.853 compliant for broad range of interiors applications including overhead bins, ceiling and floor panels, seat backs, galleys, ducts etc.	

# Sustainability – PFA



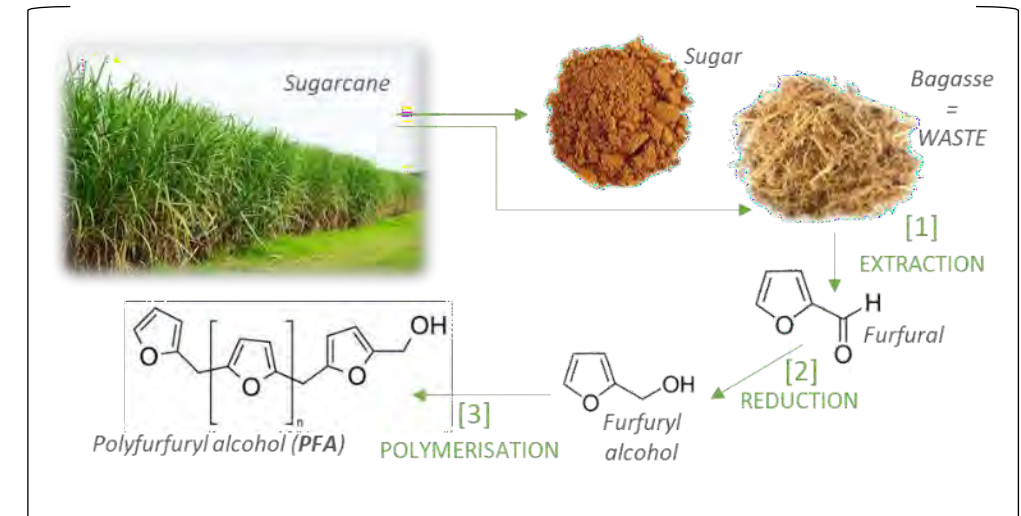
## Development

SHD have developed their own Poly Furfuryl Alcohol (PFA) systems. Up to 98% bio-based and yielding technical benefits with:

- class leading flammability
- high temperature performance
- significantly improved LCA credentials over the incumbent petrochemical equivalent

## Key Benefits

- Manufacturing using a by-product of cane sugar production
- Derived from waste stream – no dedicated land / resource usage
- Secured supply chain – no fossil fuel derivation. Huge source material availability.
- No hazard phases, formaldehyde-free, phenol-free
- No Hazardous Substances, “free FA” (furfuryl alcohol) reduced < 0.1%
- Fully REACH compliant
- No VOC’s, curing only produces water
- Exceptional thermal and fire protection with service excursions possible over 400°C
- Highly flame retardant with exceptional FST and HRR performance
- Compliant with CS 25.853 and EN45545-1 to HL3
- Cost effective, more environmentally friendly alternative to phenolic and FR epoxy systems



*Bio-resin converted from food industry waste*



INTRODUCING

PS200

Fully Bio-Derived  
Fire Retardant System



Multi-purpose component PFA prepreg system



Certified 99% bio-derived from renewable by-product



Excellent Thermal properties – very low combustibility



Long term service temperature up to 250°C



15-minute abuse temperature resistance up to 1500°C



Mechanical performance equal to fully fossil fuel alternatives



Natural flax, flax based hybrids and all standard reinforcements\*



Extensive supporting characterisation data



Reduced carbon footprint solution\*\*

# PS200 - Properties and applications



**Test start**



**15mins**

- Heat shielding: > 250°C service temperature after post-cure.  
Good alternative to cyanate esters
- Flame barrier: 1100°C, 15min engine fire test\*  
no burn-through.
- ISO 2685 “Environmental Test Procedures for Airborne Equipment – Resistance to Fire in Designated Fire Zones”, and
- AC 20-135 “Powerplant Installation and Propulsion System Component Fire Protection Test Methods, Standards and Criteria, Revised 1990”
- UL94 V0 rating (vertical flame propagation test).
  - High performance engine bays / exhaust systems
  - Sustainable mobility – battery enclosures
  - Missile launchers
  - Cladding, panelling, insulation (interiors / exteriors)

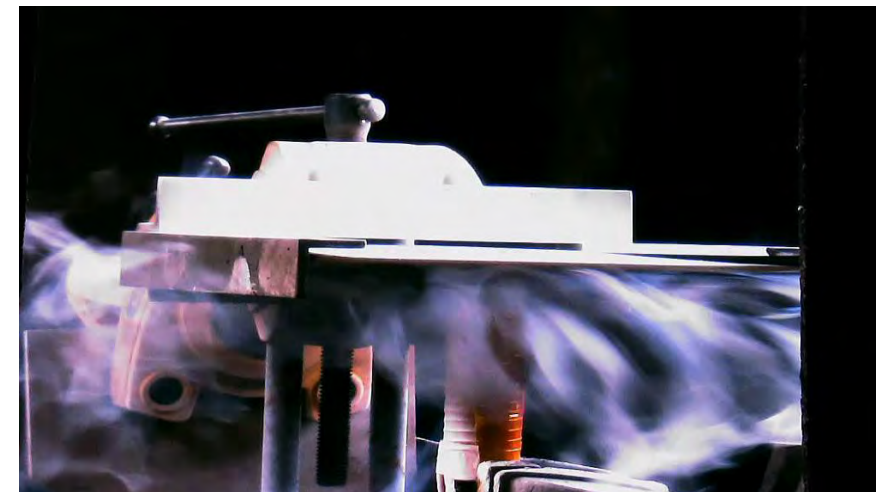
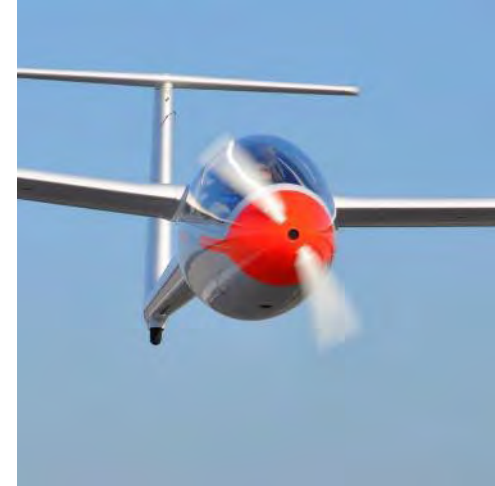


# SHD's bio-derived PS200 used for fire protection in series sailplane battery box production

SHD Group's unique **PS200 bio-derived prepreg system** has been chosen by Albatross Fly d.o.o. (Slovenia) for the construction of battery boxes supplied for the serial production of **FES (Front Electric Sustainer) electric propulsion systems**. FES systems are highly efficient self-launch and self-sustainer propulsion system for electric powered sailplanes, developed and produced by another innovative Slovenian company, LZ Design.

The application of SHD's PS200 in the constructions of the FES battery box has enabled the development of a very lightweight and compact propulsion system, while providing remarkable protection against the potential for the very high temperatures, pressures and fire that would be seen in the event of a battery thermal runaway reaction. As a result, the FES system has achieved the necessary **EASA Type Certification**, with over 240 sailplanes, of 11 models and from 7 different manufacturers currently equipped with the novel propulsion system

As well as providing a quite unique combination of lightweight properties, thermal performance and fire protection, PS200 resin is derived from a by-product of sugar cane processing and as such provides a highly sustainable and low carbon raw material source. A very obvious choice for designers looking for more sustainable material solutions around electric flight



# In summary..... Sustainable PFA systems

SHD have developed a range of Poly Furfuryl Alcohol (PFA) systems. This up to 98% bio-based material yields technical benefits with regards to its class leading flammability and high temperature performance as well as significantly improved LCA credentials over the incumbent petrochemical equivalent.

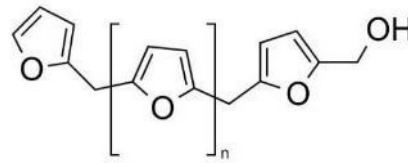


## BIO BASED

Feedstock material is a by-product of sugarcane production



*Bagasse*



*Polyfurfuryl alcohol (PFA)*



*Prepreg*



## HEALTH & SAFETY

No solvents or hazardous chemicals used in the production



## TESTED

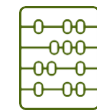
Certified to have passed numerous industry FST tests and standards

**99% biobased**  
advanced  
composite

PFA + **Flax** fabric

PFA + **Carbon** fabric

40% biobased  
**semi-structural**  
**Fire resistant**  
components



## DATA

Extensive mechanical and LCA information gathered






# Thank you for listening.

## Any questions?

SHD Composite Materials Group...

*...we are part of the team*

### Phone

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 **Slovenia** +386 82 012 059  
 **USA** +1 (704) 626-6876

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**US General Enquiries**  
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**Technical Enquiries**  
[technical@shdcomposites.com](mailto:technical@shdcomposites.com)

**Speaker**  
[dhopwood@shdcomposites.com](mailto:dhopwood@shdcomposites.com)

### Follow us

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# Lunch and Networking

- Back at 13.30



# Funding Opportunities with the Defence & Security Accelerator

- Jas Shanker, DASA



Defence and Security  
Accelerator

## Funding Opportunities with DASA

### GLEAM: Manufacturing for Defence

9<sup>th</sup> July 2025

Jas Shanker

Innovation Partner – East  
Midlands



@DASAccelerator



Defence and Security Accelerator



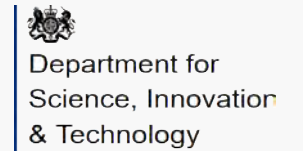




# Our Mission

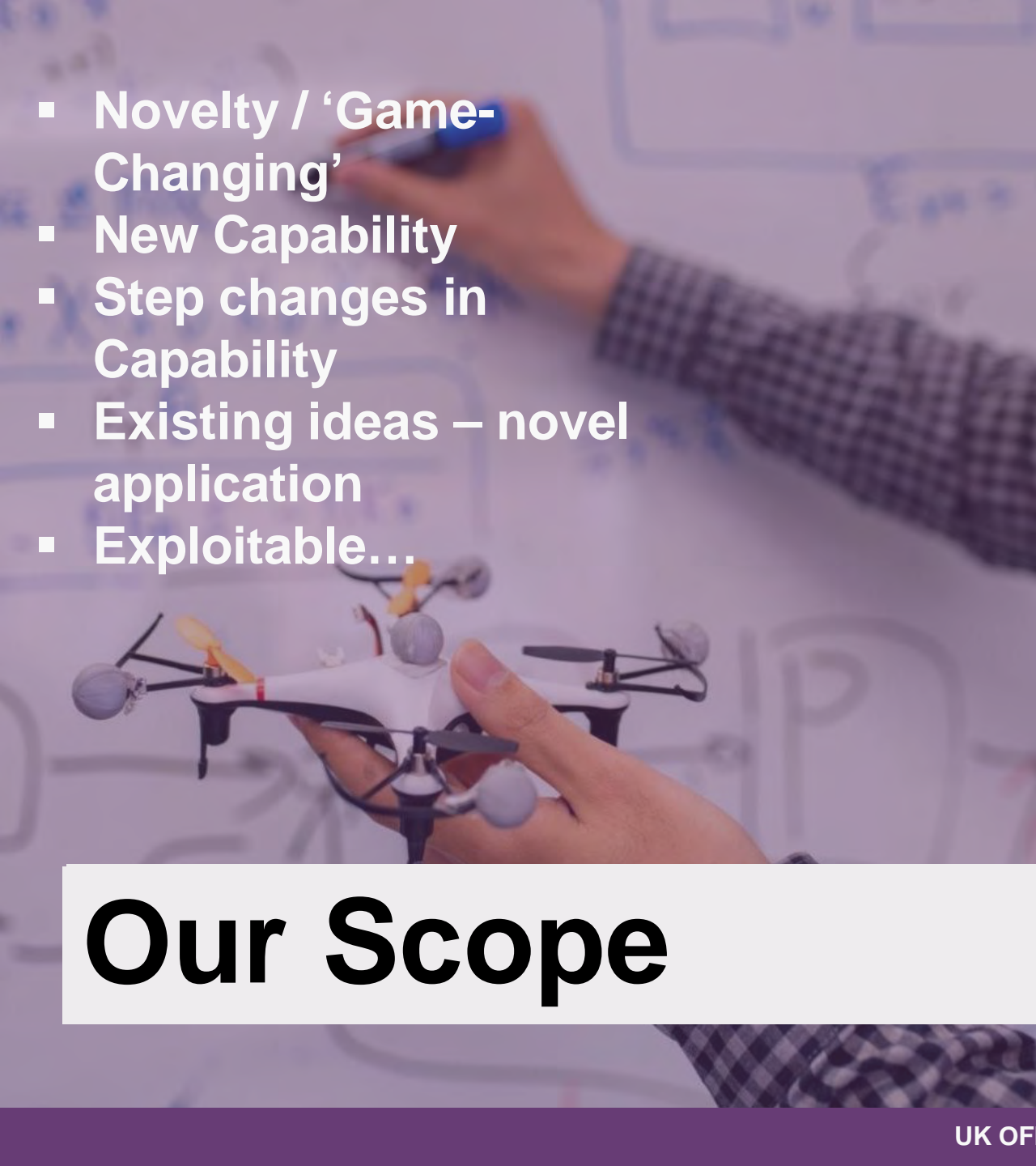
ABOUT US

We **find** and fund exploitable innovation to support UK Defence and Security quickly and effectively, and support UK prosperity.



# Our Customers



- 
- Novelty / ‘Game-Changing’
  - New Capability
  - Step changes in Capability
  - Existing ideas – novel application
  - Exploitable...

# Our Scope

DASA is **open to anyone with a good idea**, we support innovators based in the UK or overseas.

We are interested in:

- Any size organisation
- Any type of science and technology, non-technology ideas, products or services:
  - Air, Land, Sea (Subsea), Space and Cyber
  - Long and broad list of subjects
- A broad range of maturity levels
  - TRL 1-6 Product Development
  - TRL 7-9 Business Development

**DASA is set up to accelerate innovative ideas towards impact and help businesses succeed.**

- **Innovation Partners** provide advice and guidance (including Bid Writing)
- **Intellectual Property** stays with the innovator
- **Quick**, simple contracting process – **mini steps...outlines/expressions of interest**
- **100% funding** through Open call and Themed Competitions
- Project Managers and Technical Partners to support delivery of the projects
- Post-funding support to help SME and Academia pull ideas through to impact



# Innovators



**130+**  
Competitions



**650+**  
Innovators  
supported



**1600+**  
innovations  
accelerated



**+£300m**  
Invested in  
innovation



**6579**  
Proposals  
Received



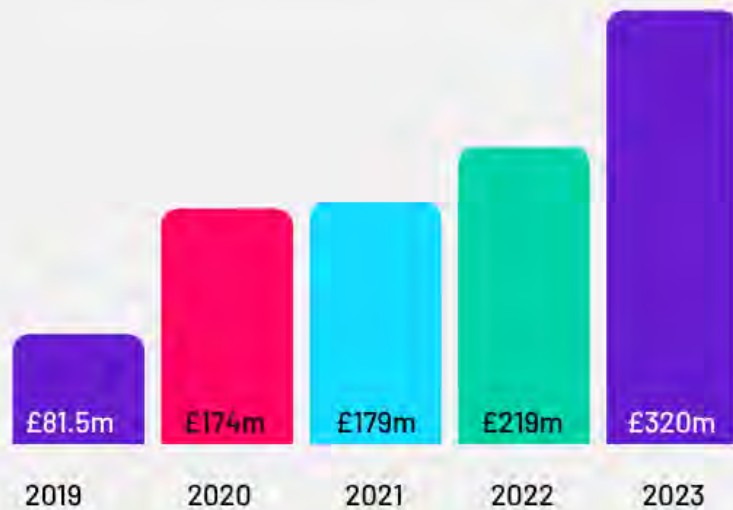
**40%**  
of recipients are  
new to DASA



# Supporting UK Growth

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Total Gross Value Added (GVA) generated by DASA-funded SMEs after receiving DASA funding (2019-2023)





# What do we offer?

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## Finding Innovation

- Market Explorations
- Innovation Portal
- Innovation Outlines
- Ideas Marketplace



## Funding innovation

- Open Call for Innovation
- Themed Competitions
- Defence Technology Exploitation Programme



## Building the business

- Access to mentoring and Finance
- Defence innovation Loans

**The Open Call offers innovators the opportunity to submit any idea that help with defence and/or security challenges.**

- Open Call
  - Defence Rapid Impact
  - Security Rapid Impact (on hold)
- Open all year round, with assessment dates scheduled across the year
- Open to any idea, concept, technology or service, aiming to reach TRL6/7
- Duration <24months
- Funding <£350k, typically £200-300k
- Innovation Focus Areas (IFAs) identify specific challenges



**Customer  
Push**

**Open Call for Innovation**





**DASA's Themed Competitions enable Defence and Security customers to reach into industry and academia to find innovative solutions to specific challenges.**

- Based on need and launched throughout the year (12-20 per year)
- Often multiphase
- 100% funding
- Access to Project Manager and Technical Partner for the length of your project
- Demonstration event to stakeholders at the end of the project



**Customer  
Pull**

**Themed Competitions**

## The Defence Technology Exploitation Programme (DTEP) helps SMEs join the defence supply chain through partnering with a Higher Tier supplier.

- Up to 50% grant funding to SMEs for supply chain development projects up to £1M (max £500K grant)
- Projects are aligned with MOD Enduring Capability Challenges
- The Higher Tier supplier contributes time and resources to work with the Lower Tier supplier
- The Higher Tier supplier will get early access to novel materials, technologies or processes

ON HOLD

**DTEP**  
**SERVICES**



**Defence Innovation Loans are designed to help SMEs commercialise their mature defence solutions.**

- Exclusively for SMEs
- Innovations must be at TRL 6 or above
- Loans from £100,000 - £1million
- Loans can cover up to 100% of project costs to aid commercialisation of the solution
- Below market interest rate, 7.4%
- In partnership with Innovate UK



## **Defence Innovation Loans**



## Open now

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- Open Call – Defence Rapid Impact
  - Cycle 3 – open now, closes 23<sup>rd</sup> September 2025
- AUKUS – Maritime Communications, Stage 2
- Innovation in Support to Operations – Phase 2 ...multiple cycles to August
  - UAS Propulsion
  - Repair of 155mm Artillery barrels
  - Autonomous navigation systems for UAS and USVs
  - Seekers
  - UAS detect and destroy





# Strategic Defence Review (SDR) - vision for UK Defence

**The SDR vision is to make Britain safer, secure at home and abroad. A shift in deterrence and defence to:**



**Move to warfighting readiness** – establishing a more lethal “integrated force” equipped for the a future and strengthened homeland defence.



**Engine for growth** – driving jobs and prosperity through a new partnership with industry, radical procurement reforms and backing UK businesses.



**‘NATO first’** – stepping up on European security by leading in NATO, with strengthened nuclear, new tech and updated conventional capabilities. Funding opportunities – NATO DIANA



**UK innovation driven by lessons from Ukraine** – harnessing drones, data and digital warfare to make our Armed Forces stronger and safer.



**Whole-of-society approach** – widening participation in national resilience and renewing the Nation’s contract with those who serve.

# Innovation and Industry: A New Approach for Deterrence and Growth'

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**“To deliver our vision for UK Defence, business as usual is no longer an option.”**

Streamlining Procurement	Two new Innovation Structures	Partnerships Driving Growth
<ul style="list-style-type: none"><li>• Mainstreaming rapid practices proven effective in Ukraine support</li><li>• Streamlined Procurement Pathways</li><li>• Segmented approach to procurement</li><li>• 10% of equipment procurement budget dedicated to novel technologies annually</li></ul>	<ul style="list-style-type: none"><li>• Defence Research &amp; Evaluation</li><li>• UK Defence Innovation (UKDI) organisation</li></ul>	<ul style="list-style-type: none"><li>• Defence and Security clusters (RDSCs)</li><li>• Industry engaged as partners from concept stage</li><li>• International collaboration through AUKUS, GCAP and NATO partnerships</li></ul>



# UK Defence Innovation

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The new UK Defence Innovation organisation should shape and draw on external innovation expertise to:

- Find commercial solutions – including dual-use technologies
- Drive the adoption of innovation
- Coordinate a set innovation hubs across Front Line Commands and innovation competitions through DASA
- Be responsible for supporting local-national partnerships
- Build relationships with other Government departments
- Pivot to outcome-based partnerships



# Meet the Team

Our Innovation Partners help innovators throughout the UK and abroad understand opportunities across the defence and security community.

How to contact us:

- Visit [www.gov.uk/dasa](https://www.gov.uk/dasa) and click 'Get in touch with DASA'
- Submit an 'Contact DASA' form
- Attend regional outreach events
- Follow us on social media



Andrew Peaty  
West Midlands



Clare Green  
Yorkshire and  
Humber



Jas Shanker  
East Midlands



Duncan Sime  
North West



Mike Madden  
South West



Anna Taylor  
North East



Mark Helicker  
South East



Paul Alderton  
London



Vicki Savage  
East of England



Tom Adamson  
Wales



Deb Carr  
Scotland



Tony Collins  
International



## Contact us

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[www.gov.uk/DASA](https://www.gov.uk/DASA)



[accelerator@dstl.gov.uk](mailto:accelerator@dstl.gov.uk)



01980 950000 option 3



@DASAccelerator



Defence and Security  
Accelerator

# Questions

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# Mosquito in the Room

- Tony Norton, Nortrak Ltd

# Nortrak

Connecting things...





## The Mosquito in the room

This small seemingly insignificant thing can cause a significant disruption or impact?



## The Mosquito in the room

Imagine this principle in a Military context.

Small things can have a disproportionately large impact.





## The Mosquito in the room

Sept 2024 - a series of attacks targeted Hezbollah members in Lebanon using exploding pagers and two-way radios.



## The Mosquito in the room

Devices were modified and introduced back into the supply chain to get them to the front line for maximum effect.





## The Mosquito in the room

In early 2025, Ukrainian military intelligence conducted a similar operation involving the sabotage of Russian drone pilot goggles with hidden explosives.



## The Mosquito in the room

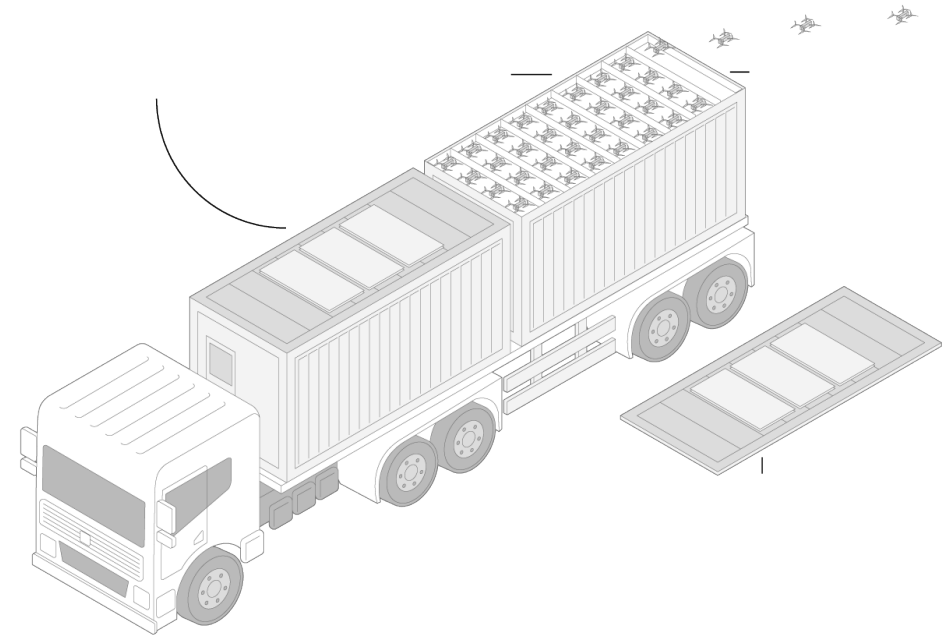
At least eight Russian soldiers were injured as a result of the explosions.





## The Mosquito in the room

Last month, Ukraine launched an assault on Russian air bases, using over 117 drones to destroy over 40 military aircraft valued at over \$2 Billion.



## The Mosquito in the room

Modified containers had a remotely controlled roof that reveals drones. Each drone had a dedicated pilot.

At a predetermined time the attack was launched

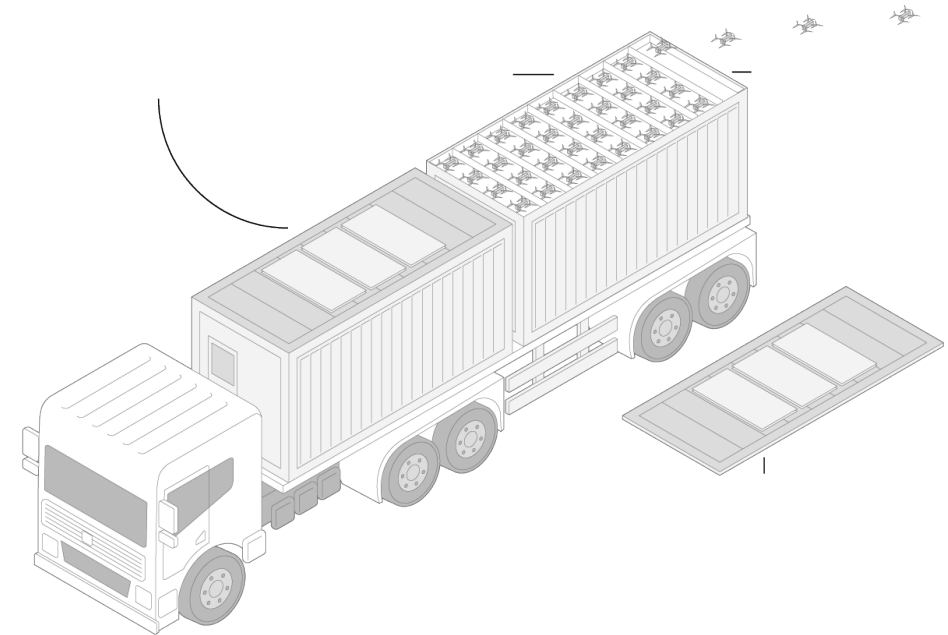






## The Mosquito in the room

The containers were shipped by Russian hauliers who were contracted to deliver containers to sites close to the airfields,





## The Mosquito in the room

The effect, in all examples was devastating.

All cases involved inserting products that had been “Modified”

Into the decentralised supply lines so they end up being used by unsuspecting Victims.

## The Mosquito in the room

Securing supply lines in war or peace is crucial for military success, as armies rely on a steady flow of resources like food, ammunition, spares, and fuel etc. to operate effectively.



## The Mosquito in the room

Warfare, particularly by our adversaries, will be very different in the future.

The Mosquito is definitely in the room...



## A Better Mousetrap

**“Build a better mousetrap, and the world will beat a path to your door.”**



A metaphor about the power of innovation...



## A Better Mousetrap

At Nortrak we helped build a better one



## A Better Mousetrap

Let me show you how Nortrak helped make a better Mousetrap by our enhancement of an already great APK Industries (APKI) product.





## A Better Mousetrap

This is an APKI suitcase generator built to supply vulnerable customers of the UK Power Distribution Network Operators (DNO's)



## A Better Mousetrap

They proved popular – with thieves

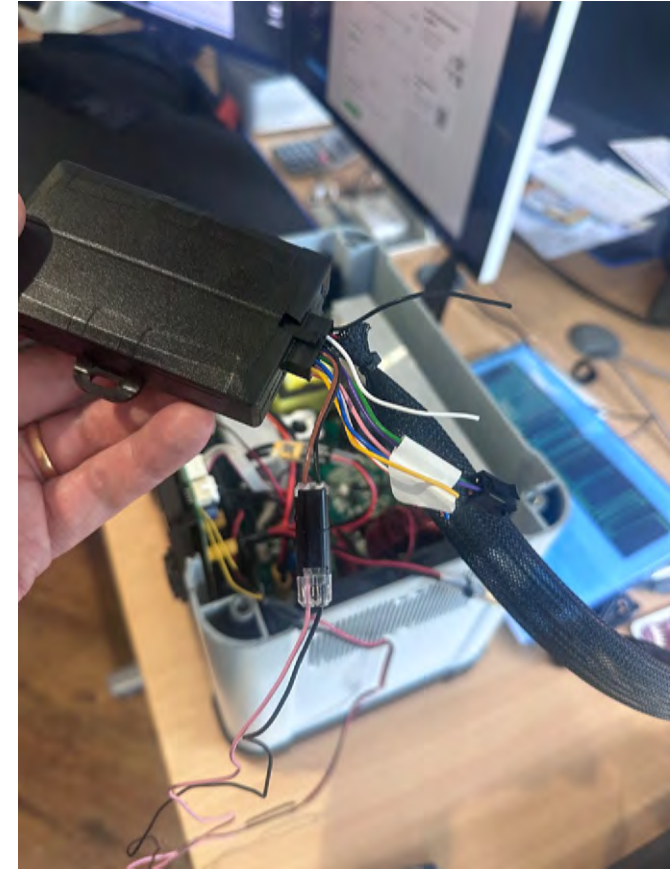
They were mis-used





## A Better Mousetrap

Can we fit a tracker?



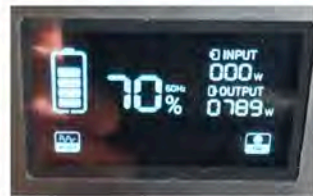
## A Better Mousetrap

What else may be possible? – for instance, could we show the remaining battery power in % ?





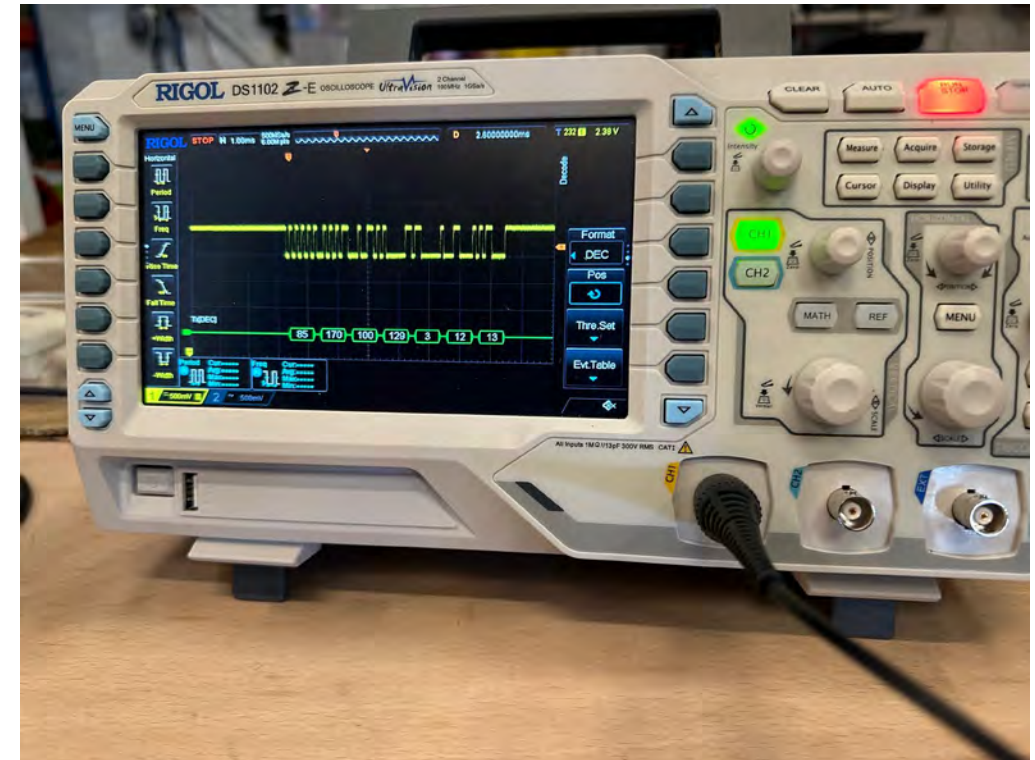
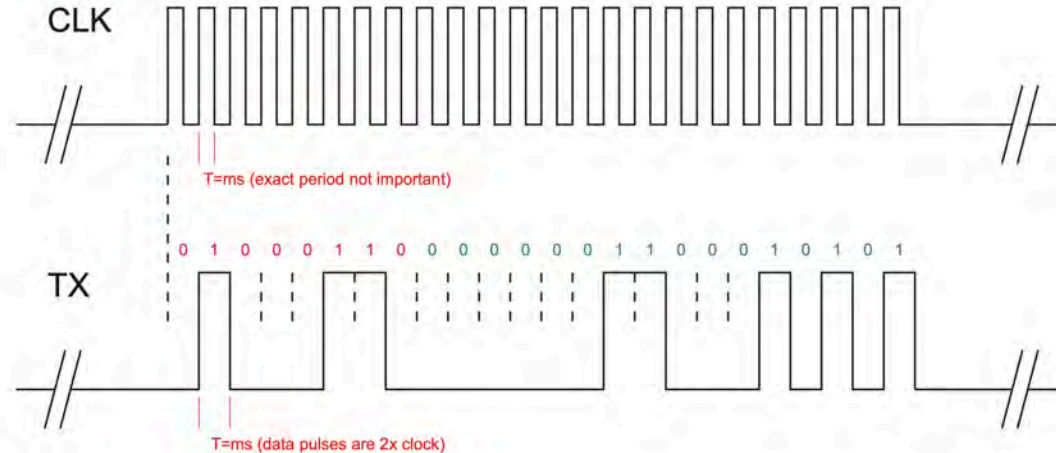
# A Better Mousetrap



## Method 1: Clock & Data

Battery: 70 = 01000110  
Output: 789 = 00000011 00010101  
TX = 01000110 00000011 00010101

24 bits of data to be transmitted every few seconds.



## A Better Mousetrap

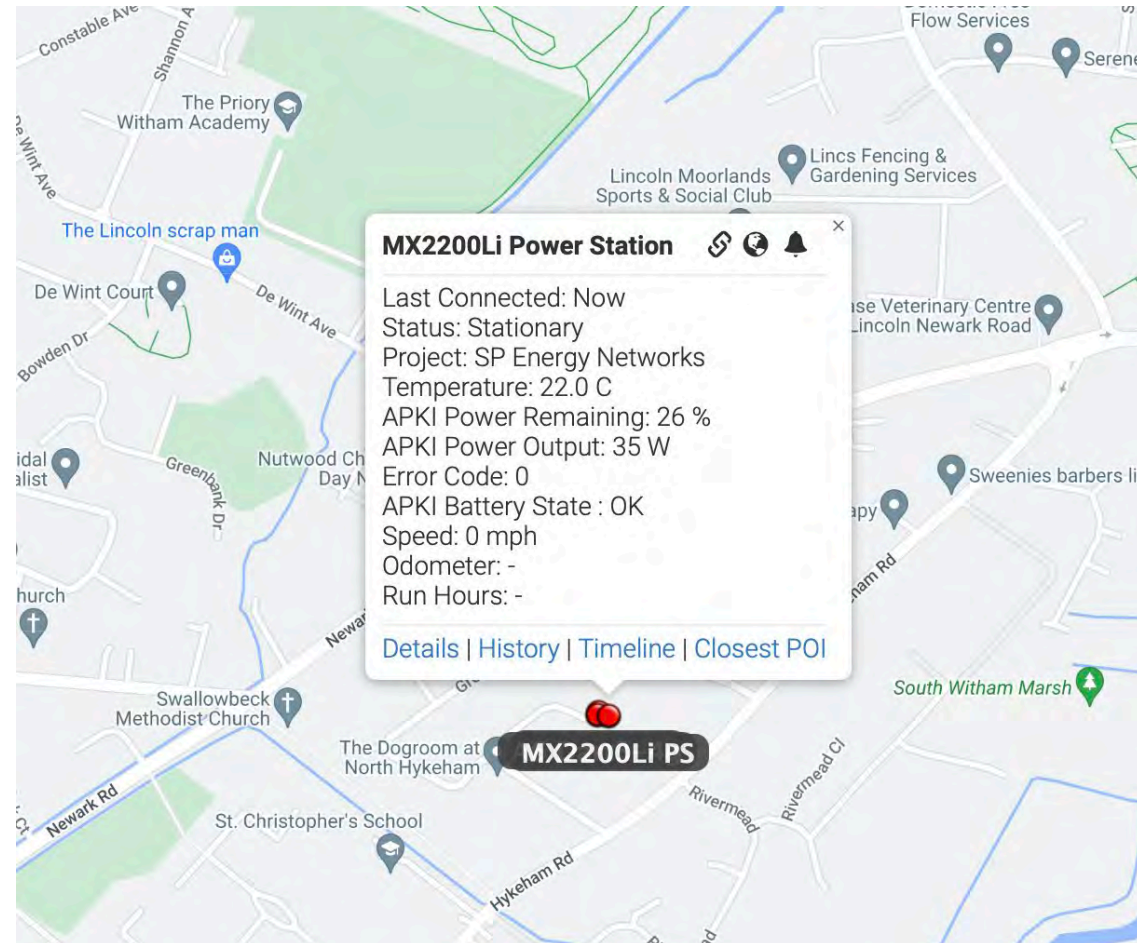
Data from the front display panel is now available remotely





## A Better Mousetrap

Data from the front display panel is now available remotely



## A Better Mousetrap

From APKI client's perspective, this was a game changer...

It turned these generators into smart, accountable assets.

**A Far Better Mousetrap!**



## Tracker Capabilities & Use cases

- Location, Tracking, Security
- Measure Rotations, Angles, Tilts, Shocks & G-Force
- Monitor Temperature, Humidity, Movements

## Tracker Capabilities & Use cases

### Baker Hughes

- Revenues in excess \$20.7 billion
- Deployed Trackers Worldwide
- Built into the Radiation Monitoring  
Overpack units - Evidential Tracking





# Tracker Capabilities & Use cases

**BRIDON · BEKAERT**  
THE ROPES GROUP

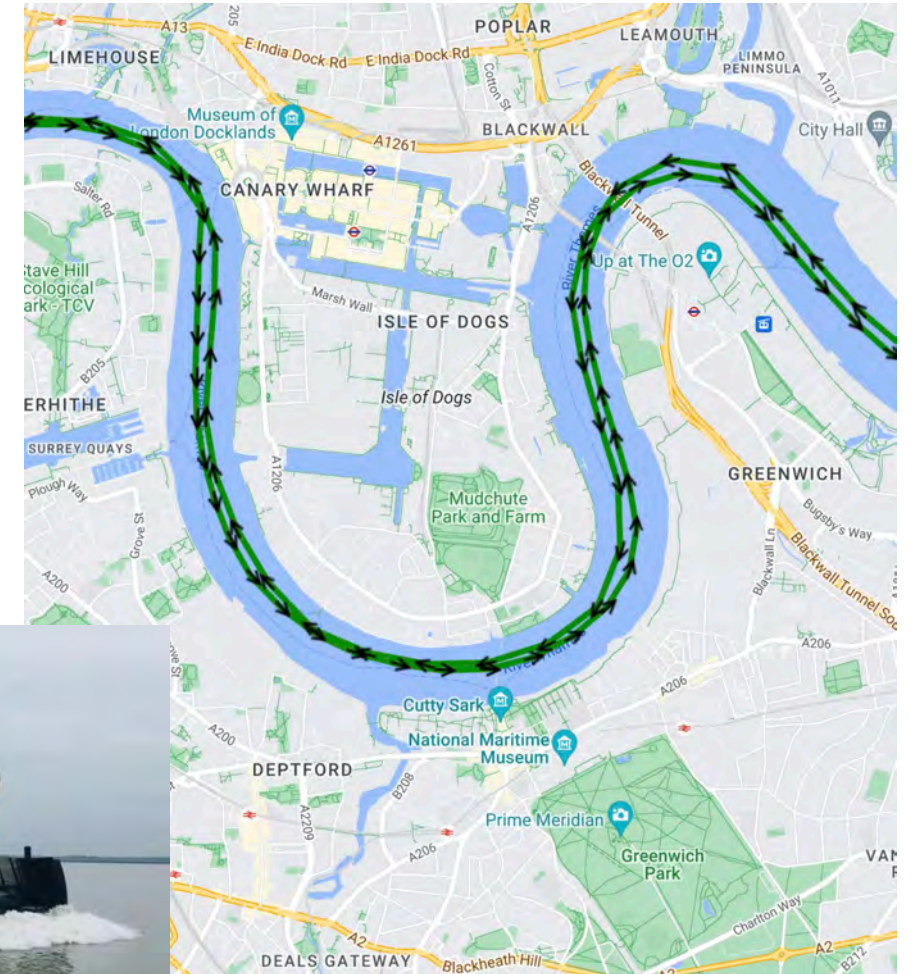
- Revenues in excess of €5 billion
- Rotation & Angle Measurement
- High G-Force events
- Temp & Humidity Monitoring
- Regular Rotation Alerts



# Tracker Capabilities & Use cases

**ISC | CONTRACTING**

- Bulk Barges River Thames & Central London
- Coordinated Logistics with HGV vehicles
- Minimises Environmental Impact



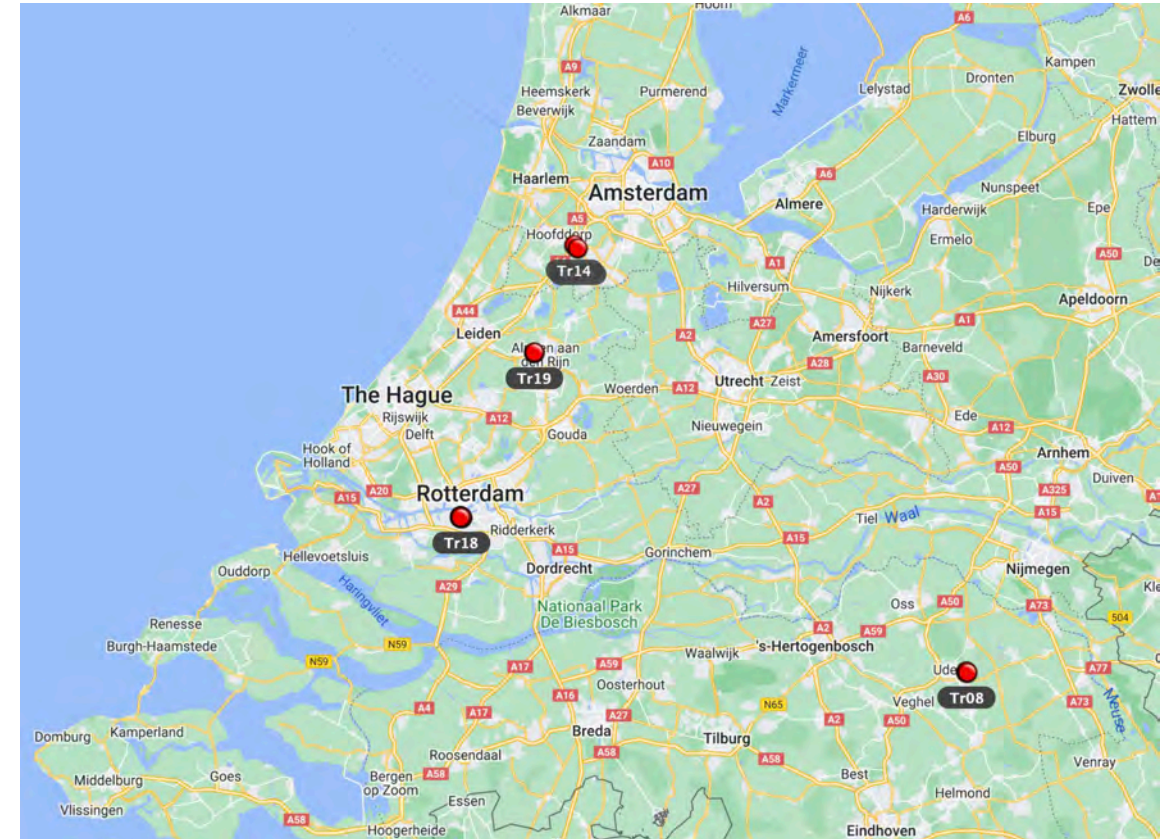


## Tracker Capabilities & Use cases

allbeauty



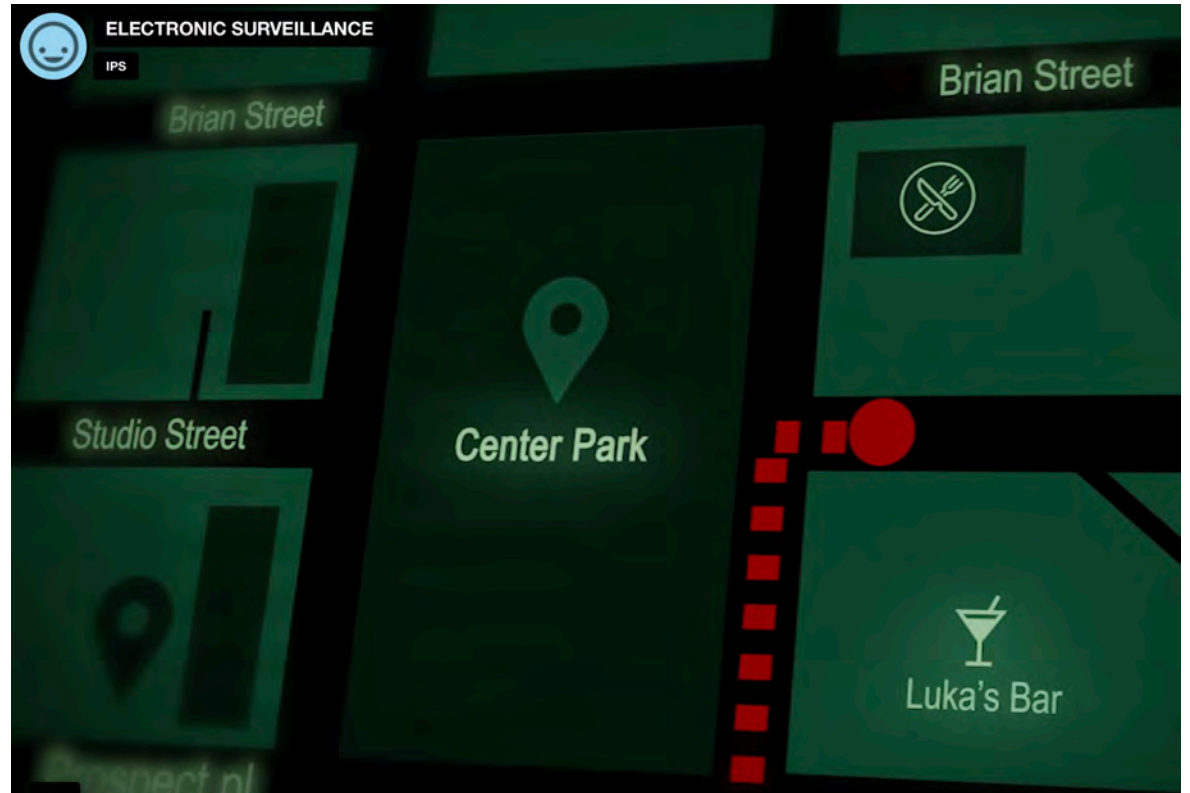
- Consignments from EU to UK
- Automated updates at key locations
- Security tracking for Valuable Products



## Tracker Capabilities & Use cases



- Real time Covert tracking
- Iridium Use, no sim tracking
- Use our API direct to their systems
- Marine vessels & Vehicles





## Tracker Capabilities & Use cases



- Tracking Open top Sea Containers
- Sterilisation Equipment - Isotopes
- Worldwide GPS Tracking



## Other use cases

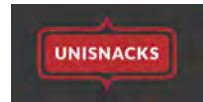


**AMG**  
**PETRONAS**  
FORMULA ONE TEAM

- F1 Oil & Fuel tracking – x6 teams



- F1 Tools & Equipment – x8 teams



- Chilled Food Temperature Monitoring



- Supertram GPS Speed Monitoring



ROTHAMSTED  
RESEARCH

- Cattle Tracking



- Worldwide Car Shipments



## Other use cases



- Automated Insurance Premiums



**Sign-Bot®**

- Autonomous Road sign Monitoring system

**TrailerSentry®**

- Trailer Tracker Product



- Satellites – Yes really!



**Scottish & Southern**  
Electricity Networks

- Remote Fuel & Oil Tank Monitoring



- Aircraft Tools Tracking

## Summary

Nortrak – Your trusted innovation partner

Build a smarter Mousetrap & keep the Mosquito out!

# Nortrak

Connecting things...





# The Greater Lincolnshire Regional Defence and Security Cluster

- Amy O'Sullivan, GLRDSC



# GL RDSC

Greater Lincolnshire  
Regional Defence & Security Cluster

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[greaterlincolnshirerdsc.com](http://greaterlincolnshirerdsc.com)

# Greater Lincolnshire Regional Defence and Security Cluster



The Greater Lincolnshire Regional Defence and Security Cluster (GLRDSC) is an industry-led forum that unites national and international defence organisations, manufacturers, and experts in research, development, and innovation

[View the GLRDSC video here](#)



## Collaboration

Providing a network for cross-sector collaboration

## Funding

Pathways to engage with stakeholders and funders

## Membership

Open to both traditional and non-traditional defence and security entities

## Innovation

Focus on technologies for data, communication and simulation



# Collaborating with the Greater Lincolnshire RDSC





# GL RDSC

Greater Lincolnshire  
Regional Defence & Security Cluster

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[greaterlincolnshirerdsc.com](http://greaterlincolnshirerdsc.com)

# **Close and Optional Tour of HETA**