

# Working with Defence

Industry partners

Secure communications with Team Defence



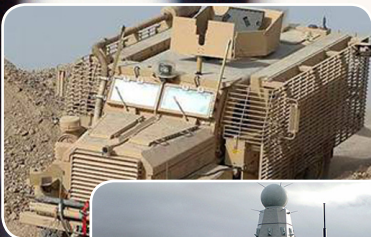
Add credibility to your Defence bids



Concentrate on your contract delivery. Let DFTS concentrate on your communications



DFTS delivers proven value for money and is MOD's preferred supplier



MoD/Crown Copyright from [www.defenceimages.mod.uk](http://www.defenceimages.mod.uk)

## Industry partners

The Ministry of Defence (MOD) is British industry's single largest customer spending around £16 billion on goods and services from 32,000 suppliers.\* The current economic climate and pressure on Defence spending means it's even more important for MOD to work closely with industry partners.

Building customer confidence and trust will be key to you establishing a presence and developing good business relationships in this sector. Your success as an industry partner will depend on your ability not only to build secure communications into your technical solutions, but also to communicate securely and effectively within the Defence environment.



So, can you afford to ignore the need to communicate securely with MOD?

BT is an established supplier and innovative provider of ICT infrastructure to the UK Armed Forces. As a prime MOD contractor, major projects such as the Defence Fixed Telecommunications Service (DFTS) have transformed communications within the Defence community.



We can give you secure access to the tools you'll need to do business with the MOD and Armed Forces.

Exchanging sensitive information over the Local Area Network (LAN) to MOD security standards is vital. Your integrity and your company's reputation will come under close scrutiny should security protocols be compromised. We provide fully managed CESG accredited platforms for secure data transfer at RESTRICTED and SECRET levels. Additional options including improved availability are orderable to enhance business continuity.

If you work from home or travel frequently, we can give you secure remote access to MOD systems, providing you with secure email and internet access 24 hours a day, 7 days a week.

Secure voice communications are just as important as secure data transfer. Our CESG accredited voice services enable speech at RESTRICTED and SECRET levels. At the highest protection, we provide secure handsets and crucial cryptographic support for encrypted communications.

Our goal is to help you communicate better with MOD and cultivate stronger business relationships.

To find out more about joining Team Defence with DFTS contact one of our Managers dedicated to Industry Partners.

**BT: Andrew Shoosmith**  
[andrew.shoosmith@bt.com](mailto:andrew.shoosmith@bt.com) 07764 904971

**MOD ISS: Colin Silcock**  
[ISSCMindustry@gomail.com](mailto:ISSCMindustry@gomail.com)  
030 677 01985



\* August 2009 MOD Defence Contracts Bulletin

The Defence Fixed Telecommunications Service (DFTS) is delivered by BT on behalf of MOD and delivers proven value for money under a single supplier agreement. BT, as an established supplier and innovative provider of ICT infrastructure, works with ISS Networks to deliver flexible, secure and seamless communications to the UK Armed Forces. Other Government Departments (OGDs) and Defence industry partners can sign up to DFTS services through a DFTS Catalogue Access Agreement (CAA) or Memorandum of Agreement (MoA).

The services described in this publication are subject to availability and may be modified from time to time. Services and equipment are provided subject to the DFTS Agreement Terms and Conditions or British Telecommunications plc's respective standard conditions of contract. Nothing in this publication forms any part of any contract. BT and the 'Connected World' logo and 'Bringing it all together' are trademarks of British Telecommunications plc. © British Telecommunications plc 2010. Registered office: 81 Newgate Street, London EC1A 7AJ Registered in England No. 1800000. No part of this document may be reproduced or transmitted in any form or by any means without prior written consent of British Telecommunications plc.