

Highlights

- Raising professional procurement standards throughout the supply chain
- £200,000 saved in delegate fees to date
- Reducing time away from the office for training
- Relevant to small suppliers and larger employers.

Strengthening procurement...

...across the aerospace and defence industry

CIPS Aerospace and Defence Academy is a procurement training programme that operates across the entire sector and is open to companies of all sizes.



CIPS Aerospace and Defence Academy provides training at all levels to equip buyers with skills needed by the industry.

CIPS Corporate Academy grows sector-wide procurement capability

A climate of organisational restructuring, strategic defence spending cuts and customers expecting more at lower costs, means that for companies in Aerospace and Defence, having well-trained buyers is a critical success factor.

The Aerospace and Defence Academy is a procurement training programme tailored specifically to address the learning and development needs of companies across the entire industry's supply chain.

The CIPS Aerospace and Defence Academy offers a blend of on-line learning, reading materials and tutor support through workshops leading to professional qualifications and MCIPS.

“The tangible effects of this Academy are there for our business, not only in terms of best practice applied by our employees but also their improved confidence in the workplace.”

MARSHALL AEROSPACE

ABOUT AEROSPACE AND DEFENCE

The aerospace and defence industry continues to be a growth sector with global revenue of \$681 billion in 2011. Current growth is driven largely by increased production of commercial aircraft.

The industry is at the cutting edge of design and technology developing lightweight aircraft and fuel efficient engines with 10% of industry revenue generated by defence electronics.

Across its supply chain the aerospace and defence industry employs more than 2 million people worldwide. Two thirds employed in defence and the remaining third in commercial aerospace.

CHALLENGES

- **Competition and contraction:** putting enormous pressure on sourcing organisations
- **Increased pressure:** cost-reduction measures, offset agreements, environmental regulations, and foreign currency trading issues
- **Value drivers:** customers are increasingly looking to their supply chain to deliver affordability, performance, innovation and agility.

Entire industry upskilling

Why CIPS Aerospace and Defence Academy?

With bigger and fewer products, high capital costs and long-term projects of up to 30 years, a question was asked by the industry, "what is our profile for a buyer of the future?". It was from answers to this question that the CIPS Aerospace and Defence Academy was born. Through collaborative research CIPS identified the specific skill sets required and designed a training programme to suit a global audience and the varied requirements of companies across the sector.

The Academy improves skills, helps to overcome industry-specific procurement and supply issues and raises performance levels of participating organisations.

By serving the entire sector with a single, specialised training programme, the Academy also offers cost-effective training to small firms as well as large, delivering benefits across the whole supply chain.

Benefits of CIPS Aerospace and Defence Academy

- **Competitiveness:** Encourages positive performance by equipping individuals with the right skill sets
- **Collaboration:** Strengthens relationship between participating companies and gives them the chance to share best practice
- **Flexibility:** Accommodates diverse cultures and languages, including online capability with tutor intervention, web learning tools, workshops and webinars
- **Innovation:** Focuses on a 'get it right first time' approach, as opposed to learning through mistakes
- **Efficiency:** Reduces time away from the office (20 days down to 6 days per level) and programme management costs
- **Savings:** Academy delegate costs have saved one participating company in excess of £200,000 in the first 2 years of operation
- **Reputation:** Academy and MCIPS membership demonstrates growth in procurement professionalism and builds reputation.

The Academy is growing...

275 students actively participating in the Academy

24 cohorts running

14 companies using the Academy for staff development

“CIPS Corporate Academy for Aerospace and Defence has helped BAE Systems create a new generation of procurement professionals ready to reshape the way the company approaches purchasing.”

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