



Aerospace Technology Institute and Southeast and East of the UK Aerospace Alliance Partnership Agreement

Background

The Aerospace Technology Institute (ATI) and Farnborough Aerospace Consortium (FAC) Partnership is being established to facilitate a formal collaboration agreement between the two organisations.

As the UK's flagship independent advisor and funding programme for aerospace technology, and the membership body for one of the UK's largest regional aerospace clusters, both parties agree it is vital to maintain a trusting and constructive relationship.

These terms of reference aim to provide focus, structure, and opportunities to deepen collaboration. The new Partnership and its actions should be understood by both parties and implemented without prejudice.

Both parties commit to:

- Ensuring all colleagues are aware of its contents and implications;
- Implementing it with good will;
- Keeping it under regular review and amending it as necessary; and
- Recognising that it will take time to bed in with all ATI and FAC colleagues.

ATI's roles and responsibilities

The ATI promotes transformative technology in air transport and funds world class research and development through a joint government-industry programme. Its primary role is to:

- **Provide a unified technology strategy for UK aerospace:** The *Destination Zero* technology strategy sets a path to achieving Net Zero carbon emissions for commercial aircraft by 2050 and supporting UK competitiveness in sustainable design, manufacture, assembly, and operations of future aircraft. This is essential in focusing action in areas where the biggest breakthroughs are needed and marketing the UK's unique expertise to major companies.
- **Deliver a portfolio of Research & Technology (R&T) projects to deliver that strategy:** The ATI invests in cutting-edge projects that align with *Destination Zero* priorities of zero-carbon emission aircraft technologies, ultra-efficient aircraft technologies, and cross-cutting enablers. The Strategic Programme invests in large-scale projects, often with major industrial companies in partnership with SMEs (Small and Medium Sized Enterprise), universities, Catapults, and others. Meanwhile dedicated R&D funding will be available for SMEs with innovative ideas that may struggle to access large-scale funding calls.

- **Be a “go-to” independent advisor:** The ATI has a wealth of expertise. As a not-for-profit company, it provides independent advice to government and industry.
- **Support innovative companies to connect, access expertise, and collaborate:** The ATI Hub aims to diversify and strengthen the UK aerospace supply chain in sustainability-enabling technologies. It offers events, tools and insight designed to build capability, accelerate collaboration, and maximise growth. Examples include clinics, workshops, and showcases.

FAC’s roles and responsibilities

In representing one of the largest aerospace clusters in the world, the FAC is a strong advocate for both the aerospace industry and the Southeast and East of the UK region. The FAC membership includes the full depth and breadth of aerospace manufacturing supply chains, supplying both within the UK and exporting globally.

The FAC’s primary role is to support its members via three core activities

1. Promoting networking and sharing knowledge and information

- Seminars, workshops, and networking with customer companies;
- Maintaining in-depth databases on the capabilities of member companies;
- Organising trade missions to overseas markets;
- Disseminating information and opportunities through a regular e-letter;

2. Delivering expert support

- FAC experts in marketing, technology development and supply chain management deliver targeted professional support that helps members work together better. The FAC uses its expertise to deliver collaborative activities that help member organisations;
- Organise business development opportunities such as taking FAC members to exhibit at major air shows, setting up "Meet The Buyer/Supplier" events;
- Helping aerospace suppliers in the Southeast and East of the UK and beyond to fund and run projects to develop new technologies and capabilities through programmes like the original NATEP (National Aerospace Technology Exploitation Panel) and now the ATI Small Business Programme, we managed over 300 R&D projects at companies in the last ten years
- supporting members to improve their manufacturing productivity, quality, cost, and delivery to raise supply chain performance

3. Leading coordination of shared strategy

- We coordinate an overall Southeast and East of the UK aerospace cluster strategy that encourages long-term thinking and partnerships amongst our members and between the private and public sectors. Here the FAC is a catalyst helping stakeholders work together more efficiently and effectively.

Terms of Reference

Both parties commit to:

1. Regularly, openly, and honestly **share information**. The FAC will share intelligence on the opportunities and challenges facing aerospace companies in the Southeast and East of the UK. The ATI commits to an annual Southeast and East of the UK Portfolio Review with the FAC to explore the proportion of ATI funding going to Southeast and East of the UK firms across different technology fields, the number of Southeast and East of the UK firms applying to the ATI programme and their success rates, reasons for why firms in the Southeast and East of the UK are succeeding or failing, and barriers and opportunities for increased investment.
2. **Consult and/or inform the other party** where we perceive potential overlapping or duplicating ATI and FAC activities; it is recognised that some overlap may be unavoidable and if this is the case the ATI and FAC should at the least communicate to third parties in a consistent and clear way.
3. **Formally consult the other party as part of strategy processes or publication of major strategy documents** that concern the aerospace industry. This will not be necessary for internal strategies or smaller scale “business as usual” activity. This is recognised to be important even when one party does not necessarily perceive the relevance of the other party to the subject matter.
4. Ensure both parties **consistently invite each other to their respective events**.
5. Engage **key stakeholders in the Southeast and East of the UK** – jointly and collaboratively wherever possible.
6. Hold **joint events** where there is clear rationale and appetite on both sides. For example, site visits for civil servants and politicians, regional dissemination events, or ATI Hub events for Southeast and East of the UK businesses.
7. **Promote each-other's activities** to our shared networks: whether that is funding opportunities, events, or thought leadership products.
8. Strive to present a **shared vision to senior policymakers** on the case for public investment in aerospace R&D. We should not be expected to agree on everything, but should present a united, mutually supportive front wherever possible: promoting each other's role in growing the UK's aerospace sector.