



techUK’s Defence Commercial Business Forum – Chair/Vice-chair nominees 2024

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Chair

Ann Ibbotson

Job title: Head of Commercial

Company: L3Harris TRL Technology

Nomination for: Chair nomination

Please write a short biography/Profile

Ann has worked within the defence sector for over 30 years. Having started her career in an SME organisation (Dytecna Ltd), Ann quickly progressed through many roles within the company, including the business' contracts function in 2001 and as VP Commercial in 2010. During her time managing a commercial team across the UK and Australia, Ann oversaw many significant MOD and government contracts. Close engagement with DE&S Abbey Wood enabled her to generate strong relationships with multiple MOD delivery teams, from force protection to protected mobility.

In 2015, Ann became Head of Commercial at L3Harris ICI - EMEA. This role has given her further exposure to the crypto industry and seen her establish a solid relationship with Defence Digital and UK HMG agencies, as well as expanding on her international Defence knowledge.

Ann is a trustee of a local animal shelter and enjoys live music, great food and good wine!

Please provide a short paragraph on what you will bring to the Forum and the wider Defence Programme

Throughout my career I have experienced the importance of engaging with customers beyond a solely contractual relationship. I am a huge advocate for collaboration across all levels of the supply chain and am keen to continue to maintain this principle within the role of DCBF Chair.

My career has given me exposure to a Defence commercial environment within an SME and a large organisation and, although internal approaches can be different, I have learned relationships with the MOD carry the same principles regardless of the organisation size. What's more, I believe it is integral that engagement across all stakeholders is recognised, respected and acknowledged. I strongly feel my background will continue to assist the DCBF in advancing this approach.

During my 2 years' tenure as DCBF Chair, I have focused on how industry can collectively address priorities (raised by the techUK DSB) using the commercial aspect of relationships within Defence Digital and other government agencies. I have recently taken a seat on the DSF Acquisition Reform & Commercial Steering Group which will ensure links with other forums across Defence. Representing techUK, I can maintain the importance of the "Commercial voice of Industry" we require within this ever-changing environment of Defence.

Vice-chair

Nick Garland

Job title: Head of Secure Government

Company: CDW

Nomination for: Vice-chair nomination

Please write a short biography/Profile

My career began in the military, spending 12 years as a Major in the 1st The Queen's Dragoon Guards, serving and leading in operational theatres across the world, including three tours in Afghanistan, the second of which nearly cost me my life. My penultimate role in the Army was focused on establishing a £10Bn military-civilian partnership. Military service is about what you have accomplished in the past. Transition is a focused effort onto taking your accomplishments making them reference points for the things you do in the future, underpinned by core values of integrity, loyalty, discipline, and respect for others. Today I lead CDW's Defence and Secure Government division which defines, designs, delivers and supports digitally transformative solutions across the defence sector, leveraging elite tier partnerships with vendors, service providers, systems integrators. My partnership across Government and the Front Line Commands provide the platform to lead the technology debate.

Please provide a short paragraph on what you will bring to the Forum and the wider Defence Programme

Technology has always defined the battlefield, whilst the new Government pledged c.£2.9bn to advanced and next-generation technology over the next three years. Technology and defence are two vital UK exports and areas of expertise, a closer relationship between the two is the logical next step for defence and the economy. I will focus on increasing collaboration and integration to drive outcomes and performance across the economic landscape, creating new high-skilled jobs and opportunities for Britain to excel on the world stage. I will bring creativity, in theatre and commercial understanding, and credibility to the discussion to help the forum grasp the challenge and opportunity technology presents, whilst accelerating the reach of TechUK members. My proven ability to accelerate and streamline data driven design outcomes, build more effective transaction processes and apply inputs and outcomes in line with policy and organisational change will provide the DCBF with insight, planning and activation. No plan survives first contact, but I will use my experiences to positively impact buyers/suppliers and promote a consolidated view that is current and forward focused.

Additionally, I will leverage CDW's demonstrable global experience delivering data-driven technologies, to support the UK's defence decision-makers to adapt technology procurement processes.

Chair and vice-chair

John Newton

Job title: Business Development Director - Defence & Security

Company: Iron Mountain UK

Nomination for: Chair nomination; Vice-chair nomination

Please write a short biography/Profile

I lead Iron Mountain's UK Defence & Security business with over 30 years of experience in technology-enabled transformation procurements in Central Government Departments.

I previously held roles as Deputy Director Customer Experience for Central Government at Crown Commercial Service. Additionally, I served in Senior Commercial roles within the Home Office, DDaT, Crime & Policing group and Office of Security & Counter Terrorism (2013 - 2018) and the Ministry of Defence (1993-2013) including Civil Secretariat operational tours in Iraq, Afghanistan, Bosnia, Kosovo and Libya.

I have scoped and delivered data platforms, digital records management systems and national applications throughout Government.

Winning the 'Cabinet Office Leadership' accolade at the 2021 Cabinet Office Awards for my collaborative and empowering approach to Leadership during the pandemic lockdown.

Outside work, I am involved in corporate fund raising for Fishing For Heroes and am a keen fly fisherman and hiker.

Please provide a short paragraph on what you will bring to the Forum and the wider Defence Programme

My offer to techUK is one of collaboration with multiple partners and stakeholders across the Defence Sector. To harness a collaborative approach to policy and the understanding of the challenges to deployment of technology within the sector while overcoming compliance and security.

As a collaborator & relationship builder, I will bring people together from different backgrounds across all areas of the Defence Sector in support of techUK's agenda.

Iron Mountain's expertise in managing sensitive, high-value data would lend authority to TechUK's advocacy efforts, particularly in areas like cybersecurity, data protection and compliance - all core concerns for the MOD and Defence suppliers.

Iron Mountain's global reach and expertise working with high security sectors would provide valuable insights into emerging trends and innovative solutions, helping TechUK and members stay at the forefront of Defence technology conversations. This will position TechUK as a highly credible advocate for cutting-edge, secure and efficient technological solutions, reinforcing its role as the leading player in shaping Defence policy and strategy.