

Strategic partnerships

A personal view...

Established as a family-owned and run business in 1929, Portsmouth Aviation today provides comprehensive general engineering and munitions design, development, manufacturing and technical support solutions across the international defence community.

Our core competence lays in the provision and support of operational and training munitions and ancillaries, torpedo suspension equipment, armament ground support equipment and specialised munitions containers. We also have significant expertise in the design, manufacture and installation of NBC/CBRN filter systems for warships and high risk land-based facilities.

In response to customer needs, our range of products and services has evolved over time to include weapons integration activities across UK and European military aircraft platforms. We have also become more focused in respect of future weapons and Fuze development, and the development of smart and safe environmental data loggers for munitions.

Notable accomplishments have been our recent involvement with BAE Systems in the successful integration of Paveway II (UK) onto Eurofighter Typhoon, providing the aircraft with its first surface attack weapon capability; the rapid development and implementation of solutions to integrate Paveway II+ (UK) onto Harrier GR9; the expansion of our Naval NBC/CBRN work to provide land-based protection for key personnel and facilities, including specialist mail sorting facilities; and the provision and long-term support of data loggers deployed on operations in Afghanistan and Iraq.

Our customers are our most important partners and we place them firmly at the



centre of everything we do. This means having knowledge and understanding of what is important to them and striving to deliver it; listening to them and acting swiftly on their feedback; identifying and resolving the root causes of customer concerns. We recognise that to meet customer expectations, we can't do everything ourselves and in order to guarantee total commitment to the quality of service, we have formed other long-term partnerships to ensure delivery of the best possible engineering, support and value for money solutions.

We have chosen to establish strategic partnerships including some of the world's leading defence organisations – Lockheed Martin, Thales, BAE Systems, QinetiQ and Raytheon – providing partnered solutions in support of military training, operations and future development. Key strategic suppliers are also included and whose contribution is often key to the success of any programme. Of course, they must all be willing to meet our exacting standards in respect of quality, cost, delivery and risk in support of our products and services. Finally, we treat our personnel as partners

too. Each contributes to the success or failure of the organisation and, as such, are responsible when things go wrong, and commended and rewarded when things go right.

Our vision has been to paint a vivid picture of the future as we see it and to share this with all our partners. It's all about knowing where we want our business to go, what we want to achieve, and how we and others can contribute to make it all a reality. It's about agility and responsiveness, trust and reliability.



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