

ADVISORY GUIDE

SECURING TOMORROW

Maximising the Value of
Technology in an Evolving
Defence Sector



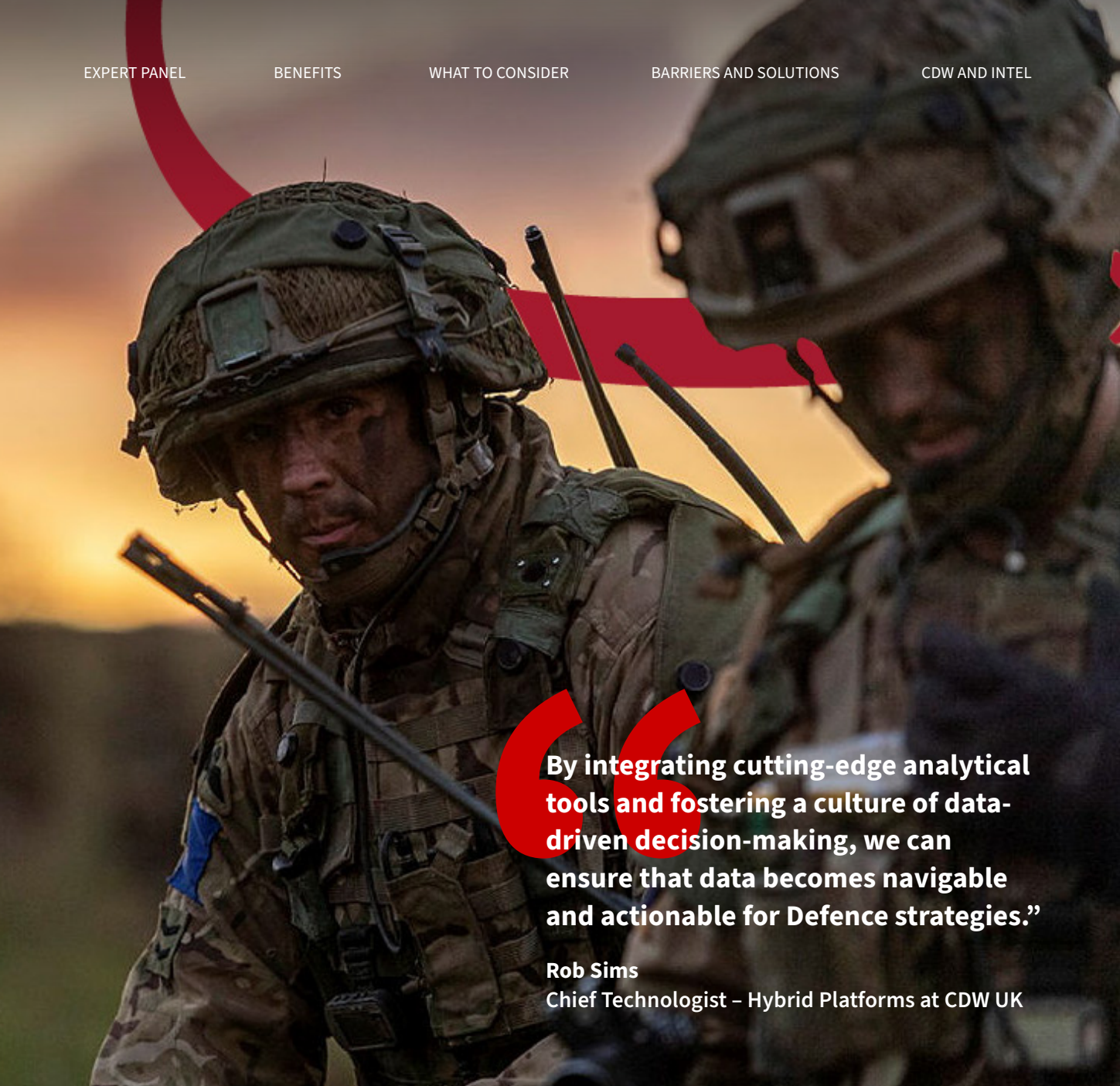
EXPERT ADVICE IN AN EVER-CHANGING FIELD

In the rapidly shifting landscape of the Defence sector, where technological capability can make the difference between success or failure, organisations face a number of complex challenges. These challenges range from pervasive cyber security threats to the critical need for adapting to accelerating technological advancements.

As the sector seeks to solve these challenges that are as varied as they are complex, there are clear opportunities emerging that can lead to significant advancements and transformative strategies across Defence, with the potential to redefine our approach to national and global security.

In this guide, we speak to an expert panel to explore the benefits, considerations and barriers associated with implementing modern technology in the Defence sector.

Additionally, we highlight a case study where we assisted a UK defence organisation in delivering an agile command and control programme, enabling rapid, iterative design and development of IT solutions.



By integrating cutting-edge analytical tools and fostering a culture of data-driven decision-making, we can ensure that data becomes navigable and actionable for Defence strategies.”

Rob Sims

Chief Technologist – Hybrid Platforms at CDW UK

UNITING DEFENCE THROUGH TECHNOLOGY

CDW bridges the gap in a fragmented Defence sector, transforming disparate systems into a unified force through seamless collaboration. We are the technology delivery partner that understands Defence, delivering secure services and solutions that accelerate the data-driven insights needed for leaders to make critical decisions and address emerging threats.



LEADING AS ONE

- **Improved coordination and communication** for effective joint operations.
- **Enhanced collaboration** between different components of the Defence ecosystem.
- **Streamlined operations** through a single technology backbone.
- **A strengthened Defence ecosystem** with an integrated and efficient infrastructure.



CRITICAL DECISIONS AT SPEED

- **Seamless information sharing** for better decision-making
- **Data-driven insights** enabling rapid responses to critical situations.
- **Enabling decision makers to adjust strategies** to counter evolving threats.
- **Enhanced situational awareness** for effective response.



EMPOWERING THE PEOPLE WHO MAKE THE DIFFERENCE

- **Optimised resource utilisation** for enhanced defence capabilities.
- **Improved efficiency** in technology investments.
- **Access to leading-edge skills** and empowered digital functions.
- **Continuous upskilling and knowledge** to fill critical gaps.



A LANDSCAPE BUILT ON SECURITY

- **Mitigation of cyber risks** with a secure supply chain.
- **Adherence to stringent compliance standards** and regulations.
- **Resilient defence systems** with intelligence-led risk management.

“In an era where technological frontiers are constantly expanding, our greatest asset is not just the technology itself, but the skilled individuals who use it.”

Royal Signals Officer at The Ministry of Defence

UNITING DEFENCE THROUGH TECHNOLOGY



A PROACTIVE APPROACH TO THREAT

- **Agility and responsiveness** to address fast-paced defence scenarios.
- **Proactive mitigation** of security vulnerabilities.
- **Minimisation of security incidents** and operational disruptions.
- **Strengthened operational resilience** through proactive risk management.



EVOLVE AT THE PACE OF TECHNOLOGY

- **Unlock insights and innovation** by treating data as a strategic asset.
- **Enhance operational effectiveness** with AI and emerging technologies.
- **Ensure technology solutions meet your needs** reliably and cost-effectively.



“By prioritising innovation, we are committed to developing capabilities that are responsive whilst being a step ahead of emerging threats.”

Nick Garland
Head of Defence & Secure Government at CDW UK

CUSTOMER SUCCESS STORY

TRANSFORMING COMMAND AND CONTROL FOR UK DEFENCE

In collaboration with a UK Defence organisation, CDW embarked on an ambitious task: to help bridge an operational gap through an agile command and control programme. The Defence organisation needed a technology delivery partner capable of implementing rapid, iterative design and development of IT services and solutions.

With our proven track record in delivering digital transformation solutions in Defence, CDW stepped up to the challenge to develop a Command Information System (CIS) within a staff-working environment, housed inside a container with its own power supply. This innovative approach would streamline how the customer deployed their frontline capability.

CDW, in collaboration with its technology partners, designed, tested and implemented a broad range of innovative Defence technology solutions that focussed on addressing three critical areas within the organisation:



DEPLOYABILITY

CDW implemented solutions that would enhance the ease and speed of deploying critical systems, minimising downtime, and maximising readiness.



AGILITY

Adaptability was a key priority. CDW implemented secure wireless networking solutions for seamless communication and data exchange. The team also developed cutting-edge technology housed in mobile tactical command vehicles, enabling a swift response to evolving requirements in the battlespace.



OPERATIONAL EFFICIENCY

To ensure peak performance at the Defence HQ, CDW implemented emerging technology solutions that would significantly enhance operational efficiency in the battlespace, ensuring seamless communication, rapid decision-making, and optimised resource allocation.

Our team focused on enhancing the deployability, agility and operational efficiency of the headquarters by developing and testing new technologies, including wireless networking and mobile tactical command vehicles. Lessons from the exercise were used in a 'spiral development' process to refine the technologies rapidly and effectively.



CUSTOMER SUCCESS STORY

TRANSFORMING COMMAND AND CONTROL FOR UK DEFENCE

The headquarters of this Defence organisation has evolved into a more modern, agile and effective environment. CDW's integral role in this project has solidified its position as a trusted technology delivery partner in Defence transformation.

Key outcomes and benefits of the project included:



INCREASED PRODUCTIVITY

One of the standout achievements of this project was the dramatic reduction in setup and tear-down times for military operations. Previously, deploying and dismantling traditional military setups was a critical time delay in fast-paced operational scenarios. The newly implemented solutions reduced these times from hours to minutes, dramatically increasing the responsiveness of military units and allowing forces to quickly relocate and adapt to changing tactical environments.



ENHANCED SECURITY

The redesigned shelters brought significant improvements in concealment and security, crucial for operations in hostile environments. By integrating advanced camouflage technology and optimising the shelter's profile to blend seamlessly with various terrains, the project significantly minimised the likelihood of detection by enemy forces. This ensures that personnel can operate with a greater degree of safety and strategic advantage.



OPERATIONAL EFFICIENCY

This shift to renewable energy sources, such as solar power, aligned with global environmental sustainability goals and reduced the dependency on traditional fuel sources, which are logistically cumbersome and often expensive. The optimisation of resource usage - through both energy conservation and reduced manpower requirements - significantly lowered the operational costs, enabling resources to be redirected to other critical areas of defence and enhancing overall strategic capabilities.

The success of this project offers valuable insights for future defence strategies and emphasises the transformative potential of integrating cutting-edge technology with military needs.



UNLOCKING DEFENCE INNOVATION INSIGHTS FROM EXPERT PERSPECTIVES

In this exclusive Q&A panel, we spoke to a group of Defence experts to explore the critical aspects of modern technology adoption within the sector. Our panellists share insights on the benefits, considerations and barriers for maximising value in defence technology.



NICK GARLAND

Head of Defence & Secure Government
at CDW UK

Nick, with 20+ years of experience in the Defence sector, has gained unique insights from working within and for the industry. His British Army background gives him an intimate understanding of the Defence sector's challenges. As the leader of CDW's Defence and Secure Government Teams, Nick's expertise spans a complex sector, making him a valuable asset in safeguarding our nation's security.

DAVE POOLEY

Command and Control Project Lead for
The Ministry of Defence at CDW UK



Dave, a former Army Officer in the Royal Corps of Signals, brings 15 years of experience managing communications infrastructure for military operations. After transitioning from the Army in 2021, he now supports large-scale initiatives for The Ministry of Defence and CDW, helping Defence organisations embrace innovative solutions and navigate organisational change.



MARCUS WARD

Business Development Director, Digital
& Defence at Intel

With 30+ years of experience in the Semiconductor/Technology sector, Marcus has significantly contributed during his 15-year tenure at Intel. His current role within the Intel EMEA Centre of Excellence involves aligning future technology roadmaps with Defence sector challenges, integrating emerging technologies like AI, Quantum Edge/Cloud computing, and GPU for enhanced security and real-time data analytics at the edge.

ROB SIMS

Chief Technologist – Hybrid Platforms
at CDW UK



Rob has 20+ years experience in technology, covering roles ranging from internal IT positions, professional services, architecture, CTO and Chief Technologist. This experience has enabled Rob to craft his technical ability with a key focus on business outcomes. Rob can distil complex challenges into simple business outcomes, then align to a technology product or service, while ensuring all stakeholders understand the value.

BENEFITS

The integration of cutting-edge technologies into the Defence sector offers numerous advantages, with cyber security standing at the forefront. **Marcus Ward** explained the critical nature of this aspect: “In an era where potential cyber threats loom large, the robustness of defence systems against potential cyber-attacks is non-negotiable. State-of-the-art cybersecurity solutions are instrumental in protecting our sensitive military data and communication channels, ensuring they remain impervious to unauthorised access and sabotage.”


Nick Garland highlighted the transformative potential of edge computing in enhancing operational capabilities: “The essence of modern defence hinges on swift, informed decision-making. By harnessing edge computing solutions, we’re not just processing data faster; we’re fundamentally reshaping the decision-making landscape in remote and adversarial environments. These solutions bring data analysis and insights closer to where decisions are made.”

Rob Sims agreed: “Technologies like edge computing certainly facilitate rapid deployment of command operations that enhance decision-making and responsiveness. But even existing, validated technologies, when combined innovatively, can significantly reduce deployment time and improve

operational efficiency. For this all to work, quick and efficient access to information is crucial, particularly for frontline operations where lives are at stake.”

Dave Pooley went on to mention the impact of AI and machine learning on defence strategies: “AI and machine learning aren’t just buzzwords, they’re revolutionising the way we approach defence—from autonomous vehicles to predictive analytics in equipment maintenance. These technologies enable us to anticipate threats, streamline operations and provide our forces with unparalleled support and intelligence.”

However, the conversation around technology in defence extends beyond hardware and software. As **Nick Garland** highlights, the human element plays a pivotal role in harnessing these technologies: “The true potential of any technology lies in its usability by the people on the ground. It’s about making these advanced tools accessible and understandable to our military personnel, thereby enhancing their operational efficiency and strategic capabilities.”



A proactive security posture is essential for operational integrity and national security.”

Dave Pooley
Command and Control Project Lead for The
Ministry of Defence at CDW UK

WHAT TO CONSIDER

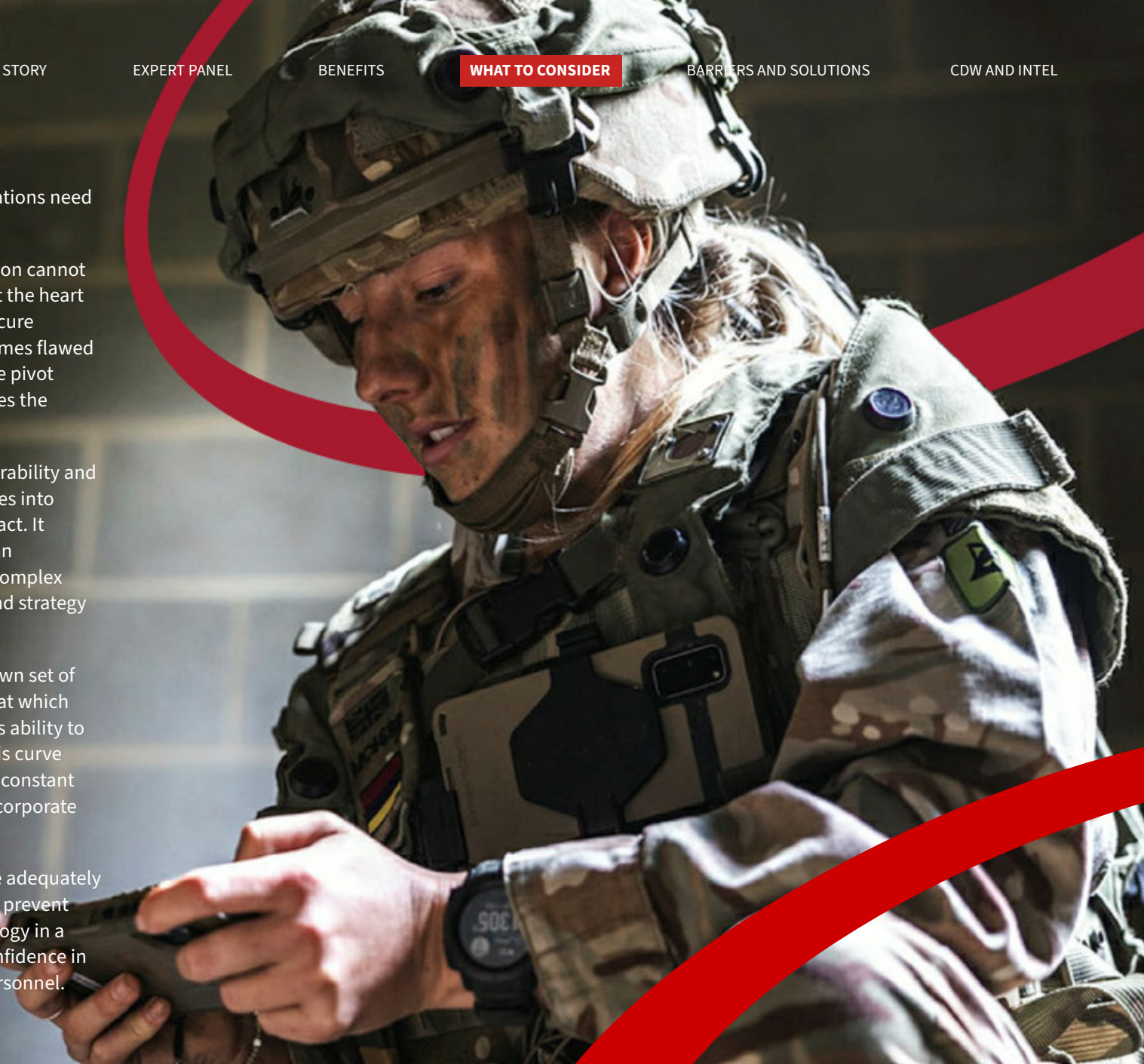
We then moved on to discussing what defence organisations need to consider when implementing new technology.

The importance of data accuracy and secure transmission cannot be overstated. **Nick Garland** emphasised this point: “At the heart of strategic military operations lies the accurate and secure transmission of data. Without it, decision-making becomes flawed and jeopardises mission success. It’s imperative that we pivot towards a data-centric operational model that prioritises the integrity and accessibility of data.”

Marcus Ward touches on the critical aspect of interoperability and the challenges it presents: “Integrating new technologies into existing defence infrastructures is a delicate balancing act. It requires a keen understanding of how these systems can interoperate without compromising security. This is a complex puzzle, involving not just technology, but also policy and strategy alignment.”

The rapid pace of technological change also poses its own set of challenges, as **Dave Pooley** pointed out: “The velocity at which technology evolves can sometimes outstrip our sector’s ability to adapt and integrate new solutions. Staying ahead of this curve requires a proactive approach to technology adoption, constant learning and an openness to redefining strategies to incorporate these advancements.”

Rob Sims added to this point: “Ensuring that teams are adequately trained and familiar with new technologies is crucial to prevent misuse and maximise their potential. Adopting technology in a phased manner can help to mitigate risks and build confidence in their use without overwhelming existing systems or personnel.”





BARRIERS AND SOLUTIONS

Finally, our panel explored the barriers to installing the latest technology solutions and how organisations can overcome them.

The legacy systems within the Defence sector represent a significant barrier to the adoption of new technologies. **Dave Pooley** provided insight into navigating this challenge: “Legacy systems, with their high maintenance costs and operational limitations, often stand in the way of progress. The solution lies in a dual approach: upskilling personnel to better leverage existing systems and devising innovative strategies to integrate new technologies without complete system overhauls.”

Rob Sims believes that a change in culture is often needed: “A significant barrier is the resistance to change within an organisation, from individuals who are wary of new technology to those who fear undermining their established positions. Building a broad coalition of stakeholders, both internal and external, can help drive change and overcome barriers to technology adoption.”

On the topic of supply chain and cyber security, **Marcus Ward** underlined the importance of a proactive stance: “The Defence sector’s reliance on technology has made supply chain security and cyber security

paramount. Organisations must adopt a proactive defence posture, one that anticipates threats and secures supply lines to ensure the continuous and secure flow of technology and materials crucial to defence operations.”

Nick Garland concluded by looking at the necessity of fostering innovation within the Defence sector: “Innovation is the crux of a modern and effective defence strategy. It’s not just about adopting new technologies but creating an ecosystem that encourages innovative thinking, experimentation, and the willingness to take calculated risks. This environment can lead to breakthroughs that significantly enhance defence capabilities as a sector.”

We must not only support Defence organisations anticipate potential risks but also devise and implement strategies that ensures their readiness and resilienc.”

Marcus Ward
Business Development Director,
Digital & Defence at Intel

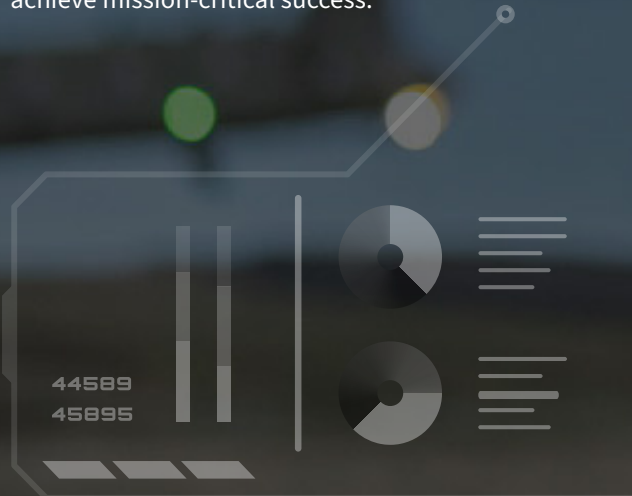
CDW AND INTEL: UNITED TO DELIVER LEADING DEFENCE TECHNOLOGY

CDW and Intel support the Defence sector by providing a range of technology solutions and services that enhance the capabilities and efficiency of military operations.

By collaborating with defence contractors and government agencies, CDW and Intel help to create customised solutions that address the unique challenges of the Defence sector. By leveraging their respective strengths in technology provision, system integration, and service delivery, they help modernise and secure defence systems and infrastructure.

Intel empowers Defence organisations with Advanced computing, such as vPro® providing enhanced performance, endpoint device management and data security management. Its technology enhances command and control, intelligence tasks, and protects data against cyber threats. By offering strategic advantages in real-time data processing and system integration, Intel positions defence organisations for success, being the trusted ally in maintaining a technological edge in defence.

CDW has been a pivotal partner in the Defence sector for more than 15 years. Our defence specialists integrate cutting-edge technologies specifically designed to meet the unique needs of the industry. With unrivalled sector expertise, strategic account management and reliable supply chains, we are ready to provide resilient, agile and secure technology solutions to those who need it most. empower Defence organisations with the unparalleled security, resilience and transformative capabilities to achieve mission-critical success.



LEAD FROM THE FRONT

For more information about CDW's
Defence capabilities, talk to one of our
experts today.

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