

Public & Private Sector Partnerships

A Met Office View

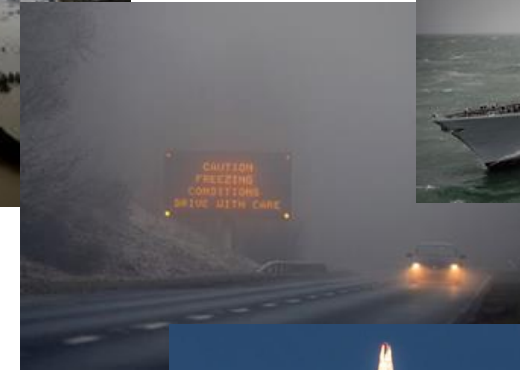
Andy Kirkman – Met Office Director of Government Services

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What the Met Office is for?

The New Met Office Purpose 2019:

Helping you make
better decisions to
stay safe and **thrive**



Measuring up to our purpose



R&D **2.4%** of GDP by 2027
 Overseas Development Aid **0.7%** of GNI
 Defence Spending **2%** of GDP

14:1

Return on Investment
 Met Office General
 review 2015



	<p>AI & Data Economy We will put the UK at the forefront of the artificial intelligence and data revolution</p>		<p>Clean Growth We will maximise the advantages for UK industry from the global shift to clean growth</p>
	<p>Future of Mobility We will become a world leader in the way people, goods and services move</p>		<p>Ageing Society We will harness the power of innovation to help meet the needs of an ageing society</p>

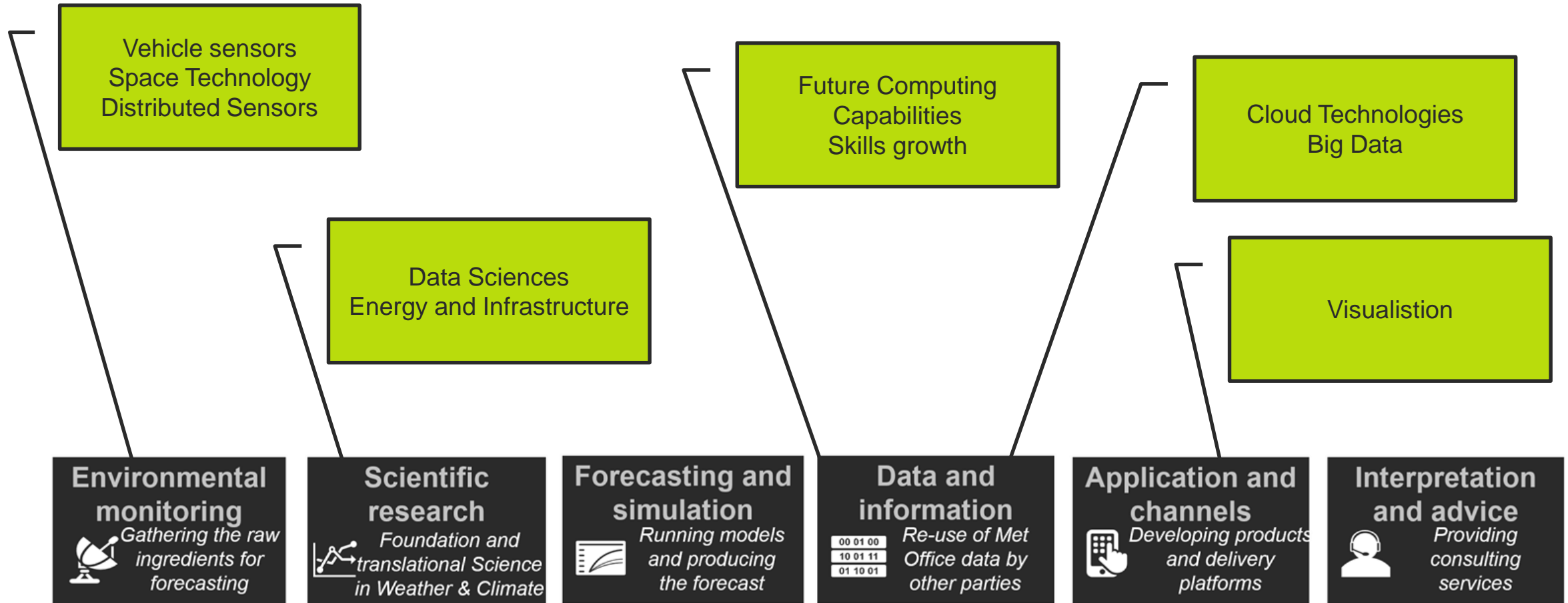
The Met Office Value Chain



Delivering the Core Mission



Areas of Collaboration



Public & Private Sector Myths

The Public Sector:

- Can't innovate
- Is inefficient
- Is overly bureaucratic and risk averse
- Is slow to change



Public & Private Sector Myths

The Private Sector:

- Is obsessed with maximising profit
- Thinks only about the short term
- Can't be trusted



Strategic Supplier Relationship Management



- We assess our key supply partnerships across a number of criteria, seeking opportunities to deliver additional value and benefits through supplier relationship management (SRM).
- Our SRM team supports the Met Office Executive in working with a small number of strategic suppliers to identify mutually beneficial joint objectives that go above and beyond contract delivery, allowing us to influence how supplier services are developed and improving outcomes for our customers and the UK public.

Finally.....

- **Share your goals**
- **Understand who owns the risk**
- **Understand the business model**
- **Capex is your enemy**
- **Assume everyone is trying to do the right thing**

Thank-you