

## Advisor appointed to assist with defence contracts

3 years ago



HE Simm Group – one of the UK’s leading engineering and services businesses – has appointed Adrian Searl, on an advisory basis, to help it secure work in the defence sector.

He brings extensive experience, operating at a leadership level in defence related work, having held senior positions within SSE, NG Bailey and most latterly Mitie as Group Defence Director.

Mr Searl’s initial focus will be on supporting the positioning and growth of HESIS – the company’s fire and security systems business, which forms part of its Integrated Services Division. This will involve targeting specific customers, where there are very real work winning opportunities. The growth will be slow, sustainable, and measured, but sits nicely alongside the company’s work in other secure, critical environments, including in the custodial and healthcare sectors.

He will work directly for the Group’s Integrated Services managing director, Barry Juggins, who says of the appointment: “The UK defence sector has a unique value to our country, it is both vital to national security and a major contributor to our economic prosperity.

“We are perfectly placed as a credible player – due to the amount of work we already provide in secure, critical environments. This allows us to offer a best-in-class service to the UK’s largest defence organisations, from military manufacturers, defence estates and submarine facilities to aerospace.

“I am looking forward to working with Adrian and getting a foothold into this market. The move forms part of our Group strategy to diversify our portfolio, to ensure a balanced spread of work across buoyant sectors.”

Mr Searl comments: "I am delighted to be working with the team at HE Simm Group. The company has a fantastic reputation and an excellent service offering that will work well for defence organisations.

"With its creditability and my experience in the sector, I am sure that in no time at all they will become a recognised name and the go to contractor of choice in the market."