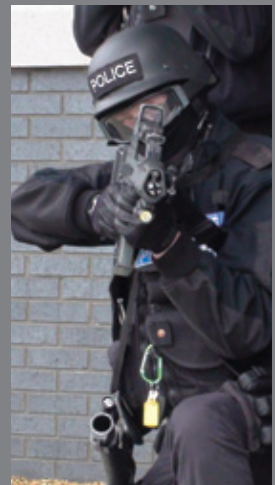




UK TRADE & INVESTMENT DEFENCE & SECURITY ORGANISATION

HELPING UK COMPANIES TO EXPORT



ABOUT US

OUR MISSION

To help UK defence and security companies to achieve export success

OUR VALUES

We strive for service excellence

We behave in an ethical, responsible manner

We are committed to building relationships with industry and overseas governments



WELCOME TO UKTI DSO

UK Defence & Security Organisation (UKTI DSO) aims to help UK companies to export.

UKTI DSO works with industry to build and maintain relationships with overseas customers, providing the essential government-to-government interaction. As well as providing support to ensure products and services are promoted in an effective manner, they also ensure customer requirements are appropriately met and supported by industry throughout the life of the equipment.

UKTI DSO provides specialist export advice and practical assistance, working closely with both industry and the Ministry of Defence and other Government Departments and Agencies.

UKTI DSO operates three Regional Directorates. They are experts in their particular geographic areas and are the first point of contact for overseas customers and for UK companies. They lead on all matters relating to the export of defence and security equipment and services, and support specific industry-led overseas marketing campaigns.

The Security Directorate acts as a co-ordinating focal point for companies in the security industry. They provide support to the Regional Directorates and work closely with industry to promote the UK Security Industry Marketing Strategy and brand that enhances company led marketing activity.

The Business Development Directorate is responsible for events and exhibitions management, market analysis and support for SME companies and Key Account Management. Business Development works in conjunction with the other directorates to help UKTI DSO deliver efficient and effective services to industry.

UKTI DSO works alongside the UK regional International Trade Advisers (ITAs) who advise and guide UK companies on their route to export and help them to use the full range of UKTI DSO services including in-country specialists. UKTI DSO also engages closely with industry bodies and trade associations to help the industry.

HOW WE CAN HELP – UKTI DSO SERVICES

The UK Trade & Investment Defence & Security Organisation (UKTI DSO) provides support to companies through a range of services.

UKTI DSO REGIONAL DIRECTORATES

The Regional Directorates can help you interpret requirements, highlight opportunities, and actively assist with your marketing activities. They can provide specialist advice through their own knowledge and access to the wider UKTI network (both in the UK and overseas – including their own specialist embedded UK military personnel, access to defence and security experts based in several UK Embassies, High Commissions overseas, and other Government Departments.

Contacts –

RD West (Europe and the Americas)
+44 (0)20 7215 8157

RD East (Far East and Asia Pacific)
+44 (0)20 7215 8094

RD Central (Middle East, Central
and South West Asia and Africa)
+44 (0)20 7215 8067

SUPPORT TO THE SECURITY SECTOR

The UKTI DSO Security Directorate provides specialist advice to homeland security, police, fire and commercial security sector companies to optimise government support for the UK's unique and leading edge, industry. The Security Directorate paves the way for UK security companies to win business from overseas governments and industry.

Contact – UKTI DSO Security Directorate
+44 (0)20 7215 8336

Other UKTI services can be found here:
www.ukti.gov.uk/export/howwehelp.html

EXPERTISE, ADVICE & SUPPORT







UKTI DSO MILITARY SUPPORT

For companies in both the defence and security sectors, access to objective advice and support on military doctrine, equipment and services can be invaluable. DSO military staff have expertise covering the full range of military capabilities and wide-ranging experience often gained in operational environments. As well as providing help and advice to UKTI colleagues and industry, they are able to engage readily and easily with foreign counterparts and provide direct military-to-military advice in support of UK products and services.

In addition to these staff officers, Export Support Teams, made up of British Army personnel with wide-ranging operational experience, are on hand to provide specialist military support to UK companies and the potential customer, most usually in the form of equipment demonstrations at exhibitions and specific missions, both in the UK and overseas.

These teams provide operational credibility to the demonstrations of in-service equipment. They can also assess other UK products with export potential, work with a company to produce promotional marketing material and provide post-sales training support, which can be a key discriminator in a UK company's bid. These unique services are chargeable, but offer excellent value for money.

Contact – Senior Military Adviser
+44 (0)20 7215 8038



EVENTS AND EXHIBITIONS

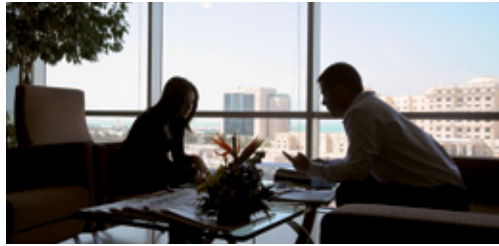
UKTI DSO has a dedicated team providing facilities for HM Government to assist UK Industry at defence and security exhibitions in the UK and overseas.

Exhibitions are used as a focal point for visiting UK Ministers and Service Chiefs and also to showcase equipment in an innovative environment with the use of the British Army Export Support Team.

Prior to and during each event the Events team works with UK trade associations, UK industry, exhibition organisers and foreign Governments to secure visits by overseas delegations to UK companies.

The team aim to ensure that each exhibition is regarded as a success for the UK and emphasises UK attendance at events worldwide.

Contact – Events Team
+44 (0)20 7215 8195



KEY ACCOUNT MANAGEMENT

UKTI DSO recognises the importance of close relationships and frequent two-way dialogue. Through Key Account Management, a member of the KAM team will engage at senior levels with the company in order to develop a clear understanding of strategic objectives.

UKTI DSO SMALL BUSINESS UNIT

Small Business Charter members receive specialist advice and information from an Account Manager who keeps them informed about the range of UKTI DSO support, works with others in UKTI on the company's behalf and can direct them to other government support – most significantly, the MOD. This might include refining the best markets for a company's product or service, information on export licensing, military support and details of UKTI DSO's presence at exhibitions, both in the UK and overseas.

Contact – Small Business Unit
+44 (0)20 7215 8204

**DSO SUPPORTS
OVER 25 MAJOR
EVENTS GLOBALLY
EACH YEAR**

UKTI DSO – MARKET ANALYSIS

Analysis of the global defence export market is carried out by a specialist team within UKTI DSO Business Development. As well as producing regional assessments covering prospects in the land, naval and air sectors, the team also carries out competitor analysis and maintains detailed statistics covering UK and competitor defence and security exports and trends. The team can be contacted direct to discuss business requirements. A charge is made for commissioned market assessments.

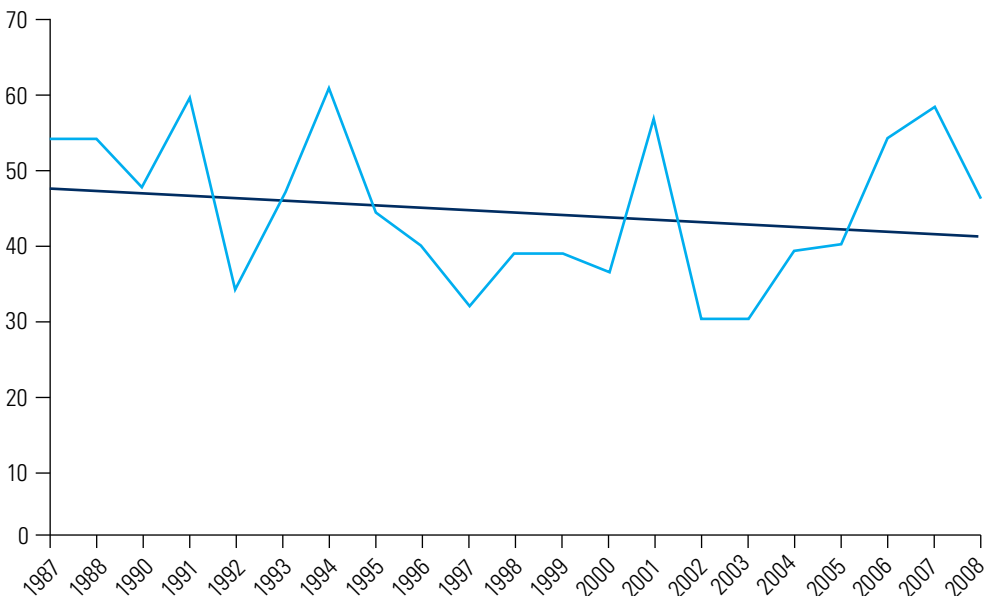
Contact – Business Development
+44 (0)20 7215 8228

UKTI DSO – INDUSTRIAL PARTICIPATION

Industrial Participation (IP) is a UK MOD policy that aims to stimulate work and business opportunities for UK companies and secure access to overseas markets by generating long-term partnerships with offshore companies. Such companies bidding for contracts to supply equipment or services to the UK armed forces undertake to place defence-related work in the UK.

Contact – DSO Industrial Participation
+44 (0)20 7215 8174

DEFENCE EXPORTS: WORLD MARKET US\$BN (Current prices)



Source: UKTI DSO

EXPORT CONTROL

The Government controls UK exports of strategic goods, technology and software for important reasons, including safeguarding the national and collective security of the UK and its allies. Any item exported from the UK that is subject to export control needs a license. Applications to export controlled goods and technology need to be made direct to the Export Control Organisation.

www.bis.gov.uk/exportcontrol

Companies that seek to release classified information overseas for use in export promotion need to apply to the Ministry of Defence using MOD Form 680.

www.mod.uk

Visit www.ukti.gov.uk/dso to access:

- Defence and security information and services
- Defence and security business opportunities
- The latest news developments, including marketing updates
- The latest industrial participation opportunities
- Details of UK and overseas exhibitions



CONTACT US

Regional Directorate West
+44 (0) 20 7215 8157

Regional Directorate East
+44 (0) 20 7215 8094

Regional Directorate Central
+44 (0) 20 7215 8067

Security Directorate
+44 (0) 20 7215 8256

Senior Military Adviser
+44 (0) 20 7215 8038

Small Business Unit
+44 (0) 20 7215 8204

Events Team
+44 (0) 20 7215 8195

Market Analysis
+44 (0) 20 7215 8228

Industrial Participation
+44 (0) 20 7215 8194

Alternatively, you can contact
an International Trade Adviser
in your area on:

+44 (0) 20 7215 8000

WWW.UKTI.GOV.UK/DSO

Solutions for Business

Funded by
UK Government

A range of UK Government support is available from a portfolio of initiatives called Solutions for Business. The “solutions” are available to qualifying businesses, and cover everything from investment and grants through to specialist advice, collaborations and partnerships.

UK Trade & Investment is the government department that helps UK-based companies succeed in the global economy.

We also help overseas companies bring their high-quality investment to the UK's economy – acknowledged as Europe's best place from which to succeed in global business.

UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

For further information please visit www.ukti.gov.uk
or telephone +44 (0)20 7215 8000.

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