



# So what are we doing to help you in 2012?

## Expertise, advice and support for SMEs

UK SMEs have a global reputation for their innovation and technological know-how, for the quality and value of their sub-systems and components and for their training and other post-sales support. HM Government continues to focus heavily on SMEs as a means of regrowing the UK economy via exporting.

UKTI DSO is determined to play its full role in supporting SMEs as they look to export. So what can you expect from the DSO Small Business Unit throughout 2012?

- We have launched a website specifically aimed at UK SMEs that want to get involved in defence and security exporting, perhaps for the first time or simply to expand on previous overseas sales success. The site offers a wide range of advice, information and support at your fingertips, for you to access at your leisure. Visit [www.ukti.gov.uk/defencesecurity/supportforsmes.html](http://www.ukti.gov.uk/defencesecurity/supportforsmes.html)
- The website content is backed up by personal support from UKTI DSO civilian and military officials. A full contact directory is available to download from the website.
- We are continuing with our round Britain tour, bringing elements of our capability and support, along with services available from other Government Departments, financial advisers and lenders and UK prime contractors. These SME Export Growth Seminars offer formal presentations alongside a networking lunch and an opportunity to hold 1-1 discussions with speakers and other experts. For more details please visit the website or email [sme.enquiries@ukti.gsi.gov.uk](mailto:sme.enquiries@ukti.gsi.gov.uk)



We will also continue to have a presence at a number of UK exhibitions and conferences throughout the year. Details will appear on the website but here are some appetisers:

- Farnborough International Air Show (FIAS). We will be hosting our traditional ‘Meet the Buyer’ sessions on the UKTI stand throughout the show. These give UK SMEs a unique opportunity to engage with overseas military procurement officials, exchange brochures, business cards, etc and set the scene for possible lucrative overseas contracts.
- We will have a stand at Seawork 2012, the UK’s premier marine exhibition and show. The conference element of Seawork will include a half day of presentations on selling defence and security to UK Armed Forces and overseas Governments.
- We expect to have a presence at events such as the NDI Annual Conference and DVD 2012, Millbrook.

Please keep up to date with the latest news, business opportunities and activities by visiting the website regularly. And please don’t hesitate to get in touch if you have any defence and security exporting questions or issues.

**Good luck in 2012!**



[www.ukti.gov.uk/defencesecurity/supportforsmes.html](http://www.ukti.gov.uk/defencesecurity/supportforsmes.html)  
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