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Industrial Co-Chair
of the DGP

Welcome to the May Edition of the DGP Bulletin.

The highlight of this month's activity has been the tabling and agreement of our strategic market plans. This is the first time in recent history that we have developed an agreed approach across industry and Government for our core priority markets; a step that offers the basis for a new level of cooperation that will benefit Team UK and our partner nations. This has been the result of much effort and input across industry and Government and is a significant milestone in the evolution of the Defence Growth Partnership. My personal thanks go to the team responsible for developing this approach. We are now presented with the opportunity for all interested parties to contribute to the execution of the strategies with our core markets.

It is impossible to ignore the General Election announced for June 8th. The announcement by the Prime Minister on April 18th has meant that we have postponed some important Ministerial engagements, but we remain in a 'business as usual' approach in most of our activities.

Initial work on the Industrial Strategy Green Paper was concluded with the ADS consolidated response from DGP, DIC, DSF and AGP being delivered last month. Following the election, the wide range of responses will be considered by Government and feedback will be received in due course. Our attention now turns to the prospect of a Defence Sector Deal. The Defence Sector Deal aims to create a thriving defence industrial sector which collectively between government and industry, develops sovereign capability and intellectual property leading to greater efficiency as a nation. The Sector Deal will build on the basis of the industrial strategy, capturing the specific defence features that are needed to keep the UK in a world leading position in the sector. Although the purdah period prevents us from discussing this directly with Government, we will use the time to consult, collaborate and develop a consensual position amongst the industry participants.

I would like to take this opportunity to wish Chris Chollerton the best of luck in developing the next phase of the Value Chain Competitiveness area with the Rolls Royce team.

Key Progress Updates

Strengthened-DSO

April has been a very busy month for the sDSO team. This is not surprising considering it is our project's most important milestone to date. We are pleased to report that we have been successful in getting our strategies approved by the DSO Industry Liaison Board (DILB), and there have been no objections raised by the ministers that sit on the Defence & Security Exports Working Group (DSEWG). So milestone achieved! This is a great success by the team and is reward for 18 months of patient analysis and preparation. Once again a big thanks to all those stakeholders across government and industry who have participated enthusiastically and made the work a success. Our progress also means there are more secondment opportunities available regarding the strategy implementation. Please see the back of the news bulletin and the secondees details that have been circulated through the DGP Steering Committee.

Nisha Rahim, has recently started in the AD Strategic Market Development role in DSO. She joins us at a really busy but exciting time and we welcome her into the role. She will not only oversee sDSO activity, she will also be looking at how government policy can best support the work we are doing.

As you will be aware, Theresa May called a snap general election too. Unfortunately, due to parliamentary Purdah rules, this resulted in the need to postpone the DSO Symposium resulting in a big disappointment for us. The symposium will be rescheduled for later in the year, most likely following DSEI in September.

However, now the real work starts as we move into uncharted territory and seek to implement the strategies. It is clear that both government and industry need to do things differently if we are to create a step change in our approach towards our strategic markets and begin to grow our exports. We still have challenges we need to overcome, but we have a plan to navigate us through this, and we have the right stakeholders meeting fortnightly to deliver it. The key to success will be collaboration, fresh thinking, and a willingness to work together for the benefit of UK prosperity.

Value Chain Competitiveness

The VCC has seen the transition from Marshall to Rolls Royce with Chris Cholerton stepping into the chairman position with the support of Hamid Mughal. Rolls Royce is now conducting the initial engagement with the other areas of the DGP to help shape the Value Chains future direction.



Chris Cholerton



Hamid Mughal

Key Progress Updates

UKDSC

Focus on the Customer

Phase 3 of the market analysis work has seen a positive response from across industry. The UKDSC is working with DSO, other government departments and independent consultants to rationalise and prioritise the multiple Capability Themes that have been identified as potential contenders for international engagement. Two workshops were run on 27th April and 3rd May to review the market intelligence information; the outcomes will be presented to strategic thinkers across industry and government via a webinar on 10th May and the conclusions will be published in July.



The Market Intelligence Cell (MIC) continues to have regular visits from the DGP founders, UKDSC associates, Community of Interest (CoI) members UK government representatives and international delegations; to date the MIC has hosted 50+ engagements involving some 70 delegates. In mid-May the UKDSC will be hosting a visit from the High Commission of India; a visit that will further develop the growing relationship between the UK and India and provide the Indian government further insight into the work the UKDSC is doing on developing capability themes that could be of mutual interest.

Develop UK Capability

The UKDSC has supported planning discussions with DSO on enhanced collaborative working such that the Capability Baseline work, Market Intelligence work and the Strategic Market Strategies can be brought effectively together to enhance Export opportunities. Over the next few months, Capability Propositions will be developed within the DSC for the requirements identified in the Strategic Markets. These will then be further briefed and developed in collaboration with DSO, MoD and Industry. Workshops with Industry and Government participation have been held to support the ongoing development of the Team UK presence at DSEI, with particular focus on the example Capability Themes to be highlighted on the stand.

Improve Value of Investment

This month, UKDSC supported the Virtual Reality Show at the Business Design Centre in London. As part of the three day show, representatives from the UKDSC Innovation & Collaborative Engagement Lab (ICE Lab) spoke at the Defence Conference. Additionally, UKDSC participated in the EU sponsored Maritime and Defence Dual Use Conference at the National Oceanography Centre in Southampton. In both cases UKDSC discussed opportunities for Small Medium Enterprises (SMEs) and non-traditional defence suppliers to boost their capabilities and secure global customers, as well as looking at methods of introducing potentially disruptive technologies into defence programmes. Both events were well attended, and gave the UKDSC a good opportunity to further engage with SME's. Finally, the UKDSC has continued to develop the 2020 Vigilance proposition. This has included positive engagement with the Joint Forces Command on the proposed Novel Collection OCD. As a longer term activity UKDSC has also engaged successfully with Innovate UK about potential support for a longer term opportunity to implement quantum technology into a future 2020 Vigilance solution.

Finally, I am delighted to announce that Meggitt plc will be joining the UKDSC as an associate member and I would also like to take this opportunity to wish Chris Chollerton the best of luck in developing the next phase of the Value Chain Competitiveness area with the Rolls Royce team.

Skills

Over the last month the DGP Skills team has agreed to create a new career pathway to formally develop the skilled professionals needed to deliver UK exports. The aim is to create a pathway that will enable talented individuals to move seamlessly through industry and government roles – building the skills and gaining the experience needed to lead major export efforts. This pathway will be supported by a world-renowned export-based qualification, created by UK academia to provide skills development and gravitas. To create this upskilling vision for the UK in this key area, the DGP Skills Steering Committee has agreed to create four workstreams: Career Pathway; Academy; Context and Measurement; and Communications. Populated by experts from industry and government, these workstreams will begin delivering the framework for this vision over the coming months.

Upcoming Events

- 10 May – Phase 3 market analysis decision conference
- 30 May – DGP Skills Steering Committee
- 14 June – UKDSC Liaison Board
- 29 June – DGP Steering Committee
- 07 July – Phase 3 market analysis final report
- 01 August – Defence Industry Liaison Board
- 17 August – DGP Steering Committee

Secondment Opportunities

UKDSC- (Contact Andrew Radcliffe for details: andrew.radcliffe@ukdsc.org):

- Director Market Intelligence Cell – required for Mid-September 2017 to end August 2018 (minimum)
- Market Intelligence Leads (x2) – starting May and June (each assignment is for 6-12 months); excellent opportunities for those on company graduate schemes or fast-track development programmes
- Strategic Capability Lead Layered Air Defence
- Assistant Head of Engagement (innovation and SMEs)

S-DSO- (contact Nisha Rahim for details: Nisha.Rahim@trade.gsi.gov.uk):

- Country Planning Lead to start ASAP
- Country engagement leads