



Allan Cook CBE
Industrial Co-Chair
of the DGP

Welcome to the August edition of the DGP Bulletin.

During July, the DGP has been focusing on preparing for the DSEI event in September. The DGP will have two stands at DSEI. The first one will be the Team UK stand which will focus on international delegates and will display the key themes which support the Team UK approach to defence procurement and some of the critical capabilities the UK defence industry can provide. The second stand will be in the UK pavilion which will focus on the DGP activities in the UK defence industry. This stand will display three themes, Skills, Innovation and VCC (Value Chain Competitiveness) which provides industry with the opportunity to see the various activities the DGP supports in the defence industry and how to participate in them. Our presence at this year's show will be the biggest we have ever had and I am confident that, with the companies' input, we will have something unique on display for delegates and the UK industry. Finally, keep an eye out for the *DSEI preview event* publication, which has now been distributed, which explains more about the Team UK presence at DSEI.

We have also made further progress on the Defence Sector Deal, and an outline competitiveness plan has been developed as part of this which will help us deliver, strategic military advantage to the MoD at reduced cost, whilst building on our global influence and supporting high productivity jobs throughout the UK. This was ratified during the last DGP Steering Committee. As I mentioned in last month's bulletin, we have been validating our approach and are in the process of engaging with key government stakeholders within BEIS, MOD and DIT to get feedback on our approach to ensure that we are completely aligned with their thinking. Following this we will be sharing this approach with the Defence Industrial Council and Defence Supplier Forum.



Team UK stand for DSEI

Key Progress Updates

Strengthened-DSO

As we prepare for our next DSO Industry Liaison Board (DILB), our work on strategic markets continues to gather pace. This month we have had some successful visits to embassy in country to talk to the Defence Attaché (DA), First Secretary Defence & Security (FSDS), and other key in country government and industry stakeholders. It is vitally important these stakeholders understand the work we are doing and are bought in to what we are trying to achieve and we were very pleased with how our work was received. Our work continues to be recognised across government and it is clear we are influencing peoples thinking towards our strategic markets, and raising the profile of the defence sector's needs, including with the Cabinet Office. Now that our 2yr goals have been agreed by the respective departments via the implementation teams, we are now defining and agreeing the specific work packages required to deliver these goals. We also continue to engage bilaterally with DGP companies to communicate the strategy, understand their strategic intent towards these markets, and work out how we work closely together. We are in full planning mode for DSEI, and are looking to ensure our strategic markets have a visit plan that befits their status. We have also completed our work on identifying another strategic market, and we will be recommending this to the DILB for approval. We will then embark on a piece of work to develop the strategy for this market, following the model we have previously used before. We also continue to push for establishing industry secondees based in our embassies to help deliver the strategies, and we have put together a series of funding options for the DILB to consider and recommend to the Steering Committee.

With the identification of another strategic market, our demand for resources has never been stronger. We continue to require a number of skilled individuals including planning leads to take ownership of the implementation plan and to run the crossgovernment implementation meetings. We ask that you please check the Secondment Opportunities section for the available roles and that you please contact Nisha.rahim@trade.gsi.gov.uk if you are interested and wish to find out more details.

Value Chain Competitiveness

Value Chain Competitiveness activity is gearing up. At DSEI, Hamid Mughal will present on 'Gaining a competitive advantage in Manufacturing' in the Global Theatre (Tuesday 12 Sept, 1130 – 1200). We are also in the process of setting a date (likely to be in Oct / Nov) to conduct a comprehensive review of the UK wide value chain initiatives and programmes. We envisage that this 1 day workshop will involve input and participation of some of the leading productivity and competitiveness initiatives operating in UK and nominated delegates from DGP companies and value chain members (including SMEs). We also plan to invite representatives from the relevant Catapult Centres and supporting organisations to provide the crucial technology dimension. The outcome sought is to gain agreement on the programme/s most suited to a Defence Industry specific Improvement Framework that will be designed to provide the basis for achieving a sustainable competitive advantage in the products and services that we supply.

Key Progress Updates

UKDSC

Focus on the Customer

The third phase of market analysis work is close to completion; providing a systematic analysis across the 24 countries assessed to date. The Market Intelligence Cell (MIC) continues to have regular engagements with DGP founders, UKDSC associates, Community of Interest (CoI) members, UK government representatives, and international delegations. To date the MIC has hosted over 65 engagements, involving over 92 delegates. Additionally, the MIC continues to publish specific reports on a range of topics, including: the strategic partnership initiative in India, future international combat air capabilities, and regional needs analysis focussing on capability requirements and potential prospects. Further studies are planned to meet the requirements of stakeholders. All of these outputs are designed to help strengthen the knowledge base of industry and UK government as part of 'Team UK'. The market intelligence team was further strengthened with the addition of Charlotte Kirsch (Thales UK) and Stuart Dunlop (Raytheon UK).



Develop UK Capability

The Capability Team supported DSO in their visit to India, in this a number of Capability Themes identified through the Market Intelligence Cell were reviewed with the Defence Attaché and First Secretary Defence Supply in country. Activity has been ongoing within the UKDSC to further develop those themes which were identified as high priorities. These will be presented to the UKDSC Liaison Board in August. Planning for DSEI continues apace, the Capability content for the stand is beginning the final editing stage. Finally, Ricky Adair has joined the Capability Team to lead on Layered Air Defence on secondment from Thales UK.

Improve Value of Investment

In July a demonstration event was held to showcase the phase 2 output from the Persistent Aerial Surveillance (PAS) innovation challenges. This was well attended by stakeholders and interested parties, and was a joint event delivered collaboratively between UKDSC and the Defence & Security Accelerator (DSA). DSA concluded the event by praising the outstanding progress the organisations had made with their innovations, and the exceptional value for money delivered across the three phase 2 projects demonstrated. UKDSC additionally supported a visit by Lord Prior to the University of Birmingham to view the great work they have done on their SIMITAR project (persistent surveillance from the air with a low frequency multiple input, multiple output towed array) as part of the PAS innovation challenge. Work has also continued to progress options for a co-development competition, this has focused on the Novel Collector Operational Concept Demonstrator (OCD) and the Defence Innovation Initiative funded competition 'Revolutionise the Human Information relationship for Defence', and has involved engagement with both the Industrial partners and MoD.

Skills

In July the DGP Skills initiative significantly matured the range of measures it is developing to help enhance the skills required to improve the UK's ability to export. Work on both the career pathway and academy work streams is now well progressed, giving the DGP Skills Steering Committee the confidence to decide on 26th July to formally launch the initiative as part of 'People and Skills' day at DSEI in September. July also saw the appointment of a lead for the context and measurement workstream of the initiative. This workstream will tackle issues relating to the implementation of the secondment model, demand profile for the academy, alumni pool, monitor the success of the initiative, and other activities.



Upcoming Events

- 01 August – UKDSC Liaison Board
- 17 August – DGP Steering Committee
- 11-15 September – DSEI

Secondment Opportunities

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

Working at the UKDSC provides a unique opportunity to collaborate with leading defence organisations, academia and Government.

- **Head of MIC** – Mid-Sept 17 to end Aug 18 (minimum)
- **Market Intelligence Lead** – starting September (Assignment is for 6-12 months); an excellent opportunity for those on company graduate schemes or fast-track development programmes
- **Assistant Head of Engagement** (Innovation and SME's) – urgent requirement

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

- **2x Country planners**
- **2x Country strategy leads**
- **2x In country leads**