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Welcome to the September edition of the DGP Bulletin.

This month is very special for the defence industry in the UK as many of our partner companies prepare for the largest defence show in the country - the Defence and Security Equipment International (DSEI) event held at the ExCeL in London from the 12th -15th of September. The Defence Growth Partnership (DGP) has had input from MoD, BEIS, DIT and the member companies to produce a unique presence at DSEI which I am delighted to share with you. DSEI gives the DGP the opportunity to engage with international delegates and the domestic defence market through a variety of methods, including two exhibition stands and several speaking engagements, covering the diverse work streams of the DGP.

The Team UK stand, which is targeted toward international delegates, marks the first use of "Team UK" to represent the combined UK capabilities of the defence companies in this country. The DGP stand in the UK Pavilion will focus on the domestic Skills, Innovation and Value Chain Competitiveness programmes. This is aimed at UK industry participants to highlight how they can get involved in benefiting from, and supporting, the DGP aims.

The DGP is also running a variety of speaking engagements which will discuss topics ranging from innovation to exports; to gaining a competitive advantage in manufacturing. All of these topics promote the aspects of knowledge sharing necessary to remain competitive in the future global defence market. I will be co-hosting a speaking engagement around the Team UK approach and would welcome all those wishing to know more about Team UK to attend. For those attending the show, I wish you a highly productive and successful event and hope to see many of you there in person.

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Key Progress Updates

Strengthened-DSO

August has been a quieter month than normal for sDSO. Unfortunately our August DILB had to be postponed until the end of September due to availability of board members. Whilst this is disappointing, it does mean when we convene in Sept we will have an even better story to tell as we seek to build on progress to date.

Of particular note, we are working with the UKDSC to build a solid methodology for future collaboration, which should naturally lead to identification of more 'Team UK' opportunities. We are also further deepening our network of contacts across Government, via our fortnightly implementation teams meetings: as a result, we have seen our work feed into a cross Whitehall strategy for one of our markets, led by the FCO, and we have seen the MOD adopt a number of elements of another of our strategies. The team was also instrumental in securing a defence trade delegation to accompany the PM on her visit to Japan. We have also begun booking in trade delegations to visit the Team UK stand at DSEI.

More widely, it feels like we are approaching a bit of a tipping point for the project as we say goodbye to two of our key team members: Gerald O'Sullivan, who returned to MBDA in July and Rob Bath, who is due to return to LMUK this month. So, huge thanks to Gerald and Rob, both of whom return to their company on promotion; we wish them well for the future. As members will know, these two new vacancies add to the posts we have been advertising for a while now. Please do check the Secondment Opportunities section for the roles we require and please contact Nisha.Rahim@trade.gsi.gov.uk if you have candidates you wish to put forward.

Value Chain Competitiveness

The date for the first Value Chain Competitiveness workshop is set for 17 October. This full day event will be hosted by Rolls-Royce at their site in Bristol. The VCC team is in the process of contacting the leaders of some of the prominent UK improvement initiatives to seek their participation and involvement in the workshop. In addition, the DGP partner companies are also being requested to nominate delegates who will be empowered to make specific recommendations on behalf of their companies. They will also be requested to form a community of VCC Champions who will help and support the development and deployment of the agreed Improvement Framework going forward. The second workshop will also be held in Bristol on 2nd November and will be designed to build upon the reviews and findings from the first event and reach a conclusion on the recommended approach to improving our value chain.



Key Progress Updates

UKDSC

Focus on the Customer

Phase 3 of the market analysis work has been completed. The UKDSC is now combining the key findings of all three phases into a single summary paper. 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 from India and Poland. To date the MIC has hosted over 90 engagements, involving over 120 delegates; August have been particularly busy. Additionally, work is underway to publish specific reports on a range of topics, including: specific capability themes, regional analyses, and international industrial capabilities. All of these outputs are designed to help strengthen the knowledge base of industry and UK government and are available for use at the UKDSC facility. The UKDSC is also working on a Shared Information Space to enable easier access; it is anticipated that it could be operational by the end of November 2017.



Develop UK Capability

Over this last month the Capability Team has supported a visits to the UKDSC by the Indian Ministry of Defence and the Polish Ministry of National Defence. Both of these were positive engagements, with opportunities for further discussion. The UKDSC Liaison Board were briefed on the initial value propositions for the identified high priority themes. It was agreed that further work will now commence on progressing these propositions. Final preparations for the DSEI exhibition close to completion, where the Capability Team, working in concert with DSO, will be briefing overseas delegations on the Team UK approach and four capability themes. The Capability Team will be prominent at the 'team UK' facility at DSEI.

Improve Value of Investment

In August we hosted a visit by the head of the Defence and Security Accelerator, Dr Lucy Mason, to further cement the strong relationship that was built between CDE and UKDSC through the DGP Innovation Challenges, and identify areas of collaboration between the two organisations. This focused particularly on the support the UKDSC can provide on understanding the opportunities for exploitation of innovation in the export market. UKDSC also hosted a visit by Heather Goldstraw, the Head of the Technology Office within DE&S. Again this centred on utilising the knowledge within the UKDSC of opportunities for exploitation in the export market, support for CODIFI, and a closer working relationship with DTech.

Skills

In August the DGP Skills group updated the DGP Steering Committee on its new initiative to develop key exporting skills in the UK defence sector and its plans to launch at DSEI. The name for the initiative – the Defence Enterprise Export Programme (DEEP) – was also approved. Full details of the new skills programme will be disclosed by the chairman of DGP Skills, Dave Armstrong, in the West Theatre at DSEI at 12:00 on the 15th September. Visitors are also welcome to find more about the DGP and its efforts to develop skills in the UK defence sector at the DGP stand in the UK Pavilion, S4-179.



Upcoming Events

- 11-15 September – DSEI
- 19 September DGP Ministerial
- 27 September -DILB
- 28 September DGP SC

DSEI Talking Slots

- 12th – Introduction to Team UK – East Theatre- 11:30 – 12:00
- 12th – Competitive Advantage in Manufacturing – Global Theatre – 12:30 – 13:00
- 13th – Innovation to Exploitation – East Theatre -16:00 – 17:00
- 15th - Defence Skills for International Growth – West Theatre - 12:00 – 12:30

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.

- Market Intelligence Lead – starting asap (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):

- 1 x Country Strategy Lead (CVs)
- 2 x Country Planning Leads (CVs)
- 2 x In Country Secondees (expressions of interest at this stage)