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Welcome to the October edition of the DGP Bulletin!

Last month, the DGP exhibited at the Defence and Security Equipment International (DSEI) event held at the ExCel in London from the 12<sup>th</sup> -15<sup>th</sup> of September. Having been present on the 'team UK' stand, next to the DSO/MoD lounge, for the majority of DSEI, it was evident that the 'team UK' messages resonated very well with overseas delegations. The joint approach between Government and Industry was constantly referred to throughout the show. A very close working relationship with the Royal Navy developed through the show – which will strengthen our position for the future. Government Ministers from BEIS, MoD and DIT lent their support in speeches and in stand visits which further enhanced our collaboration approach. I would like to take this chance to thank everybody taking part from industry and government who have been involved in making DSEI such a successful event for the DGP.

On the Friday of the show, the DGP Skills work stream also unveiled their plans to launch DEEP – Defence Enterprise Export Programme. This will see unprecedented joint work across Government and Industry to develop our collective defence export skills. Work is well underway and we will see more at the formal launch at FIA 18.

In October, we will be taking a significant step towards forming our approach on Value Chain Competitiveness. On the 17<sup>th</sup> we have the first of a series of events in Bristol – organised through Rolls Royce - that will bring together value chain programmes and initiatives from across aerospace and adjacent sectors to help build a coordinated approach with the defence sector. This is a vital part of our competitiveness plan.

The DGP has also made progress with the Defence Sector Deal. We have agreed the next steps approach with Lord Prior and Harriett Baldwin at the DGP ministerial meeting on the 19<sup>th</sup> of September. During this meeting, industry and government agreed the validity of the Defence Sector 'Competitiveness Plan' and discussed how it could be used to develop potential deals at a sub-sector level. With the agreement of this approach, we will be entering the next stage of the Defence Sector Deal development, building upon our framework and focusing further detail at a sub-sector level with broad industry and government involvement. I look forward to developing this approach further through the remainder of the year.

This month sees James Montagu and Sarah Hodgetts – from BEIS and Stephen Phipson from DSO - moving on from their involvement with the DGP. I would like to personally thank them for their support and contributions to the DGP during their time with us and wish them success in their future careers.



## Key Progress Updates

### Strengthened-DSO

September has been a busy month in sDSO. In addition to supporting the Ministerial Committee, the Steering Committee, and the DSC Liaison Board, we had a very positive meeting of our own DSO Industry Liaison Board. We were pleased to welcome several new members to the Board, including an expanded HMG presence and, from industry, Thales, Raytheon and Ultra; the new members will add to the wealth of experience and expertise of existing DILB members. We also discussed resourcing and we are particularly pleased to have secured commitment in principle towards some of the vacancies in the team. This is a real positive step and will allow sDSO to maintain the momentum built on the strategies. We look forward to receiving nominations in the near future.

We also had DSEI this month which saw the Team UK stand situated next to the DSO/MoD lounge. sDSO supported the Team UK stand and coordinated international delegations to visit the stand. We are now working closely with the UKDSC to follow-up on the various interactions with overseas customers.

We have also had to say goodbye to Andrew Page, who left us at the end of September after 18 months in the sDSO team. Andrew has been the dedicated sDSO Project Manager and played a key role in shaping and steering the development of sDSO and the strategic markets work. His contribution has been invaluable, and we wish him every success in the future.

### Value Chain Competitiveness

Plans are maturing for the Value Chain Competitiveness (VCC) workshop on 17<sup>th</sup> Oct at Rolls-Royce Filton - invitations were sent on 25<sup>th</sup> Sept so please respond if you have not done so already. We've had confirmations from 17 technology providers, industry bodies and training groups who alongside DGP partners will begin the process of producing a VCC improvement framework. This 1<sup>st</sup> workshop will focus on taking time to understand all existing initiatives and then breaking into working groups to discuss, prioritise improvement areas and understand the competitiveness issues in the various defence domains. A 2<sup>nd</sup> workshop will also be held in Bristol on 2<sup>nd</sup> Nov, which is designed to build upon the first event and develop elements of a VCC improvement road map with the DGP members. Following this, at a date yet to be set, there will be a final workshop aimed at consulting with the wider group to test thinking and reach agreement on the approach and way ahead for the VCC activities.

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# Key Progress Updates

## UKDSC

### Focus on the Customer

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 100 engagements. In September, the UKDSC hosted delegations from Ukraine, Japan and South Africa. The UKDSC has now combined the key findings of the market intelligence work undertaken to date. 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. Phase 4 of the market intelligence exercise is now being scoped and it is expected to launch this effort before the end of 2017.

### Develop UK Capability

This last month has been dominated by the very successful DSEI exhibition, where the Capability Team were briefing on the Team UK approach and four example capability themes of Interoperable Communications, Maritime, Persistent Surveillance and Training. During an extremely busy and productive week, the team briefed in excess of 27 international delegations and a considerable number of senior UK officials, including four UK Ministerial delegations. It was an extremely positive week, with the messages seeming to resonate strongly with all visitors. On the final day of the exhibition the Capability Team also supported a DGP sponsored 'Skills' reception which was very well attended. The Capability Team are now working closely with colleagues in DSO to ensure that the follow-up to the DSEI meetings happen in a coordinated manner.

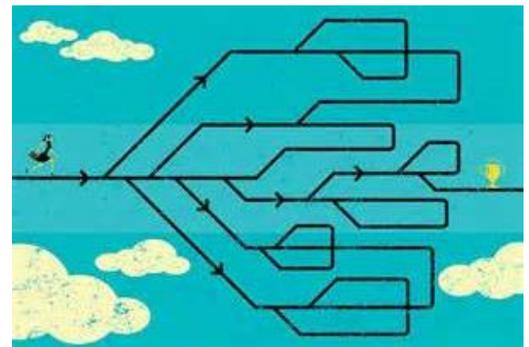
### Improve Value of Investment

During September we have continued to support the Defence and Security Accelerator (DASA), attending the demonstration event for the fast track project outputs for the first challenge, 'Revolutionise the Human Information Relationship for Defence'. Focused on providing opportunities for organisations to understand where their outputs could be utilised within export opportunities, offering support for visualising future capability, and where investment opportunities may be. We have also engaged with the team currently working on the refresh of the MOD's International Research Collaboration Strategy, and have gained agreement in principle to holding an Industrial Workshop to discuss the outputs when the work is completed in the New Year. As part of the engagement with the Japanese, we ran an Innovation Workshop with the DSEI delegation, showcasing UK Innovation and some of the outputs from the DGP Innovation Challenges. Finally we have secured MOD Investment for a phase 2A to the DGP Innovation Challenges, focused on future UK Military Capability with potential to support future exports.



## Skills

DSEI in September saw the formal launch of the DGP's new initiative, known as DEEP (Defence Enterprise Export Programme), to develop key skills within the defence industry, focusing on international partnerships and exports. DEEP is the DGP's second intervention into skills development, following on from the launch of SEMAP (the Systems Engineering Masters Programme) in 2015 – which has already proven a success with 70 participants currently studying towards an MA-level qualification in systems engineering. DEEP will also involve an MA-level qualification to develop defence export skills, as well as a secondment system to allow participants to develop skills practically by taking on challenges and opportunities in different organisations within both industry and government. A common career pathway across industry and government has been created that will serve as a key enabler of the secondment model. DEEP was launched in a well-attended and received speech by the chair of DGP Skills, Dave Armstrong, on 'People and Skills' day at DSEI.



## Upcoming Events

- 17 October VCC workshop
- 2 November VCC workshop
- 9 November DGP SC

## Secondment Opportunities

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

Working at the UKDSC provides a unique opportunity to collaborate with leading defence organisations, academia and Government. Secondment opportunities arise on a regular basis. Please register your interest and/or take the opportunity to visit the UKDSC to find out more about the roles that will become available in the coming weeks.

- The Innovation Team currently seeks a secondee to help facilitate engagement with adjacent markets and SME's – urgent requirement.

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