



Andrew Cowdery
Industry Co-Chair
of the DGP

Welcome to the Christmas edition of the DGP Newsletter!

My first year as Co-Chair of the Defence Growth Partnership (DGP) is nearing completion, a year where we have achieved recognition and success, in what is a unique partnership between Government and Industry. We have made positive progress and maintained momentum across all the DGP Workstreams. The year has had its challenges, we have seen changes in Ministers and more recently the announcement of a general election, however we continue working across government and industry through collaboration, building relationships in and with the UK Defence Solution Centre (UKDSC) and the DSO Liaison Board (DILB). We are working closely with the UK MoD Economic Security and Prosperity team and have supported UK MoD in looking at new initiatives to be announced early in the New Year.

We had a constructive DGP Steering Committee Workshop in October, this has informed our thinking on the way forward for the DGP, confirming objectives set out in 2015 which

remain realistic and relevant to developing UK defence collaboration and promoting 'Team UK' in the international defence market. We have agreed certain actions at the recent DGP Steering Committee to advance our objectives and to prepare for 2020 and beyond, these represent exciting opportunities for the Defence Growth Partnership.

Team UK is building momentum, with a successful DSEI Japan. Team UK worked jointly with the Defence and Security Organisation to deliver a successful exhibition, which further developed relationships with Japan Government agencies and potential industrial partners.

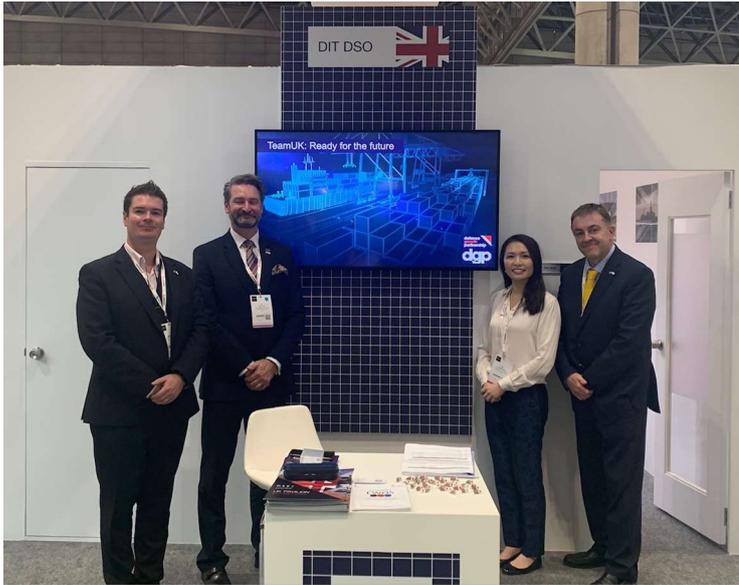
The focus of the Skills Group has been in developing a Defence Digital Skills Framework (DDSF), with five separate workstreams identified that are critical in supporting an effective digital working environment. The Skills Group have recognised a need for effective management and governance of existing DGP Skill training programmes, and the evolving introduction of the DDSF. Our Defence Export & Enterprise Programme (DEEP) is gaining positive feedback from participants, who will be completing Year One at the end of this year. We are currently finalising next year's cohort and are looking to broaden involvement from across the DGP network of stakeholders and other defence suppliers. Lynda McVay leads this workstream and gives a little more insight into the work of the Skills Group later in this Newsletter.

The visit by DGP and UKDSC to Northern Ireland, supported by Invest Northern Ireland and ADS Northern Ireland was very successful; we shared information on what can be achieved by working together and where opportunities could be developed between DGP and UKDSC, with local industry and academia. This visit was the first step in building a stronger network of relationships across the regions, through local regional investment and enterprise partnerships and providing better understanding of what appetite and interest exists in having a stronger defence engagement.

Continuing this regional theme, Lisa Hole (Directorate of Economic Security & Prosperity (Head of Industrial Policy) MoD and I attended the recent meeting of ADS Scotland. I was encouraged to witness the strong working relationship already in place with UKDSC and Scottish Government, working with Scottish Enterprise and local companies in research and development projects, with good cross-sector involvement.

The DGP Centre and DSC attended the 2nd Dual Use Technology Exploitation (DUTE) hosted at AMRC Sheffield. The event was held in conjunction with KPMG and Axillium, with support from the Sheffield City Region Local Enterprise Partnership. There were over 100 participants covering a wide variety of interests: Innovate UK, UK Atomic Authority, Sheffield Forgemasters, Aerospace Technology Institute, Made Smarter and McLaren Automotive. This community of interest has been established to promote investment in technology and capability which have dual use application and to support and encourage a shared interest in creating new business opportunity. We can learn from those working in other sectors, and contribute our learning from across the Defence Growth Partnership to mutual benefit.

Many thanks to everyone across the Defence Growth Partnership for all your effort and I look forward with optimism to continuing this momentum in 2020. I wish you and your families a very Happy Christmas and prosperous New Year.



Monday 18th November saw the launch of DSEI Japan, the first integrated defence show in the country and the first time the DSEI brand has been used outside of London.

DSEI Japan attracted twenty-six British companies, including a large selection of DGP companies. The show attracted around 1,000 attendees from the Japanese MOD as well as a strong international presence from the defence industry and several international delegations. We also had several senior stakeholders who delivered opening remarks and attended the show, such as Mark Goldsack, Director of DIT DSO, Simon Staley, Defence Attaché to Japan and David Armstrong, Group Business Development Director of BAE Systems and also DGP Sponsor for Japan.

The DGP supported the event in many ways;

- In the run-up to the show, Martin Rowse ran many sessions with Japanese industry to share approaches to international exhibitions and marketing plans to maximise presence – there was a definite improvement in how Japanese companies presented themselves and their capability, compared to previous shows which was encouraging and supported greater levels of industry discussion.
- A further Defence Industry Dialogue (DID) was hosted by Andy Love, Martin Rowse and Loretta Chan with a greater portion of the session dedicated to workshop-style discussions on potential collaborative areas. This was greeted positively by both British and Japanese industry with the topic of Maintenance, Repair and Overhaul (MRO) being introduced and proving very popular as an area for future collaboration.
- Llyr Jones participated in a panel session as part of the DSEI Japan conference programme. The focus of the session was on the overseas transfer of defence equipment and technology, with a particular focus on their impact to Japan's security and diplomacy.
- Llyr Jones and Loretta Chan presented at the British Embassy Defence Seminar giving further information on the DGP construct and how we work collaboratively with UK Government as one team.
- DGP also sponsored a highly regarded RUSI Seminar which focused on the Indo-Pacific geo-political environment and how the UK and Japan can further their relationship – this was welcomed as a new level of discussion that opened a wider debate on the relationship.



DSEI Japan was widely hailed as a success, with the DGP Companies seeing the show as a positive way to engage with Japanese companies as well as the domestic MOD.

The relationship between the UK and Japan has seen a significant improvement over the last years, with collaborative discussions now starting to gain traction, there is an upward trajectory of momentum pushing further activities in 2020 and beyond.

We are currently finalising the next intake for the Defence Export Enterprise Programme (DEEP) MBA and PG Cert at Cranfield University. The programme starts in January with the deadline for applications approaching quickly. The course has received some very positive feedback from current DGP partner participants looking to develop their international skills on the DEEP MBA.

“The Executive MBA Programme in Defence Export delivers on the modern day needs for global business leaders. Flexibility, Strategic Vision and Self-awareness.

As a current defence export professional with responsibility for international business development and capture, the programme has immediately made me a more balanced professional. The business fundamentals, strategic mind set, self-reflection, challenging debate and my newly constructed defence industry network has left me well equipped for a successful future.”

Homy Masu (Country Manager - Asia Pacific Region - Airborne & Space Systems Division)

“The programme has provided a brilliant platform for engagement with the wider defence community, from customers to suppliers and even end users, with a strong showing of UK military present within the cohort”

Joseph Somers (Project Manager - Cobham Aerospace Connectivity)

If you are interested in enrolling in the course, or know anyone who is, please contact your DGP learning and development representative or DGP Skills representative.

Monthly Progress Update

Skills Workstream Overview

- Within Skills, five work streams have been created to work on the priority digital skills identified in the survey taken across all the partner organisations in the summer. Work is underway in these teams to finalise the definitions and scope of the topic and to identify suitable routes to address the resulting upskilling needed.
- In addition, we are delighted to welcome an SME representative to our Skills Group and to have a challenging voice from this community.

UKDSC Overview

- During 2019 the Market Intelligence Cell (MIC) published, amongst other things, 230 Insight information notes, 50 country synopsis packs and 17 project reports. It also hosted 219 visitors across 95 visits.
- In terms of utilisation, the MICs Shared Information Space had 6,000 document views by 472 authorised users across the 14 DGP founder member companies and five government departments.
- The MIC is also cooperating with the MOD on developing the Joint Economic Data Hub and exploring a relationship with the UK Space Agency to support the Global Navigation Satellite System.
- Following the success of the pre-DSEI Japan 2019 workshop convened in Farnborough, a similar DGP event will be convened in January 2020 to develop key Team UK themes for DefExpo 2020 in India. This will be facilitated by the UKDSC and will involve DGP industry members as well as key UK stakeholders from DIT DSO, BEIS and MOD.
- The Cross Sector Underwater Autonomy competition will launch in January 2020, with £6M of funding available coming from both the Oil and Gas and Defence sectors and will be delivered through the Innovation Lab mechanism, for more information contact David.Wotherspoon@ukdsc.org.
- In support of the DSF CMI&I the UKDSC continued to progress the Innovation workstrand and delivered the draft outputs for all task lines. These included Case Studies, Scaling Mechanisms, Global Best Practices in Innovation and the creation of an Investment Analysis tool.
- Additionally, an online Innovation Portal was launched to develop further engagement and information sharing across DGP Partners and SME's.

Value Chain Competitiveness Overview

- The VCC Improvement Framework now completed by Rolls-Royce and currently working with partners on hosting and supporting it on a suitable website.
- The VCC Improvement Framework will provide an 'entry level' downloadable, free to use, self-assessment tool for companies wishing to begin their productivity improvement journeys. This will support more detailed initiatives such as SC21 and SiG.