

# Connected Cities Trade Mission India

6–12 November 2016



**TECHNOLOGY  
IS  
GREAT**

BRITAIN & NORTHERN IRELAND





# Contents

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Foreword	<b>1</b>
Sector profile – UK Capabilities	<b>2</b>
Company profiles	<b>3</b>
Department for International Trade contacts	<b>23</b>
Notes	<b>25</b>

# Foreword

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Welcome to our five special 'Tech Summit' related trade missions in Connected Cities, Healthcare and Life Sciences, Advanced Manufacturing and Agri-technology.

I am delighted to welcome our five special 'Tech Summit' related trade missions. These have been organised to coincide with the India-UK Tech Summit which is taking place in Delhi from 7 to 9 November bringing together the most exciting thought leaders, businesses, educational institutions and innovators to connect, share ideas and explore the future of India-UK collaboration.

The Tech Summit is a highlight in the India-UK calendar and will showcase the very best in cutting-edge UK technologies, innovation, entrepreneurship, design and higher education, to demonstrate the UK's offer to India as partner of choice for pioneering and cost-effective solutions to some of its most challenging economic and social issues.

It is a focal point of Prime Minister Theresa May's first overseas 'Trade Mission', demonstrating the importance the UK places on our relationship with India as the UK expands its trading relations with key partners following the referendum on its membership of the European Union.

India is the world's fastest growing major economy. It is dynamic and inspiring, with a market of over 1 billion people fuelling demand for goods and services, which puts it truly front and centre as we develop our trade strategy.

This event brings together a collection of over 100 UK companies across a range of sectors rich in technology. From the Tech Summit our missions will spread out across a number of Indian States promoting their capability to a wide range of Indian partners and businesses. They have innovations and expertise to offer in the sectors that really matter to India's future. It's also a fantastic opportunity for them to hear first hand from leading Indian businesses, policy makers and potential customers about India's aspirations and opportunities.

I hope you find this short brochure informative and helpful, and I look forward to hearing about the results and successes for UK and India business.

**The Hon. Sir Dominic Asquith KCMG**  
British High Commissioner to India

# Sector Profile: UK Capabilities

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## Smart Cities

Technology, innovation and creativity hold the key to transforming the world's cities to address the challenges of climate change, population growth, demographic change, urbanisation and resource depletion.

The world's cities need to adapt quickly to survive and thrive over the coming decades. Smart technologies and solutions are enabling this transformation, helping to address some of the challenges of rapid urbanisation by improving services, managing efficiency and delivering a higher standard of living.

Smart technologies can be found everywhere, from transport and waste management to e-health and the Internet of Things.

The UK's smart cities offer is vast, from the development of connected vehicles, intelligent transport systems, data analytics and energy systems. The UK also benefits from an open and welcoming regulatory environment with strong Government commitment to providing support in areas such as autonomous vehicles and city wide emissions reduction. The establishment of city demonstrator and research and development facilities such as Bristol is Open and Manchester's CityVerve also makes the UK an ideal location for investment, with the Future Cities Catapult supporting the innovation drive both in the UK and globally.

## Smart UK - Some Key Initiatives

The UK Government is passionate about ensuring Britain's place as a global leader in smart cities and smart technologies.

- **The UK Government** has established parliamentary and industry forums to help coordinate national and international initiatives across industry, national and local Government, academia and society.
- **The Future Cities Catapult (FCC)**, who were established to accelerate UK adoption and awareness of smart cities, have developed a Cities Lab to provide international cities with data analysis and simulation services.
- **The British Standards Institution (BSI Group)** published the first Smart Cities Standards in early 2014 and is working with the FCC and a wide range of stakeholders on the Cities Standards Institute
- **The Hypercat consortia**, which is developing data interoperability standards, and is backed by UK Government, is developing global industry participation and initiatives with other countries
- **The new Cityverve IoT Demonstrator** in Manchester will redefine 'smart' in the context of a living, working city.

# Company Profiles

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## BASILDON BOROUGH COUNCIL

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BBC is a successful town centre municipality managing the needs of a growing urban population like town planning, affordable housing, waste management, citizen safety, elderly care, emergency planning, employment and economic development. The annual average budget responsibility to manage and deliver the above services is £200 million.

# Company Profiles

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## BRITEYELLOW LTD

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Briteyellow is a privately funded interactive and wireless software and technology company based at Cranfield, UK. We provide 3D positioning and navigations systems for way-finding and discovery, and cloud managed Wi-Fi and analytics for high footfall venues. With a focus on wireless innovation, Briteyellow is engaged in bringing Wi-Fi and sensor applications for Indoor Location and Internet of Things solutions to market.

Our BriteLocate3D product evolved from our background of providing managed Wi-Fi and analytics solutions for smart city, retail, and property landlords. Our vision is to provide a virtual guide for the worlds' indoor spaces, based on Briteyellow's patent pending "3D indoor GPS" technology.

Briteyellow's long term commitment to Research and Development and passion for collaborative leadership makes us a trusted partner for Smart City applications. Briteyellow's wireless solutions are deployed at several UK town centres and shopping centres including London, Glasgow, and Milton Keynes. The company owns IP related to its 3D indoor navigation, way-finding, tracking, and analytics applications platform.

Briteyellow was a winner of Innovate UK "Innovation in the Cloud" collaborative R&D award, and Finance South East Accelerator fund. A showcase company of the UK Digital Catapult Centre, Briteyellow is also part of the MK:Smart project, a £16m HEFCE funded smart city project in Milton Keynes led by partners the Open University, Milton Keynes Council, and BT.

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## BRONZE SOFTWARE LABS LTD

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Bronze Software Labs is a multi-award winning UK based R&D technology company expanding globally with clients across US to SE Asia. Bronze specialises in applying cutting edge technologies to solve complex commercial problems in connected cities across rail, energy, waste, defence and built environment to enable enterprises to be more proactive and improve their real-time service performance. Its workflow solution Framework 42 is an IoT enablement platform for enterprises to create dynamic mobile workforces and new monetizable workstreams by turning any built environment asset into a potential job contracting provider - like Uber for facilities or task management.

Besides Bronze's own native products, the company does bespoke R&D projects for smart cities, defence and high-end UK technology partners seeking rapid turn around on complex software, data wrangling, wearables and mobile workforce enablement in their own internal work-forces.

For the connected cities India mission- Bronze is seeking enterprise customers in India interested in next level of dynamic waste management by tapping on the large unorganised mobile waste/ rubbish collectors. Bronze wants to meet city municipalities interested in self-financed waste collection programs requiring mobile workforce task solutions to help sort, recycle city waste to create new jobs and improved work-flows.

# Company Profiles

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## CALIPSA

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We are building state of the art AI algorithms to automate CCTV based video surveillance that have been done manually by people located in control rooms.

Starting with the transport sector, we are automating traffic surveillance, monitoring and data collection providing cost savings of up to 80% compared to traditional approaches.

Other applications include monitoring and surveillance of critical infrastructure, public spaces and transit locations.



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## CASCADE3D

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Cascade3d is a privately owned UK company that has provided big data analytics solutions since 2002, driving revenue, customer interaction and efficiency. For the last two years we have been working with Intel IoT and Health and Life Sciences to develop the Cascade3d smart sensor platform, now utilising the Dell IoT gateway. The ambient sensors deployed in homes and care facilities stream data to the Cascade3d cloud analytics platform to provide behaviour change insights and alerts for clinicians, care professionals and the family.

Our core competency is deriving business insight from diverse datasets, specialising in behavioural analytics for wellbeing, fitness, sport and leisure.

The business has grown over the last 14 years with sales in the EU, funded by a focus on excellence, recurring revenue models and outstanding customer care. The company has no borrowings or external investment.

# Company Profiles

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## CITI LOGIK

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Our mission is to make sense of cities and regions. We have developed new ways of identifying and analysing demand activity, which we apply to complex spatial challenges in the sectors of transport, intelligent mobility, smarter cities, retail and advertising, and the built environment.

We have extensive and proven experience in gathering, organising, fusing and publishing complex data sets, and providing analytical insight.

Citi Logik’s founders are now building the systems and the technology necessary for the wider scale use of anonymised network data within cities and regions. We are making a substantial contribution to the development of smarter cities in the UK and globally, and have delivered evidence and insights to support the building of bridges, new motorways, stations, interchanges, retail outlets and outdoor media.

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## CYANCONNODE

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CyanConnode's communication network connects devices within the IoT, such as smart meters and public street lighting controls. It provides customers with a range of solutions which allow greater flexibility and rapid innovation, in the development of converged networks for applications in smart cities and IoT.

Based on its award winning narrowband radio frequency mesh technology, CyanConnode's smart metering solutions offer optimised and standards-based technology. Its technology enables utilities to accurately read every meter and bill the customer regularly, detect tamper alerts and empower customers to manage consumption.

CyanConnode provides an integrated smart lighting control system to support the remote control and monitoring of lights, reducing energy and maintenance costs. Its enterprise level system enables significant power savings by enhancing the way in which public lighting energy usage is controlled, measured and managed. CyanConnode's easy to integrate technology is optimised for all lighting technologies including HPS, HID and LED.

CyanConnode's narrowband RF mesh is an enabling technology, delivered through a collaborative engagement model. Cyan establishes a local ecosystem of partners to support the transfer of skills and experience, to facilitate customer ownership and generate local wealth.

# Company Profiles

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## DARKTRACE

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Darktrace was founded in Cambridge, UK, in 2013 by mathematicians and machine learning specialists from the University of Cambridge, together with world-leading intelligence experts from MI5 and GCHQ, to bring transformative technology to the challenge of cyber security.

With this unique combination of expertise in mathematics, software and intelligence, Darktrace has delivered the world's first operational Enterprise Immune System. Our leading-edge solution gives organizations the ability

to detect emerging cyber-threats, allowing them the opportunity to proactively defend against in-progress cyber-attacks.

Our executive team has extensive experience in government intelligence and cyber operations and the protection of critical national infrastructure. This team is supported by a specialist cyber analyst team, with unparalleled experience of some of the most sophisticated threats in today's complex security environment.

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## DESIGN FOR SOCIAL CHANGE

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Design for Social Change Ltd (D4SC) is an award-winning, London-based, urban technology innovation company. They provide products and services combining human and machine intelligence to co-create smarter cities with citizens, businesses and service-providers.

D4SC offers:

- Applied R&D services for developing urban tech products and services with unique IP
- D4SC's cloud-hosted products:
  - Changify - a people powered decision-making platform for urban service providers to identify and prioritise the most pressing issues to co-solve with people using big and little data; and
  - CitizenCanvas - the award-winning, citizen centric, smart city road-mapping toolkit.

D4SC clients range from utility and service providers; Amey Ferroviol, CISCO, Samsung and Microsoft to government organisations; NESTA, Future Cities Catapult and Thames Valley Housing.

With a cross-industry background across operating systems, telecom, digital media, urban product development, start-ups and retail, and with 15 years of commercial experience, D4SC has brought award winning products to market with unique IP including BBC iPlayer and Nokia Asha Phones. D4SC's products have been trialled in Hamburg, Barcelona, Zurich and London, and have featured in the FT, The Sunday Times, BBC, Wired and Ted City 2.0.

Changify won Innovate UK's Connected Cities Challenge, and was shortlisted for CISCO BIG Award for Smart Cities, Zumbobel for Urban Innovation, the MEFFYs for Business Model Innovation, and IoT Boost UK for Smart Living.

Citizencanvas.org helped to improve the success of smart city road-mapping in Barcelona, Hamburg, Sheffield, Plymouth and London. It won the 2014 Barcelona Smart City World Expo Showcase and is a case-study in renowned urbanist Kelvin Campbell's book 'The Radical Incrementalist - How to build urban society in 12 lessons'.

# Company Profiles

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## ECO ENERGY RATING LTD

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Eco Energy Rating Ltd have expertise in the field of design, development, need-based research, training, project management and analysis of energy efficiency in the built environment, BMS, BIPV, micro CSP, micro GRID, power quality, heat pumps, energy management and energy monitoring.

We have developed solutions to reduce the carbon footprint in the built environment and industrial process. We utilise these skills to design and build net zero energy buildings. The Indian Prime Minister's vision for 2022 is to produce 175GW (175,000 MW) from renewable energy. This is made up of solar energy: 100 GW, wind energy: 60 GW, small hydro: 10 GW and biomass: 5 GW.

Our research and training areas of focus include:

- Energy modelling
- Energy efficiency
- Building energy efficiency
- Industrial energy efficiency
- Energy efficiency financing

We have developed test bed solutions for training, to localise technology and skills and reduce the competence gap. We aim to improve employment generation and poverty reduction.

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## ENGAS

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Engas UK Ltd based in Horsham, West Sussex, UK has developed biogas purification plants to produce bio-CNG and bio-CO<sub>2</sub> from biogas, at 70% lower cost and at 50% greater efficiency. This would play a key role in creating smarter urban infrastructure for portable energy and fuel from waste. Engas UK's smaller 3m<sup>3</sup>/h bio-CNG plant can produce 30kg CNG per day, enabling a Suzuki Alto 800cc car to travel 600km a day.

India has 6 million small-scale AD plants and this technology will enable customers to produce fuel with a payback period less than three years. The Government of India has funded Rs 18.5 Lakh (£21,000) to demonstrate this technology in Calcutta.

Engas also aims to export, build, own and operate larger 100 Nm<sup>3</sup>/h biogas and bio-CNG plants in India at £350,000 Capex per project, to process up to 25 tonnes food waste per day. This will produce 362,000 kg CNG per year, equivalent to £165,000 per year revenue at Rs 40/kg CNG price in India. Around 8,750 tonnes of organic-fertiliser will also be sold worth £99,000 per year @Rs1/kg fertiliser, thus making a total revenue of £264,000 per year, per plant.

# Company Profiles

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## GAIST SOLUTIONS

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Gaist is an award winning technology and technical services company that is bringing a new level of insight into the highways and footways network of UK cities.

Roads and footways are the most expensive asset owned and operated by any city in the world. Gaist is becoming the first choice for highways authorities and central governments to provide the right type of information needed to manage, operate and develop this valuable asset for the future. To plan and invest into the future of a city, it is essential to really understand the critical infrastructure that is the base for any future development.

Gaist has developed technological solutions that provide huge volumes of information relating to the position and serviceability of highways infrastructure.

The solutions allow vivid visualisation of these assets in context with other data needed to understand how their networks are operating.

Gaist provides the technology needed to bring sensor data and other information streams into a system that allows information to be brokered responsibly to all stakeholders. They provide clients with the ability to model the long term usage and performance of their highways networks, whilst providing the optimal financial plans to support the whole life management.

Gaist provides the real time mobile technologies and sensor data needed to predict failure of roads at the correct time to intervene with appropriate maintenance regimes.



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## GREEN GLOBAL SOLUTIONS

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Global Green Solutions (GGS) is an engineering design, advisory and project management consultancy firm with Headquarter in London. The company has drawn upon a pool of committed professionals who have established leadership in providing sustainability related decision support to public and private organisations.

Working extensively across all aspects of the built environment in an advisory and advocacy role, our consultants have developed methodologies to help organisations realise the benefit of embedding sustainability into their practices and procedures.

GGS has extensive expertise and have delivered projects across the globe in the following core sectors;

**Sustainable Development, Master Planning and GIS Mapping**

- Urban Design, Mapping and Survey
  - GIS based Base Map preparation, Remote Sensing, Master Planning, DGPS/Total Station/LIDAR Survey, City Development Plan, DPRs, eco City Plans

- Design (structural design)
- Green Guidelines, Policy and Bye Laws, Training and Capacity Building
- Techno economic feasibility and prefeasibility studies
- Environmental assessment and sustainability projects

**Infrastructure development**

- Design and construction of highways
- Design and construction of railways and metro
- Cycle Hire Schemes
- Park & Ride schemes
- Parking congestion
- Water & Waste Management
- Renewable Energy.

# Company Profiles

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## IGNIUS

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Ignius is a London based start-up focused on developing IoT products and solutions. For us, the Internet of Things is really about connecting people rather than devices. Our mission is to make genuinely useful IoT products available and accessible to people everywhere.

The team comprises of three people, Chakshu Saharan, Ben Luff and Rajeev Nandan. Chakshu is the Founder and looks after the product vision roadmap for Ignius.

Ben is Ignius's creative lead. By focusing on the interaction of physical space, digital technology, human abilities and social issues, Ben has designed technology solutions which have helped improve people's lives and effected change in a number of industries.

Rajeev is the commercial strategy lead. He has an interest in driving commercial roadmaps and bringing propositions to market, working with digital/ UI/ product designers, software architects, developers and engineers.

To read more please visit <http://hereeast.com/news/2016/8/makermonday-chakshu-saharan/>

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## KLOUDPAD

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Headquartered in the UK, Kloudpad is an award-winning, digital mobility devices manufacturer and technology company. With customers across UK, GCC, India and Africa, the company is recognised by the Technology Strategy Board as an INTEL Brand Advantage manufacturer.

# Company Profiles

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## NQUIRING MINDS

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NquiringMinds specialise in data analytics, IoT and data security. We have two platforms:

- **Trusted Data Exchange (TDX)** is an advanced data platform which helps organisations share data and data analytics with one another. TDX can ingest open data, IoT data and private data. It has built in machine learning and advance AI algorithms, web based data visualisation tools, and security mechanism to solve data sharing issues.
- **InteliNQ** is a secure IoT middleware platform. It speeds up IoT development and integration, solving the classic problems of interoperability, security, device management and edge processing. These general purpose platforms can be used as the digital nervous system to support any smart city or connected industry project.

Customers include Hampshire, Cambridge, Oxford Southampton and Liverpool Councils, and cover applications as diverse as parking, traffic, waste collection, energy analysis, environment, health and social care.

Cisco identified NquiringMinds as a 'top 15 company in IoT' and we have been awarded a Cabinet Office Open Data Champion Award, a Parliamentary Nomination for Innovation in Productivity. We recently won an IoT Boost award for our health care product line, and a Cyber Savvy Company of the Year award for our security credentials.

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## ORDNANCE SURVEY

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Ordnance Survey is the national mapping agency of Great Britain, responsible for maintaining the fundamental geospatial reference base, the master map of Great Britain. Since 1791 government, businesses and citizens have relied on Ordnance Survey to provide accurate and up-to-date geospatial information. This information underpins and connects a broad range of critical government and private sector activities, including:

- Defence and security
- Central and municipality government
- Emergency services
- Energy and infrastructure
- Land and property

Ordnance Survey International (OSI) is a wholly-owned subsidiary of Ordnance Survey. OSI offers advisory services to organisations around the world by harnessing the vast range of skills and expertise within Ordnance Survey. They primarily support other national mapping authorities, cities and government data providers to further develop their capabilities and capacity. The aim is to provide expert advice and services across the full spectrum of Ordnance Survey's expertise, proven experience and know-how. Developing greater capabilities in these domains enables customers to derive economic, societal and organisational benefit from the efficient management of accurate, maintained and authoritative geospatial information.

# Company Profiles

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## SEESENSE

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We love technology. That's why we're using patent-pending connected sensor technology to solve real world problems. We help people to have a more enjoyable cycling experience by improving their safety and reducing theft. Those same cyclists enable the collection of valuable and unique crowd-sourced data, which helps our cities to better plan and utilise their limited resources; improving our cities for everyone.

Founded in 2013, we've successfully commercialised two cycling products. We've almost doubled our revenue each year, are stocked with leading retailers and distributors, and are shipped to more than 50 countries. We're proud to say that we manufacture in the UK, enabling us to imbue our products with sublime quality.

Our vision is that the crowd-sourced data collected from our devices will be used by cities to improve resource usage and infrastructure for all its citizens. We are thought leaders in city data, presenting part of the innovation keynote at Mobile World Congress in 2016. We've won a multitude of awards and have secured significant research and development grant funding to explore our data potential. We are being paid by cities, led by Milton Keynes, to roll out projects to help them better understand their cities and help us realise our potential.

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## SEEQUESTOR

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SeeQuestor is the complete solution for police and law enforcement agencies that need to review hundreds or thousands of hours of video footage after a crime, terrorist incident or when searching for a missing person.

SeeQuestor uses advanced video analytics based on deep learning and computer vision research at Cambridge University and Queen Mary University of London.

It uses affordable super computers to find people, faces and motion in large video datasets, empowering 'radically faster video intelligence'.

# Company Profiles

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## WAVESIGHT

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Wavesight is a UK based leader in the design, manufacture and supply of outdoor wireless network, hybrid energy and mobile surveillance solutions for the professional security industry. Our niche technology includes:

- Outdoor wireless network solutions optimized for video surveillance
- Hybrid power solutions using energy from solar panels and wind turbines.
- Mobile surveillance solutions for commercial and public transport.

Across the world, thousands of organizations use our products to cost-effectively create new networks or expand existing infrastructure, reducing their costs and improving their profitability. Wavesight has over 5,000 installations in more than 30 countries across UK and Europe, Middle East, South Asia and the Far East - working with a growing community of System Integrators, Value Added Resellers and OEM partners.

Our component suppliers are credible world renowned organizations like Qualcomm, MTI WE and Huber and Suhner to name a few allowing us to ensure that performance is consistent and reliable.



# Department for International Trade (DIT)

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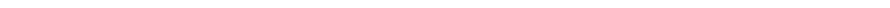
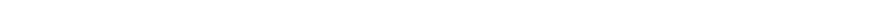
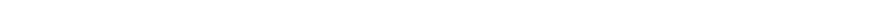
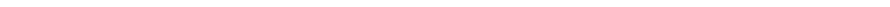
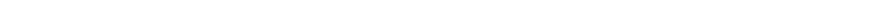
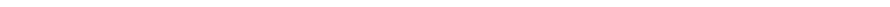
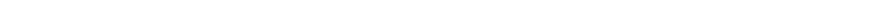
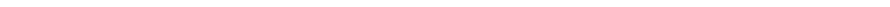
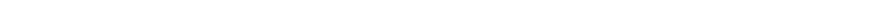
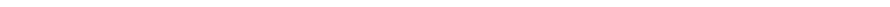


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# Notes





Department for  
International Trade

[gov.uk/dit](http://gov.uk/dit)

The UK's Department for International Trade (DIT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government body with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward-looking trade diplomacy strategy.

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