



UK Trade
& Investment

Defence & Security
Organisation



UK Trade & Investment
Defence & Security Organisation
Helping UK companies to export

About us

Our mission

To help UK defence and security companies to achieve export success

Our values

We strive for service excellence

We behave in an ethical, responsible manner

We are committed to building relationships with industry and overseas governments

Withdrawn 27 July 2023

UK Trade & Investment's Defence & Security Organisation (UKTI DSO)

UKTI's Defence & Security Organisation helps the UK defence and security industry achieve export success. We aim to help industry increase exports by building relationships with overseas governments, raising awareness of UK industry capabilities, and co-ordinating UK Government support for export opportunities in established and developing markets.

UKTI DSO provides specialist export advice and practical assistance, working closely with both industry and the Ministry of Defence, the Home Office and other government departments and agencies.

UKTI DSO's Regional Directorates are experts in their particular geographic areas and are the first point of contact for overseas customers and for UK companies. They lead on all matters relating to the export of defence and security equipment and services, and support specific industry-led overseas marketing campaigns.

The Business Strategy Directorate is responsible for the formulation of UKTI DSO's strategy, organisational business processes and for maintaining relations with the broader Whitehall community. It also provides events and exhibitions management in the UK and overseas, market analysis, and oversees strategic relationships with large industrial players via Key Account Management as well as support for SME companies.

UKTI DSO is the first point of referral for the UK regional International Trade Advisers (ITAs) when and if they are approached by UK companies wishing to understand their route to export in the defence and security fields. UKTI DSO services include both in-country and functional specialists. UKTI DSO also engages closely with industry bodies and trade associations to help the industry.



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UKTI Defence & Security Organisation (UKTI DSO) is the essential point of contact for UK companies wishing to export defence and security goods and services.

UKTI DSO Services

UKTI DSO provides support to companies through a range of services.

UKTI DSO regional directorates

The Regional Directorates (RDs) help companies interpret customer requirements, highlight business opportunities, and assist with company marketing activities. They provide specialist advice and access to the wider UKTI network in the UK and overseas, making use of embedded UK military personnel and defence and security experts based in several UK Embassies, High Commissions and other government departments. Each RD has specialist military and security advisers who provide advice to overseas governments and UK Industry.

UKTI DSO military support

For companies in both the defence and security sectors, access to objective advice and support on military doctrine, equipment and services can be invaluable. UKTI DSO military staff have expertise covering the full range of military capabilities and with ongoing experience often gained in operational environments. As well as providing help and advice to UKTI colleagues and industry, they are able to engage readily and easily with foreign counterparts and provide direct military-to-military advice in support of UK products and services.

Security sector support

Support to the Security sector is fully integrated within UKTI DSO's regional directorates. The Security sector covers homeland security, cyber security, law enforcement, commercial security, fire safety and disaster relief. Key capabilities UKTI DSO focuses on include:

- Critical National Infrastructure protection
- Cyber Security
- Policing and counter terrorism
- Major event security
- Offender management
- Border security
- Services consultancy and training

UKTI DSO also works closely with other parts of UKTI to win High Value opportunities that encompass the security sector.

Cyber Security

UKTI DSO has a growing Cyber Security Exports team, with combined experience in cyber security from the defence, financial services, intelligence, energy and private sectors. The Cyber Security Exports team works closely with industry through the Cyber Growth Partnership to develop targeted campaign plans in priority markets, as well as providing companies with support on individual export opportunities.

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Events and exhibitions

UKTI DSO has an experienced and dedicated team providing facilities for HM Government to assist UK industry at defence and security exhibitions in the UK and overseas.

Exhibitions are used as a focal point for visiting UK Ministers and Service Chiefs and also to showcase capabilities and equipment in an innovative environment with the use of the UKTI DSO Export Support Team.

Before and during each event the Events team works with UK trade associations, UK industry, exhibition organisers and foreign governments to secure visits by overseas delegations to UK companies.

The team aims to ensure that each exhibition is a success for the UK and emphasises UK attendance at events worldwide.

Export Support Team (EST)

The Export Support Team is manned by regular officers and soldiers of the British Army, who collectively possess a wealth of knowledge and experience both in training and on operations. The services EST can provide include support at events and exhibitions, including "man on the ground", impartial military advice, assistance with promotional material through participation in photographic and video shoots, demonstrations and presentations (both home and abroad), visit hosting and after sales training and support. These unique services are chargeable, but offer excellent value for money.

UKTI DSO supports over 25 major events globally each year.

Account management

UKTI DSO recognises the critical importance of close relationships and frequent two-way dialogue with UK based defence and security companies. The UKTI DSO account management team builds and develops Key Accounts with major British companies as well as High Growth/High Potential accounts with companies who wish to expand their export opportunities.

The Key Accounts are designed to maintain an account plan with regular senior level strategic engagement which allows UKTI DSO's Account Managers to focus UKTI DSO resource to provide targeted support to future campaigns and long-term projects. High Growth/High Potential account managers have developed an engagement model to help identify, establish and develop relationships with companies that are new to UKTI DSO and have defence and security export potential.

This is achieved through the market positioning of emerging systems and engagement with the Ministry of Defence, Home Office and other government departments. Account Management allows UKTI DSO to advise and inform industry's strategic, long-term, export priorities and planning and provide a mechanism for wider access to key UK companies.



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Small and Medium Enterprises (SME) engagement

UKTI DSO has a team dedicated to advising and supporting UK SMEs in the defence and security export markets. The Small Business Unit (SBU) provides online support and services available from UKTI DSO via the webpages at www.gov.uk/ukti-dso. Additionally SBU offers advice, information and support on a one-to-one basis or as part of a wider project as appropriate, and runs a full calendar of events and activities relating to SME export growth. To discuss UKTI DSO capabilities and services that maybe available to you please contact: sme.enquiries@ukti.gsi.gov.uk

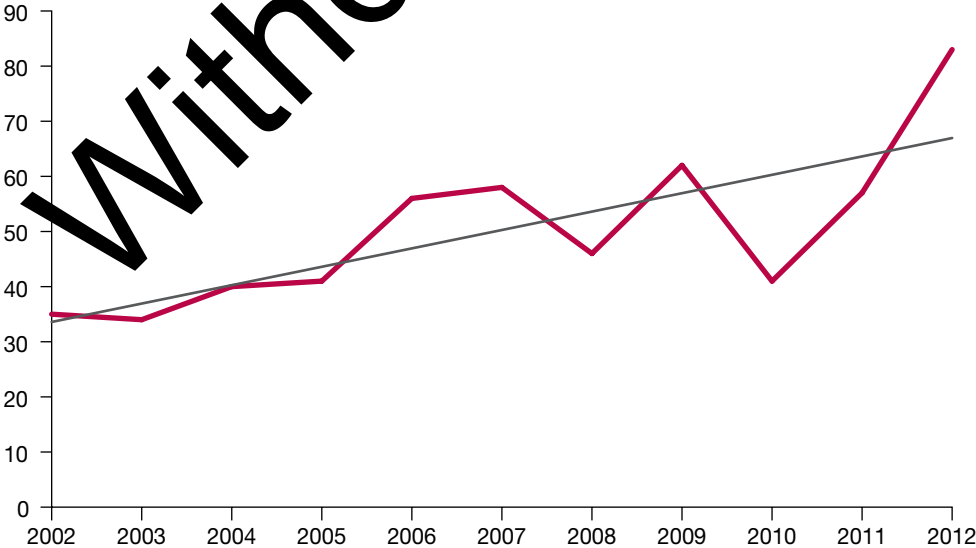
Market analysis

Analysis of the global export market in the Defence, Security and Disaster-Relief domains is carried out by a specialist team within the UKTI DSO Business Strategy Directorate. The team provides free briefs, assessments and data sets on its website:

www.gov.uk/government/collection/defence-and-security-exporting-country-briefings-and-reports

The team also provides chargeable market/country sector/economic/thematic reports for UK companies, which are ordered via Overseas Market Introduction Service (OMIS). In addition, bespoke commissioned work is undertaken for a fee, determined by the size and scope of the work involved. Please see the above website for details of current titles and ordering instructions for all chargeable services.

Global Defence Exports: world market US\$bn at actual process (not adjusted for inflation)



Source: UK Trade & Investment

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Disaster relief

In recognition of the importance of the humanitarian and disaster relief sector UKTI DSO is establishing a dedicated team to take forward this area of activity, with the aim of helping harness UK private sector capabilities and technology. UKTI DSO are working in close partnership with UKTI Aid Funded Business Service and the Department for International Development to support UK businesses interested in this sector.

Export controls

The Government controls UK exports of strategic goods, technology and software for important reasons, including safeguarding the national and collective security of the UK and its allies. Any item exported from the UK that is subject to export control needs a licence.

Applications to export controlled goods and technology need to be made direct to the Export Control Organisation

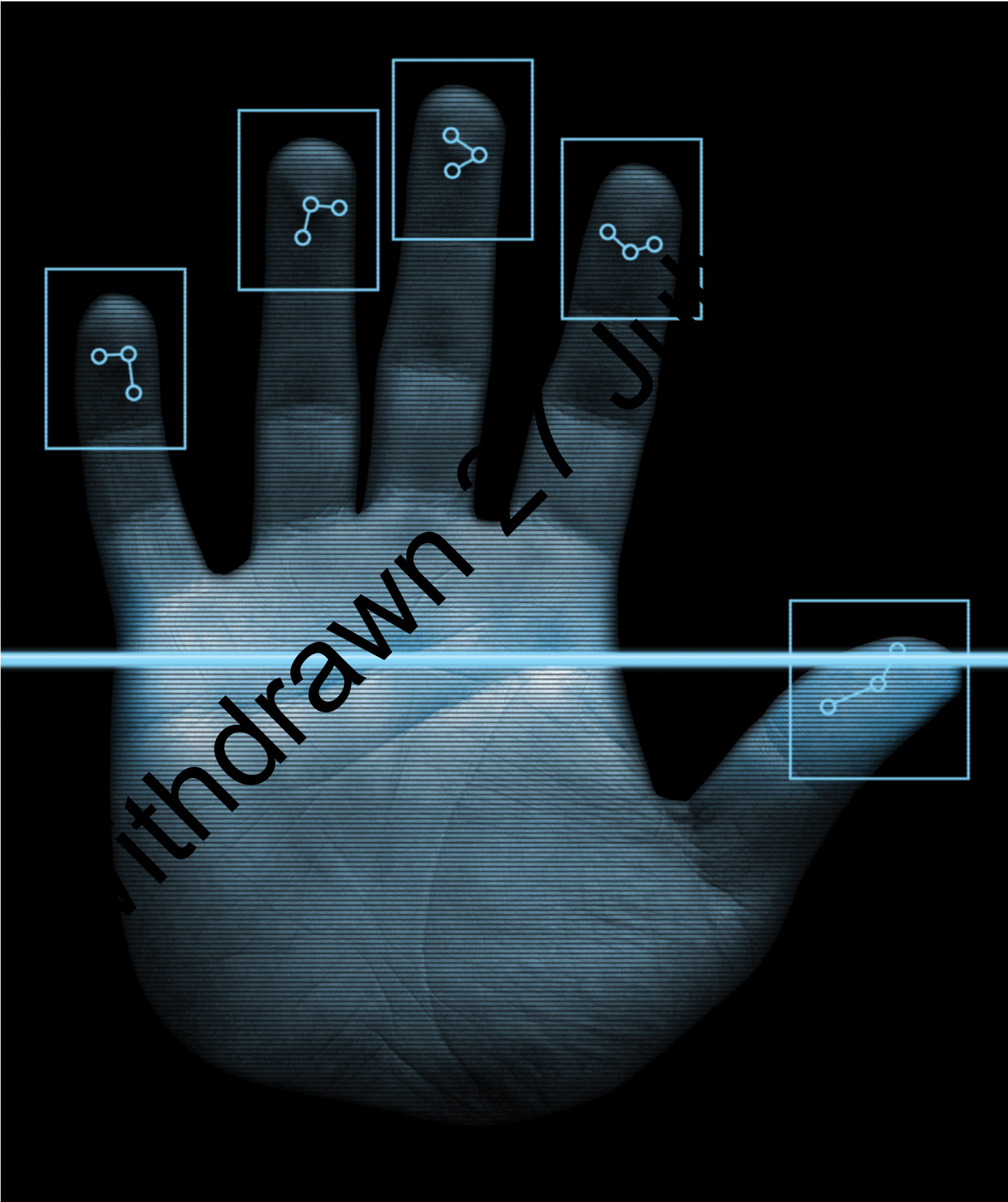
www.gov.uk/government/organisations/export-control-organisation

Companies that seek to release classified information overseas for use in export promotion need to apply to the Ministry of Defence using MOD Form 680. Visit www.gov.uk

Visit www.gov.uk/ukti-dso to access:

- Defence and security information and services
- Defence and security business opportunities
- Details of UK and overseas exhibitions
- The latest news developments, including marketing updates.





Contact us

General enquiries

uktidso.enquiry@ukti.gsi.gov.uk

Security exports

securityexports@ukti.gsi.gov.uk

Cyber exports

cyber@ukti.gsi.gov.uk

Country contacts: Regional Directorates

Americas, Pacific & East Asia

+44 (0)20 7215 8157

Africa, Europe, Middle East, Central &
South Asia

+44 (0)20 7215 8232

Small Business Unit (SBU)

sme.enquiries@ukti.gsi.gov.uk

www.gov.uk/ukti-dso

**UKTI DSO recognises the importance
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Image credits

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**Solutions
for Business**

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UK Government

UK Trade & Investment's Defence & Security Organisation (UKTI DSO) works with industry and overseas governments to ensure UK equipment, products and services are promoted in the best possible way. UKTI DSO also ensures that overseas customer's requirements are appropriately met and supported by industry.

UKTI DSO staff provide specialist export advice and practical assistance to the defence and security sectors, working closely with both industry and the Ministry of Defence (MOD) to provide the essential government-to-government dimension to company-led marketing campaigns.

UK Trade & Investment is responsible for the delivery of the Solutions for Business product "Helping Your Business Grow Internationally". These "solutions" are available to qualifying businesses, and cover everything from investment and grants through to specialist advice, collaborations and partnerships.

Legal disclaimer

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enquiries@ukti.gsi.gov.uk

Or you can call:

+44 (0)20 7215 5000

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