The Security Market – UKTI DSO approach to exports

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Presentation Content

- The scope of security.
- How security exports are handled within UKTI.
- Routes to market.
- Security statistics.
- Type of equipment/services in high demand.
- Examples where DSO support/intervention has made a difference.
- Events – UK and overseas.
- New export strategy.
UK Defence and Security Exports 2000-2011

£bn 2009=Constant

Defence  Security
How is the Security Sector handled within UKTI?

- Security sector covers homeland security, cyber security, policing, fire, safety & commercial security and disaster relief.
- UKTI’s Defence & Security Organisation (DSO) leads on defence and security export support.
- Provides coordinated government support for security exports.
- Work in conjunction with other sectors within UKTI and other Government Departments (particularly Home Office).
- Advised by a multi-disciplined advisory group.
Approach/Routes to Market

• Encourage more companies to consider export.
• Facilitate more industry partnerships (Primes/SMEs), particularly via High Value Opportunities (HVO) programme.
• Raising the profile of UK security equipment (Security & Policing exhibition, Ministerial led missions, inward visits).
• Utilising HMG networks to identify opportunities.
• Linking the offer of HMG assistance with UK equipment packages (Kuwait Security programme - £1.5Bn).
• Exhibitions/focussed inward and outward missions.
Export data

- Global security sales £410 billion – predicted rise to £570b by 2016
- Global security export market was £64b
- UK security exports £2.65b up from £2.55b

Cyber Security

- Cyber security exports increased by 5.8% in 2012 to £852M (£805M in 2011).
- Cyber security exports accounted for 32% of total UK security exports in 2012.
UK Trade & Investment

Top Security Exporters (£bn)

- China
- USA
- India
- Japan
- Germany
- UK
How does DSO make a difference?

Focused examples:

Nov 2012 - Olympic handover activity.
• Official Government to Government activities.
• Met Police to Brazil Police event.

India - Feb 2013 - Brokenshire mission
• Three cities - 30 companies
• HMG receptions
• Follow up mission

• Similar events planned - eg Middle East/Qatar.
Post 1 April 2013 Support

- Simplified DSO structure.
- 2 Regional Directorates & Business Development team.
- Security expertise, and military staff, embedded within the Regional Directorates.
- Increased specialist security advice - cyber.
- Continued security sector lead.
- One stop shop for defence and security advice in Regional Directorates and Business Development teams.
Security & Policing Exhibition

- Home Office ‘closed’ exhibition organised by ADS.
- DSO invite overseas delegates (as at DSEi/FIAS).
- 2013: 234 delegates attended from 59 countries.
- Government Zone.
- Conference.
- Outdoor demonstration area.

- Overseas - IACP (USA October), GPEC (KL June), EMSEC (Dubai October)
  Intersec Dubai (Jan 14), LAAD Security (Apr 14)
- UK – ESS (NEC Sept), IFSEC (Excel 2014)
Security Export Strategy

Needed to inform HMG and Industry approach to exports

• To be published October 2013.
• Articulates the UK ‘offer’.
• Proposes a capability focussed approach:
  - Critical National Infrastructure protection
  - Border security
  - Cyber security
  - Policing & counter-terrorism
  - Major event security
  - Offender management
  - Services – consultancy & training
UK Trade & Investment

2001 New York

2002 Bali

2003 Indonesia

2004 Madrid

2005 London

2006 liquids

2007 Glasgow

2008 Mumbai

2009 Jakarta

2010 Stockholm

2011 Cyber attacks

2012 Burgas
Questions?

http://www.ukti.gov.uk/defencesecurity.html