UK Trade & Investment
Defence & Security Exports: Support for SMEs

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The Government’s View

- An increase in exports and greater support for SMEs are leading the Government’s continued efforts to manage the economy.

- SMEs need help.

- UKTI DSO has lead responsibility for delivering the best support to all SMEs in our sectors to help them exploit overseas sales opportunities.
SMEs – Strengths and Challenges

**STRENGTHS**

- Innovative concepts
- New technology
- Build to print solutions
- Track record of quality, cost and delivery

**CHALLENGES**

- Proactivity
- Self-Sufficiency
- Making best use of available services and support
- Supply chain access
- Funding
Support for SMEs

- SME support needs to be:
  - **Easily Accessible.**
  - **Comprehensive & Comprehendible.**
  - **Up to date & relevant.**
  - **Available to all potential exporters in Defence & Security.**

- A partnership between DSO & SMEs.
  - DSO provides a framework for SMEs to learn & prepare to export, whether for the 1\textsuperscript{st} time or to fresh markets.
  - DSO helps to identify routes to market & whatever opportunities it can.
  - SMEs exploit these leads as far as they are able and DSO will help via standard services from UK desks or overseas posts.
  - Strategic opportunities for SMEs could receive specialist short term support for limited periods to help overcome barriers.
UK Trade & Investment

Support Delivery - 1

Web Based

Regional Marketing

Military Support
Support Delivery - 2

Exhibitions, Conferences, Workshops, etc

Business Development
Stage 1
New to Exporting

- Why export?
- Getting off on the right foot.
- GOV.UK ‘Export start-up’
- Business Finance Advice
- UKTI regional support.
- Training/Education.
- Links to UK trade groups.

www.ukti.gov.uk/defencesecurity/supportforsmes.html
Stage 2
Preparing for Market

- Regional Marketing Guides & Briefings.
- Market Analysis.
- OMIS/TAP.
- Export Licensing/Legal Issues.
- Trade Sanctions.
- Advisory Links:
  - Business Ethics.
  - IPR Protection.
  - UK Export Finance (UKEF) support.
  - The London Diplomatic List.
  - BDEC.

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Stage 3
Access New Markets

• Defence & Security business opportunities.

• UK/Overseas Events & Exhibitions Programme.

• ‘Meet the Buyer’ opportunities.

• Overseas Defence Agency & Government Defence websites.

www.ukti.gov.uk/defencesecurity/supportforsmes.html
Direct DSO Support

• **Routine UK & In-country desk officer support.**
  - Advice.
  - Specific work in support.
  - Bring other resources to bear if appropriate.

• **Project support for Strategic opportunities.**
  - Specialised DSO support to help overcome barriers and deliver success.
The Supply Chain

- Closer working relationship with larger companies and at senior level
- Aim is for a strategic performance review between the two organisations
- Wider, more frequent engagement with UK SMEs is a key objective
- ‘Meet the Technologist’
Summary

- Our web-based Business Model opens up Government support to a much broader range of SMEs.
- SMEs need to become more proactive and self-sufficient in order to succeed.
- Make maximum use of the website advice, information & support before approaching UKTI DSO for more specific services.
- All of UKTI DSO’s military and civilian capability remains available to UK SMEs when necessary.