

The ideal forum for SMEs looking to access defence and security markets

Why defence and security?

Is your company wondering how to get a toe-hold in valuable defence and security markets? Do you have an existing product, technology or service that could cross over into the aerospace and defence sector? DSEi takes place every two years at ExCeL in London's Docklands and offers UK engineering, electronics and manufacturing companies a variety of opportunities to do business with both UK and international defence prime contractors and their supply chains. The event is the only UK-based, internationally renowned defence exhibition to cover equipment, technology and systems for all three Armed Services.

Current opportunities

In spite of the challenging economic climate there are a number of potentially valuable and imminent opportunities on offer for SMEs that become involved in the defence sector. In the past two years the UK Ministry of Defence has spent a total of £3.6bn on Urgent Operational Requirements (UoRs) on top of its traditional procurement budget for long-term programmes. It is predicted that spending on operations in theatres such as Afghanistan is likely to continue at current levels through 2009; projects to buy new combat equipment worth more than £900m have already been approved for the current financial year. For SMEs this means there are ongoing opportunities to join supply chains that are providing items such as specialist clothing, body armour, load carrying equipment, night vision systems, field rations and medical equipment to meet the unique challenges of the operations in Afghanistan. In addition to this the supply chains for areas such as armoured vehicles, UAV-related equipment and helicopter modifications and logistics programmes also provide prime prospects for enterprising companies.

Learning forum

The defence procurement landscape has moved on significantly since the last time DSEi was held in 2007. The event's organiser, Clarion Defence & Security, is putting together a series of SME-focused seminars to help SMEs navigate the world of defence and security procurement. The seminars are being organised in conjunction with a number of media partners and industry associations including Jane's Information Group, the EEF (Engineering Employer's Federation) and the Defence Manufacturers Association, to provide the best possible breadth of topics and practical, in-depth content. These sessions, which are held during the first three days of the show, are free to attend for exhibitors.

Cost-effective route

DSEi makes it easy and cost effective for newcomers to the defence and security arena. The show provides a First Time Exhibitor (FTE) Zone with a discounted rate to help companies be part of one of the world's largest defence and security showcases. At the last DSEi nearly 140 UK companies, which had never exhibited at the show before, opted to exhibit in the FTE Zone. Positioned in a prime location at the venue, this is a popular draw for both procurement officials wanting to source clever new technologies and products as well as defence contractors looking to identify potential supply chain partners.



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