



Department for  
International Trade

Defence & Security  
Organisation



**Department for International Trade**  
**Defence & Security Organisation**  
Helping UK Companies to export

[www.gov.uk/dit-dso](http://www.gov.uk/dit-dso)

## **Our mission**

The Department for International Trade (DIT)'s Defence & Security Organisation (DSO) helps UK defence and security companies to achieve export success.

# About Us

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## Welcome to the Department for International Trade Defence & Security Organisation

The Defence and Security Organisation (DSO) within the Department for International Trade (DIT) helps the UK defence and security industry achieve export success. We help industry increase exports by building relationships with overseas governments, raising awareness of UK industry capabilities, and co-ordinating HM Government support for export opportunities in established and developing markets.

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

DIT 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 Operations Directorate is responsible for the formulation of DIT DSO's strategy, organisational business processes and for maintaining relations with the broader Whitehall community. It also provides event and exhibitions management in the UK and overseas, market analysis, and manages strategic relationships with large industrial players via Key Account Management. The Defence Growth Partnership (DGP) and Government to Government (G2G) teams also sit within the Operations Directorate.

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



# Regional Directorates Map

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 RD Americas, Pacific and East Asia

 RD Africa, Europe, Middle East, Central and South Asia

# DIT DSO Services

## DIT 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 DIT network in the UK and overseas, making use of embedded UK military personnel and defence and security experts based in 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.

## DIT 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. DIT DSO military staff have expertise covering the full range of military capabilities and wide-ranging experience often gained in operational environments. As well as providing help and advice to DIT 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 DIT DSO's RDs and our overseas teams. The Security Export Strategy details the key capability areas that DIT DSO focuses on:

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

DSO works closely with other parts of DIT and across other government departments (Home Office, Department for Transport, Cabinet Office) on export opportunities that encompass the security sector. These include global sporting events, the energy sector and mass transportation.

## Cyber Security

We live in an increasingly connected and digital world, with a growing recognition of the need to protect against cyber threats. DIT DSO has a Cyber Security exports team that works to promote the UK's world-class capability and skills overseas. We work with partners across HM Government, industry and academia to identify opportunities in markets and develop targeted campaigns that showcase UK expertise, while supporting wider UK national security objectives.



### Events & Exhibitions Support

Events and exhibitions are an important part of delivering export success in the defence and security sectors, and DIT DSO provides excellent opportunities to make new contacts and reinforce existing relationships with stakeholders. The unique services DIT DSO offers in terms of event and exhibition support to industry are highly regarded globally. They are designed to help industry achieve the best exposure to overseas customers. DIT DSO supports over 20 major events globally each year, and some of the services provided to industry are chargeable.

Broken down into four complementary areas of support, the DIT DSO Events Team is comprised of the following:

#### Events & Exhibitions

DIT 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 both in the UK and overseas as a focal point for visiting UK Ministers and Service Chiefs and also to showcase innovative defence and security capabilities and equipment with the use of the DIT 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.

For further information on the DIT DSO Exhibition programme and the services available please contact:

[ditdso.events@trade.gsi.gov.uk](mailto:ditdso.events@trade.gsi.gov.uk)

### Small and Medium Enterprises (SME) engagement

DIT DSO has a team dedicated to advising and supporting UK SMEs in their efforts to win overseas business in the defence and security markets. An integral part of the DSO Events team, the Small Business Unit (SBU) provides online support and services via the webpages at [www.gov.uk/dit-dso](http://www.gov.uk/dit-dso). Additionally the SBU offers advice, information and support to SMEs on a one-to-one basis or as part of a wider project as appropriate. Its events and activities programme for SMEs ranges from support to the Events team at major UK shows, through to smaller seminars and networking opportunities, organised either in conjunction with national and regional trade associations and industry sector clusters or as stand-alone occasions. The SBU is currently engaging with over 2,000 UK SMEs.

To discuss DIT DSO SME capabilities and range of services please contact:

[ditdso.smeenquiry@trade.gsi.gov.uk](mailto:ditdso.smeenquiry@trade.gsi.gov.uk)



### Export Support Team (EST)

The Export Support Team is manned by regular officers and soldiers of the British Army, who possess a wealth of knowledge and experience in training and on operations. The EST is a unique and intrinsic part of DIT DSO, providing specialist military services and advice to UK defence and security companies in order to help them succeed in the export market. The services EST can provide include support at events and exhibitions (including “man on the stand”), 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.

For further information please contact:  
trade-est-ihubmailbox@mod.uk

### Media Support

DIT DSO has a dedicated Senior Press Officer who can help companies profile their capabilities and launches at exhibitions in the UK and overseas. This includes liaison with international and, where appropriate, regional and specialist media when attending an event. Support will be provided prior to, on site and remotely based on availability.

### Account Management

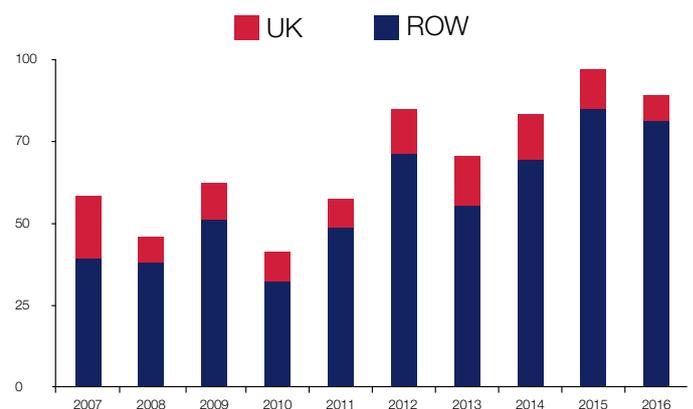
DSO recognises the critical importance of close relationships and frequent two-way dialogue with UK based defence and security companies. DSO’s account management service builds and develops key accounts with the largest firms in the sectors as well as high growth-high potential accounts with both the next tier of export businesses and significant inward investors who export less. There are engagement plans for the largest key accounts that help the account manager to focus DSO resources to support major export campaigns. DSO’s account managers also work in partnership with related teams in the wider Department for International Trade, the MOD, Home Office and other government departments. The team also collaborates with defence and security trade associations.

### Market Analysis and Statistics

Analysis of the global export market in the defence and security domains is carried out by a specialist team within the DSO Operations Directorate, who provide briefs, assessments and data-sets. The team is additionally responsible for generating annual defence and security export figures which are published on the gov.uk website. The team provides chargeable market/country/sector/economic/thematic reports for UK companies, which are ordered via the Overseas Market Introduction Service (OMIS). In addition, subject to resourcing, the team will consider requests for bespoke commissioned work, which is chargeable. The precise fee is determined by the size and scope of the work involved.

For further information please contact:  
ditdso.businessservice@trade.gsi.gov.uk

### Estimated Global Defence Exports (Based on Orders/Contracts Signed): World Market \$Bn at Actual Prices



Source: DIT DSO

### **Defence Growth Partnership (DGP)**

DSO has a Strategic Market Development team, which is part of The Defence Growth Partnership (DGP). The DGP is a partnership between Government and the Defence Industry which has been established to maintain and grow the UK's long term position and competitiveness in defence exports. It is jointly led by the Department of Business, Energy, and Industrial Strategy (BEIS) and the defence industry, with the support of the Ministry of Defence (MOD) and the Department of International Trade. A strengthened DIT Defence and Security Organisation is working to enhance the UK's ability to identify and prioritise investment in UK capability to grow defence exports.

### **Government to Government (G2G)**

A G2G relationship is often required to support and secure high value export opportunities, strengthen bilateral relationships and provide a framework for future export success.

Foreign governments and UK industry have a variety of reasons for wanting HMG to support a commercial contract. Many seek G2G as a means of simplifying and de-risking a large procurement, providing assurances on quality, or access to skills and advice. Customers may also want to leverage their investment to achieve broader political, economic, defence or security objectives.

While G2G arrangements are most typically found in support of defence and security exports, a central G2G advisory team has been created within DIT DSO to assist cross-sector departments with the development of G2G deals. The team provides advice and support on related legal, commercial and policy issues, including risk management. The lead department will, however, remain responsible for managing and resourcing specific G2G deals.



### Export controls

HM 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.

<https://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 for approval using MOD Form 680 on the SPIRE system. [www.spire.trade.gov.uk](http://www.spire.trade.gov.uk)

Visit [www.gov.uk/dit-dso](http://www.gov.uk/dit-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

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## General enquiries

[ditdso.enquiry@trade.gsi.gov.uk](mailto:ditdso.enquiry@trade.gsi.gov.uk)

## Security exports

[securityexports@trade.gsi.gov.uk](mailto:securityexports@trade.gsi.gov.uk)

## Country contacts:

**Regional Directorates Americas,  
Pacific and East Asia**

+44 (0) 20 7215 8038

**Europe, Middle East,  
Africa and Central and South Asia**

+44 (0) 7215 8232

## DIT DSO Events Team

[ditdso.events@trade.gsi.gov.uk](mailto:ditdso.events@trade.gsi.gov.uk)

## Small Business Unit (SBU)

[ditdso.smeenquiry@trade.gsi.gov.uk](mailto:ditdso.smeenquiry@trade.gsi.gov.uk)

[www.gov.uk/dit-dso](http://www.gov.uk/dit-dso)

DIT DSO recognises the importance of close relationships and frequent two-way dialogue.



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DIT DSO works with industry and overseas governments to ensure UK equipment, products and services are promoted in the best possible way. DIT DSO also ensures that overseas customer's requirements are appropriately met and supported by industry.

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

#### **Legal disclaimer**

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[enquiries@dit.gsi.gov.uk](mailto:enquiries@dit.gsi.gov.uk)