

CONNECTING DEFENCE SUPPLY CHAIN - SHOWCASING INNOVATION



- Defence
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DPRE

2013

▶ SUPPORTING INNOVATIVE
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THROUGH TECHNOLOGY

20 November 2013
UWE Bristol Exhibition
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Defence Procurement Research, Technology & Exportability (DPRTE) 2013 offers the defence buyer and supplier communities the chance to interact and collaborate across all areas of defence procurement and technology research activity.

Comprising a keynote conference arena hosting leading authorities on defence procurement, workshops, training seminars and live demonstrations of new and innovative technology via the showcase exhibition, DPRTE 2013 will welcome leading industry representatives, including:

- **Defence Agencies**
- **Central Government**
- **Academic Institutions**
- **Project Teams**
- **European Partners**
- **Prime Contractors**
- **1st and 2nd Tier Sub-Contractors**

DPRTE 2013 will offer an invaluable opportunity for knowledge transfer, networking, learning and development and business growth for buyers and suppliers working throughout this evolving market, as well as affording the opportunity to explore the latest research and development initiatives.

Why Exhibit?

For existing and aspiring defence suppliers looking for business growth, DPRTE 2013 will draw together over 1000 key decision makers from across the UK defence sector to examine the opportunities and challenges facing the modern day UK Armed Forces. DPRTE 2013 provides an ideal platform to:

- **Win new business** – Create and cement relationships within the defence supply chain.
- **Get noticed** – Raise the profile of your organisation, create visibility with MOD buyers and prime contractors and showcase your latest innovations to a targeted audience.
- **Align your brand** – Stand out from your competitors and ensure your organisation is aligned with current defence requirements.

DPRTE 2013 is the only event that brings all the key defence agencies under one roof. Exhibitors can showcase their latest developments to a captive audience of key delegates in a variety of ways:

- **Exhibitor Packages** – Gain visibility across the supply chain from the MOD to prime and tier contractors with a range of exhibition packages to suit all budgets.
- **Sponsorship Opportunities** – Premium package exhibitors/sponsors have the opportunity to speak in the Keynote Arena to a captive audience of key delegates.
- **Product Demonstration Zone** – This platform allows exhibitors to showcase their innovative products or services with a live 15-minute demonstration (limited spaces available)
- **Buyer Engagement Village** – Network with defence buyers and project teams in an area only accessible to MOD buyers and exhibitors. For premium exhibitors only, we guarantee ONE appointment with a buyer of your choice.
- **Show Guide** – Create brand awareness with your company logo and profile.
- **Banner Advert** – Drive footfall to your exhibitor stand with a rotating advert on the DPRTE website.

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Exhibitors can get the very best out of DPRTE 2013 with access to key learning and development zones:

- **Zone 1 – Business Growth & Export** – The UK Trade & Investment Defence & Security Organisation (UKTI DSO) is running a series of workshops on exporting with a strong focus on linking suppliers with potential overseas customers.
- **Zone 2 – Infrastructure & Estates** – This Zone will host a range of training topics relating to the latest developments, initiatives and opportunities that exist within the MOD's property infrastructure.
- **Zone 3 – Research & Technology** – The Defence Science and Technology Laboratory (Dstl) will head this zone to encourage and develop SMEs' ideas and technologies for the defence sector.
- **Zone 4 – Buyer Procurement Excellence** – The Defence Academy will help source suitable funding opportunities, develop defence solutions and identify channels for further research, while PASS consultants will be on hand to answer questions and present defence-led procurement training.

This is a fantastic opportunity to launch innovative products and services to a key buying audience

DPRTE 2012 Testimonials

“ *The event was an excellent opportunity for companies in the supply chain to display their capabilities to MOD staff and prime systems integrators.*

Andy Grey, Business Development Manager – Aerospace & Defence, Information Processing Ltd

DPRT 2012 allowed more people to know about the name, products and services we offer, as well as giving us an overview of the current and potential opportunities within the defence industry. The quality of exhibitors was good and allowed us to network directly with them as potential clients.

Auday Al-Rawe, Business Development Manager – Intrinsys

With over 1000 key decision makers in attendance, DPRTE 2013 will offer an unparalleled route to market for established and aspiring suppliers to the MOD/Prime Contractor market within the UK and Europe

For all exhibition and sponsorship enquiries please call 0845 270 7066
or email exhibitions@dprte.co.uk

For full details of the DPRTE 2013 keynote speakers including a full event programme visit

www.dprte.co.uk

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Exhibition Premium Packages

Bronze Package

- 3x2 metre shell scheme stand including fascia board
- Corporate logo and direct link to your homepage carried on www.dprte.co.uk
- Corporate logo and 150-word company profile carried within the DP RTE 2013 show guide
- Two complimentary delegate passes to the DP RTE 2013 conference
- Opportunity to profile a product/solution on the Innovation page of www.dprte.co.uk (200 words)

Investment: £1950.00 + VAT

Silver Package

- 4x2 metre shell scheme stand including fascia board
- Corporate logo and direct link to your homepage carried on www.dprte.co.uk
- Corporate logo and 150-word company profile carried within the DP RTE 2013 show guide
- Two complimentary delegate passes to the DP RTE 2013 conference
- Opportunity to profile a product/solution on the Innovation page of www.dprte.co.uk (200 words)

Investment: £2450.00 + VAT

Gold Package

- 5x3 metre shell scheme stand including fascia board
- Corporate logo and direct link to your homepage carried on www.dprte.co.uk
- Corporate logo and 150-word company profile carried within the DP RTE 2013 show guide
- Two complimentary delegate passes to the DP RTE 2013 conference
- Opportunity to profile a product/solution on the Innovation page of www.dprte.co.uk (200 words)

Investment: £2950.00 + VAT

Premium Package Stand Upgrade

- 15-minute presentation within the Product Demonstration Zone
- Product Case Study promotion
- Guaranteed buyer appointment

Supplementary Investment: £750.00 + VAT

Please note: Furniture and additional lighting/electrical services must be booked separately through the venue contractors.
Details will be supplied within the Exhibitor Pack.

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Exclusive Sponsorship Opportunities

There are excellent sponsorship opportunities for DPRTE 2013 designed to meet every budget and to maximise brand awareness. Irrespective of the size of your company, a broad spectrum of benefits can be gained by sponsorship aside from enhancing visibility and image, such as differentiating your company from your competitors and showcasing innovative new services and products.

We work closely with each sponsor to create a distinctive package tailored to individual marketing and business development priorities. The aim with all our sponsors is to create a mutually rewarding partnership that will enable you to promote your company or service and improve brand awareness within the sector.

Platinum Package (limited to three organisations)



- Premium Gold 5x3 metre shell scheme stand inclusive of buyer appointment and 15-minute presentation within Product Demonstration Zone (subject to availability)
- 20-minute workshop presentation to be delivered within one of the Innovation Zones (subject to approval of content)
- Button banner advert on DPRTE website homepage with clickable link to your website
- One full-page advert within the DPRTE Event Preview issue of MOD DCB magazine
- One data scanner
- Access to pre-registered delegate list one day prior to the event
- Full delegate list distributed post-event
- Corporate logo carried across all pre-event promotional collateral announcing your organisation as a DPRTE 2013 Platinum Exhibitor
- Corporate logo and direct link to your homepage carried on www.dprte.co.uk
- Half-page advert, corporate logo and 150-word company profile carried within the DPRTE 2013 show guide
- Corporate logo and 150-word company profile carried on www.dprte.co.uk Sponsors page
- Five exhibitor passes and four complimentary delegate passes
- Five VIP MOD invites

Investment: £6950.00 + VAT

Registration Sponsor



- Bronze 3x2 metre shell scheme stand
- Corporate logo carried across all pre-event promotional collateral announcing your organisation as a key sponsor of DPRTE 2013
- Corporate logo carried throughout the registration area
- Corporate logo carried on all pre-event delegate communication
- Corporate logo and direct link to your homepage carried on www.dprte.co.uk
- Corporate logo and 150-word company profile carried within the DPRTE 2013 show guide
- Corporate logo and 150-word company profile carried on www.dprte.co.uk Sponsors page
- Two complimentary delegate passes to the DPRTE 2013 conference

Investment: £4450.00 + VAT

Please note: Furniture and electricity must be booked separately through the venue contractors. Details will be supplied within the Exhibitor Pack.

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Lanyard Sponsor

- Bronze 3x2 metre shell scheme stand
- Corporate logo carried on all DPRTE 2013 lanyards
- Corporate logo and direct link to your homepage carried on www.dprte.co.uk
- Corporate logo and 150-word company profile carried within the DPRTE 2013 show guide
- Corporate logo and 150-word company profile carried on www.dprte.co.uk Sponsors page

Investment: £3950.00 + VAT

Delegate Bag Sponsor

- Bronze 3x2 metre shell scheme stand
- Corporate logo carried on all DPRTE 2013 delegate bags including 20g inserts to be provided by sponsor
- Corporate logo and direct link to your homepage carried on www.dprte.co.uk
- Corporate logo and 150-word company profile carried within the DPRTE 2013 show guide
- Corporate logo and 150-word company profile carried on www.dprte.co.uk Sponsors page

Investment: £4450.00 + VAT

Event Catering Sponsor

- Bronze 3x2 metre shell scheme stand
- Corporate logo carried on all lunch bags, coffee cups, napkins and dustbins within the exhibition and conference arena
- Opportunity to position a pop-up banner at each catering point within the exhibition and conference arena
- Corporate logo and direct link to your homepage carried on www.dprte.co.uk
- Corporate logo and 150-word company profile carried within the DPRTE 2013 show guide
- Corporate logo and 150-word company profile carried on www.dprte.co.uk Sponsors page

Investment: £4950.00 + VAT

Headline and bespoke sponsorship opportunities are available on request. Please contact the DPRTE Exhibition Sales team on **0845 270 7066** or email exhibitions@dprte.co.uk for further details.

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EXHIBITION FLOORPLAN

