

Defence Procurement
Research & Technology

DPRT

2012 Review

2013 Preview

20 November 2013

The UK's leading Defence Procurement Research
Technology & Exporting Event



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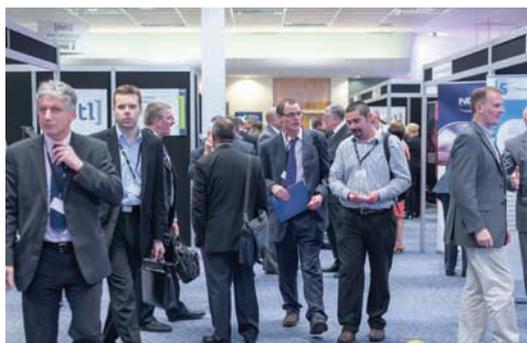
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Gearing up for DPRT 2013



The inaugural Defence Procurement Research & Technology (DPRT) event in 2012 provided a fresh and contemporary new platform for defence procurement in the UK.

Event organisers BiP Solutions are determined to build upon the enormous success and positive feedback gained from DPRT 2012, and are striving to ensure that both buyer and supplier relationships are once again at the heart of all proceedings in DPRT 2013.

Although we have only just recently welcomed in the New Year, behind the scenes plans are already under way to make the 2013 conference another resounding success, with more prominent keynote speakers, a greater MOD presence and more opportunities for effective collaboration between delegates already being put firmly in place.

Supplying the UK's Armed Forces, as well as broader national security interests, is a hugely important but very complex market. Despite fiscal challenges, the UK MOD is set to remain British industry's single largest customer with an annual procurement spend of around £16 billion.

The White Paper 'National Security Through Technology: Technology, Equipment, and Support for UK Defence and Security' published in February 2012 affirmed the MOD's commitment to achieving value through competition, technology and innovation and contains a comprehensive range of actions to more effectively engage Small and Medium-sized Enterprises (SMEs).

Major restructuring in the way DE&S conducts its business is also currently under way, and the renewed scrutiny on the defence budget highlights the importance of buyer/supplier engagement and the key role that procurement plays in shaping the capabilities of the defence sector.

These are all factors which are of paramount importance to the event organisers, and will be central to programming DPRT 2013.

The defence sector is not just critical for the protection of the UK's interests; it is also vital for industry, in terms of supporting both the UK's requirements and those of our customers overseas. Defence is an arena in which the UK excels as both a homeland provider and exporter.

DPRT 2012 clearly struck a chord with the defence community, and managed to pull together many of the strands that make this sector not just one of huge importance, but also one where innovation and imagination are essential assets. It was a platform for interaction, discussion and opportunity, and brought together the disparate parts of the defence industry; from buyers to suppliers, both large and small.

In this special DPRT supplement, you will find an in-depth review of the 2012 showcase, special insight from Dstl on their experiences at the event, MOD and industry testimonials and, of course, more information on how to register your interest in DPRT 2013.

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We would like to thank our partners and sponsors for their support and all those attending last year's event.

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EVENT MANAGEMENT





DPRT 2012: a platform for opportunity

For buyers and suppliers across the defence procurement community and wider industry, Defence Procurement Research & Technology (DPRT) 2012 was one of last year's must-attend events. The inaugural DPRT event was held at the University of the West of England Bristol Exhibition and Conference Centre on 21 November, and signalled the arrival of an exciting new UK defence platform which provided an unprecedented opportunity for all involved in this multibillion-pound sector.

Procurement, research, innovation, exportability, growth and technological advancement – these were the key themes which shaped the DPRT 2012 showcase, which welcomed a healthy range of keynote speakers and exhibitors from MOD and industry alike.

The event enjoyed the support of MOD organisations such as Defence Equipment and Support (DE&S), UK Defence Standardization (DStan), the Defence Infrastructure Organisation (DIO) and the Defence Science and Technology Laboratory (Dstl) as well as UK Trade & Investment's Defence &

“ The
Keynote
Arena was led
by renowned
industry experts
and policy
makers from
across defence
procurement ”

Security Organisation (UKTI DSO) and event sponsors BT and QinetiQ.

The exhibition floor allowed buyers and end users to experience the latest technological innovations and explore how they might apply such technologies themselves in the live environment. It allowed both existing and aspiring defence suppliers to promote their capabilities, examine new defence and security export markets and cultivate existing and potential new business relationships with buyers spanning defence and other technology-driven markets. It also let exhibitors explore emerging international markets, identify potential partners and funding opportunities, and engage with academia to understand the latest technology concepts.

Keynote conference

A highlight of DPRT 2012 was the Keynote Arena, which was led by renowned industry experts and policy makers from across defence procurement who offered a variety of perspectives in addressing the issues currently shaping the defence sector and wider UK strategies for exports and economic growth.

Speakers presented on the potential for exploring new markets and how best to maximise growth and provided their take on the challenges and opportunities outlined in the White Paper 'National Security Through Technology: Technology, Equipment,



Angela Lidiard, Deputy Head,
Materiel Strategy Engagement Team, DE&S



Chris Aylett, Chief Executive, MIA

and Support for UK Defence and Security'. The MOD's Ten-Year Equipment Plan and Defence Materiel Strategy also featured heavily on the agenda, and sparked further debate.

The Keynote Arena featured presentations from DE&S, DIO, Dstl and the Centre for Defence Enterprise (CDE), and included input from other organisations representing the wider defence and SME community.

Mike Greatwich, Director Commercial Chief of Staff, DE&S, was the first speaker to address the large Keynote Arena audience. Responsible for delivering excellence in governance, commercial policy and processes, e-procurement, strategic supplier relations, workforce development, and recruitment and strategic workforce planning, Mr Greatwich took the spotlight to address the hundreds of SME suppliers attending the conference, outlining the many routes available to small businesses to help them access prime contractors, such as the Defence Suppliers Forum SME Sub Group.

Mr Greatwich also outlined ongoing MOD 'action plans' to help improve engagement with smaller companies, such as releasing additional resources for the Defence Suppliers Service (DSS) and CDE, as well as raising awareness throughout MOD Commercial.

Angela Lidiard, Deputy Head, Materiel Strategy Engagement Team within DE&S, was next to take to the stage, and spoke about the ongoing work to reform DE&S under the

Materiel Strategy Programme and the value of the options currently being considered.

Industry perspective

The Keynote Arena also provided an occasion for the SME community to make their voices heard in their bid to maximise their ongoing engagement with the MOD and industry primes.

Mike Maiden, Chairman of NDI, spoke about the 'many and varied' challenges facing SMEs today.

He said: "*Some challenges are no different, except perhaps in scale, to those facing much bigger companies and are driven by the prevailing economic and business climate. SMEs need to equip themselves to succeed in an increasingly competitive supply chain market and exploit opportunities in adjacent and overseas markets. Delivering military capability is a team game and one in which industry has an essential role to play whether in the materiel acquisition and support process or in delivering the Total Support Force concept. SMEs are an indispensable part of that team.*"

Elsewhere, David McLaughlan, Assistant Head Commercial, Defence Infrastructure Organisation, provided background on the DIO and an overview of the Next Generation Estate Contracts (NGEC) programme and its purpose.

He said: "*NGEC is a fundamental part of the DIO change management process, and has aims to identify the*

Networking opportunities were a key feature of DPRT 2012



most cost-effective mix of contract models ('procurement vehicles') for estate solutions to meet the future needs of defence, and to undertake their procurement and transition of service delivery from the current contracts – as they expire – to the new contracts."

Another important keynote address came from head of the Centre for Defence Enterprise Jono Byrne, who spoke in detail about CDE's broader remit to cover both the defence and security domains and what opportunities this new direction will open up for potential applicants, as outlined in the Defence White Paper.

Closing the Keynote Arena, DE&S once again took to the spotlight, this time with Richard Luetchford, Deputy Head of the Defence Intellectual Property Rights Team. Mr Luetchford discussed why IPR is important to the MOD, the main types of IPR in current use and MOD policy on these matters.

Knowledge Transfer Zones

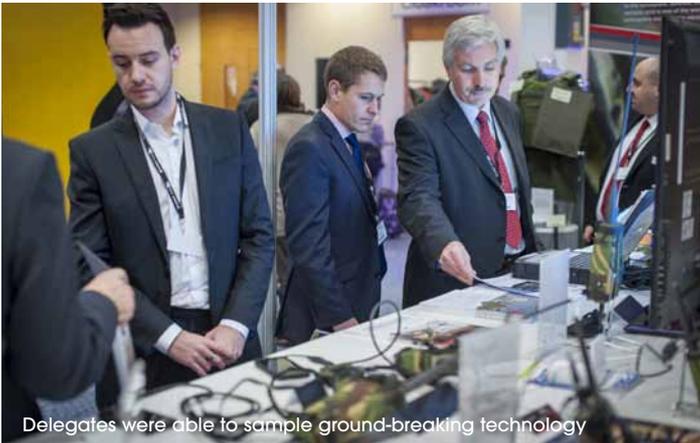
Recognising that innovation is born of knowledge, DPRT 2012 presented a series of workshops to facilitate knowledge transfer and support an ethos of continuous learning. These were supported and hosted further by Dstl, UKTI DSO and DPRT sponsors QinetiQ, BT and the Motorsport Industry Association (MIA). With three dedicated training zones, the seminar schedule was extensive and catered for a range of training needs from across the public sector buyer community and private sector supply base.

Mike Greatwich addresses the Keynote Arena



Mike Maiden, Chairman, NDI





Delegates were able to sample ground-breaking technology



A delegate in discussion at the Defence Suppliers Service stand

“ At the Business Growth & Export Zone, hosted by UKTI DSO, delegates were able to hear further from speakers on the potential for defence exports ”

At the Business Growth & Export Zone, hosted by UKTI DSO, delegates were able to hear further from speakers on the potential for defence exports. Speakers went into the finer details of how companies can export their technologies and products effectively, while highlighting the excellent reputation for innovation held by the UK defence industry overseas.

UKTI DSO explained how it was working with industry to build and maintain relationships with overseas customers, and how it was providing essential government-to-government interaction. UKTI DSO offered seven presentations covering its military expertise, regional UKTI support, financial support, selling to primes (courtesy of General Dynamics UK) and a summary of DSO support for SMEs. They enjoyed extremely high interest as they distributed literature on the SBU website, EST and Market Analysis as well as information provided by the UK Export Finance Team.

The Research & Development Zone was hosted by Dstl, and focused on MOD engagement, R&D and ensuring the best ideas from industry are successfully channelled and submitted to buyers (see page 7 for further information).

Over in the Innovation & Opportunity Zone, delegates heard further on how to implement innovative procurement, as well as how to achieve secure lines of communication when liaising with the MOD.

Opening the zone was Chris Aylett, Chief Executive of the Motorsport Industry Association (MIA), who, in his presentation 'The Value of Time', spoke about 'time as a commodity of increasing value', and how motorsport can work within defence.

He said: "Our sector is relatively new to this game, and currently seems to succeed mostly in Urgent Operational Requirement (UOR) activity. However, recently we have become more closely involved with Dstl and discovered that our innovations, many of which can be delivered very quickly, together with our ability to produce prototypes within a short timeframe, marks us out as a potential new supply base – particularly when time is so valuable."

Buyer Engagement Village

DPRT's Buyer Engagement Village was an additional avenue provided by the organisers to allow for direct face-to-face interaction between MOD buyers and private sector suppliers. The area was occupied by Project Teams from throughout the MOD, who were keen to meet and discuss opportunities with the wider defence supplier industry. On hand for consultation and discussion in the Buyer Engagement Village were the Trials, Evaluation Services & Targets Project Team (TEST PT); DE&S Artillery Systems Team; Joint Sensor & Engagement Networks Team (JSENS); Joint Electronic Surveillance (JES) Delivery Team; Imagery & Geospatial Systems (IMAGE); Deployable Infrastructure Project Team; and

Defence e-Procurement Services Team – to name just a few.

Feedback from suppliers has been extremely positive and DPRT organisers are already working to ensure that the MOD is even better represented at this year's event.

Grahame Steed, MOD DCB Managing Editor and DPRT Chairman, commented on the success of the 2012 event.

He said: "DPRT has clearly struck a chord with the defence community; pulling together many of the strands that make this sector not just one of huge importance, but also one where innovation and imagination are essential assets. The concept for this event was to provide a platform for interaction, discussion and opportunity – bringing together the disparate parts of the defence industry, from buyers to suppliers, both large and small."

The pressure on the defence budget highlights the importance of buyer/supplier engagement and the key role that procurement plays in shaping the capabilities of the defence sector. With the UK defence and security landscape changing rapidly, challenging procurement policy and encouraging better engagement within the supplier community is paramount, as is providing a platform to support innovation – a task which DPRT 2012 duly delivered on.

DPRT 2013 intends to build on the successes of the 2012 event, and is already shaping up to be a key date in the defence industry diary. Visit www.dprt.co.uk/2013 for further information.

DPRT 2012 Testimonials

Philip Margerison, Defence Suppliers Service – Manager

"From the Defence Suppliers Service (DSS) perspective, the DPRT 2012 Conference and Exhibition, organised by BiP Solutions, was a success; well organised and well attended in spite of the atrocious weather conditions. As the MOD focal point for the provision of advice and guidance to companies wishing to sell to defence, it provided Martin Wragg and I with an excellent opportunity to network with a significant number of company delegates throughout the day, many of whom were from small and medium-sized enterprise (SME) companies. SMEs are hugely important to the UK economy and are a vital source of innovation and flexibility in meeting defence and security requirements. The event allowed existing and potential suppliers to promote their capabilities and explore new defence and security export markets, and MOD acquisition staff to experience some of the latest innovative technologies and explore how they might apply to live environments."

" I was very impressed by the quality and professionalism of the event and the vibrancy of ideas and drive of everyone there to do their best for defence "

Mike Greatwich, Director Commercial Chief of Staff, DE&S

Mike Greatwich, Director Commercial Chief of Staff, DE&S

"I was pleased to be the keynote speaker at the Defence Procurement Research & Technology event 2012. I was very impressed by the quality and professionalism of the event and the vibrancy of the ideas and drive of everyone there to do their best for defence. The subject I introduced the day with was SMEs and their critical role in the Growth Agenda which is being driven at the highest levels of Government. MOD has a comprehensive action plan in place to help us play our full part in that and give fair access to business to SMEs. I was particularly taken by the number of people who came to talk to me after the event – from both SMEs and primes – who had ideas about how we might do this even better, and I am keen to continue that dialogue."

Peter Dirken, Technology Strategy Board

"It was great to see so many businesses represented at the DPRT event and I hope it will stimulate more cross-sector collaboration."

Richard Biers, Dstl Programme Leader

"DPRT was a great event to engage with new and existing suppliers, raise awareness of Dstl's work and highlight opportunities for suppliers within the Futures and Innovation domain."

UKTI DSO

"DPRT consisted of an exhibition of UK defence companies – large, medium and small – complemented by a Keynote Presentation Arena, three Knowledge Transfer Zones (KTZ), offering a series of presentations on subjects such as exporting, business growth, R&D and innovation, and a Buyer Engagement Village. UKTI DSO's Small Business Unit (SBU) hosted the Business Growth & Exports KTZ and manned an adjacent exhibition stand."

"From a DSO point of view the day was a notable success. Our KTZ was very well attended throughout the day. We offered seven presentations including a summary of DSO support for SMEs, our military expertise, regional UKTI support, financial support and selling to primes (courtesy of General Dynamics UK). The torrential rain prevented one or two guest speakers from attending, which brought the best out of DSO's improvisational skills, but the poor weather did not dampen the enthusiasm of the delegates."

"Our exhibition stand also attracted many people leaving the presentations as well as regular passing traffic. A date in November 2013 has already been set aside for the next DPRT event and we look forward to returning to what appears to be a major new show on the defence/security circuit."

" DPRT was a great event to engage with new and existing suppliers, raise awareness and highlight opportunities "

Richard Biers,
Dstl Programme Leader

" 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

" From a DSO point of view, the day was a notable success "

UKTI DSO

Auday Alrawe, Business Development Manager, Intrinsys

"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."

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

"The event was an excellent opportunity for companies in the supply chain to display their capabilities to MOD staff and prime systems integrators. There was a significant footfall and number of engagements on our stand packed into one productive day. There were interesting and informative Keynote and Knowledge Transfer presentations and our three representatives were kept very busy all day engaging with existing and potential customers."

Tony Samuel, SecurityClearedJobs.com

"The DPRT event was a great success for SecurityClearedJobs.com. As a job board that operates within the defence arena it provided us with the opportunity to network with many suppliers and potential suppliers into the MOD. We have come away from DPRT with a wealth of new contacts which are well on their way to being future clients of ours."

Peter Hughes, General Manager, 2d3 Ltd

"A good first DPRT event and we will certainly consider it for next year – I have provisionally booked a stand. It provided good interaction with other industry partners/potential partners and good interaction with one of the DE&S DTs we deal with."

Rob Woodley, Sales Director, Derek Lane & Co Ltd

"I think the event was well organised and attended by a good cross-section of customers and suppliers from within the defence and aerospace industry. We felt the event certainly raised our profile within the defence industry. We made contact with many potential customers and suppliers and will contact them in due course to discuss further opportunities."

Dstl: engaged with suppliers at DPRT

Defence Procurement Research & Technology gave suppliers the opportunity to engage with representatives from the Defence Science and Technology Laboratory (Dstl) to find out more about the work they do and how suppliers can get involved.

Over 500 delegates attended Dstl's Research & Development Knowledge Transfer Zone and delegates also had the chance to speak to Dstl representatives in one-to-one sessions.

Here are a few highlights from the presentations.

Armour and Protection Science and Technology Centre (A&P STC)

Dstl Senior Fellow Bryn James presented on the technical requirements of armour, the scope of work undertaken by the A&P STC and the role of the STC in the UK armour programme.

Dstl's A&P STC informs the UK industrial and academic community. This is done via a series of technical briefs, focused meetings and events to inform suppliers about opportunities and developments in armour and protection. Approximately £500,000 a year is available for directly funded novel and innovative work.

Funded calls managed through the Centre for Defence Enterprise (CDE) are announced around May each year.

Contact:
Email: aandpstcenquiries@dstl.gov.uk

Centre for Defence Enterprise (CDE)

Jono Byrne, Head of the Centre for Defence Enterprise and Wing Commander Jim Pennycook presented on how suppliers can get involved in research funding opportunities.

CDE, part of the Dstl Programme Office, proves the value of novel, high-risk, high-potential-benefit research to enable development of cost-effective capability advantage for UK Armed Forces and national security.

The presentation covered important changes to how CDE operates, including how it will provide more support to small and medium-sized enterprises and link them up with defence primes via its Marketplace initiative. It also outlined upcoming calls for proposals. The latest themed call is on non-destructive evaluation of weapons, which launched on 8 January 2013.

Contact:
Tel: 01235 438445
Email: cde@dstl.gov.uk
Web: www.science.mod.uk/enterprise

Futures and Innovation

Richard Biers, Dstl Programme Leader presented on how emerging science and technology concepts have significant implications for current and future UK defence and security capability.

Futures and Innovation is an integrated strategic Dstl research programme dedicated to challenging and ensuring the MOD and its stakeholders are best positioned to exploit or mitigate new ideas.

Approximately £14 million (2012/13) of defence research funding is available and around 60 per cent of this is delivered through external resources. For more information about current and future CDE calls and the strategic academic engagement programme,

Contact:
Email: fi@dstl.gov.uk

Weapons

Peter Collins, Dstl Programme Leader presented on weapons research and technology and how the MOD requires access to a spectrum of affordable military effects which are appropriate, adaptable, proportionate, ethical and compliant with international laws, while minimising collateral damage.

The weapons programme aims to provide cost-effective and flexible solutions to meet the current and future needs of tri-Service frontline commands.

The weapons defence research programme is approximately £29 million (2012/13) and around 85 per cent of this programme, led by Dstl, is delivered by industry and academia.

Contact:
Email: programmeoffice@dstl.gov.uk

Defence and Security Industrial Engagement Policy (DSIEP)

MOD's Defence and Security Industrial Engagement Policy (DSIEP) was launched following publication of the 'National Security Through Technology' White Paper.

DSIEP encourages offshore defence and security suppliers to invest in the UK's defence and security sectors specifically to:



Jono Byrne, Head of the Centre for Defence Enterprise

- see the UK as a location to engage in R&D investment and technology transfer;
 - extend supply chain opportunities for UK companies including SMEs.
- Agreements with offshore suppliers set out arrangements for engaging with UK industry and aim to enhance defence and security capability and promote UK exports.

A report will provide Min DEST with an overview of offshore suppliers' interaction with the UK's defence and security sectors and, crucially, how they support the wider aims of the White Paper.

Contact:
Adrian Dalton
Head of MOD Industrial Engagement
Tel: 020 7215 8174
Email: adrian.dalton@ukti.gsi.gov.uk

Ploughshare Innovations

Pete Hotten, CEO, Ploughshare Innovations presented on Ploughshare's role and the technology it has available for licence.

Bulletproof...
Working with Tata Steel, Ploughshare has been able to take new advanced armour technology from the laboratory through to production and provide the MOD with an onshore supply of armour steel. Further licences are available globally for the processing of the steel.

Waterproof...
A coating technology initially designed to improve the ability of battledress to repel liquids is now being used by P2i, a Dstl/Ploughshare spin-out company, in a number of high-value commercial applications including Motorola smartphones.



Peter Dirken, Technology Strategy Board

Futureproof...

Delegates found out more about what intellectual property is currently available for licence from Ploughshare to industry partners and how to be kept informed of future development opportunities.

Contact:
Tel: 01794 301602
Email: info@ploughshareinnovations.com
Web: www.ploughshareinnovations.com

Technology Strategy Board (TSB)

The Technology Strategy Board, tasked by the Department for Business, Innovation and Skills, invests around £250 million a year to support innovation and encourage collaboration, to strengthen the UK's global competitive position.

Connecting businesses to share knowledge and find new partners is a critical enabler for success. The TSB funds 15 technology or application-focused Knowledge Transfer Networks (with over 60,000 registered users) to share knowledge and foster new collaborative links.

The TSB and Dstl are collaborating through a Defence Special Interest Group (<https://connect.innovateuk.org/web/defence>) to join up civil and defence networks in order to accelerate the exploitation of dual-use technologies.

This is just a sample of some of the work Dstl undertakes and the partners they work with; for more information,
Contact:
Web: www.dstl.gov.uk

In 2011 approximately 60 per cent of the MOD's non-nuclear defence research programme managed by Dstl was delivered through external suppliers.

Defence Procurement Research & Technology

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