

6 NETWORKING & COLLABORATION ZONES

4 Export and Business Growth

10.20 - 10.50

Defence and Security Exports: Support for SMEs

Howard Gibbs, Head, Small Business Unit, DIT DSO

11.00 - 11.30

Military Support for Defence and Security Exports

Major Steve Reynolds, OC Export Support Team, DIT DSO

11.40 - 12.10

Export Licensing Demystified

Claire Harrison, Head, Business Awareness, DIT Export Control Joint Unit

12.30 - 12.55

Doing Business with the Australian Department of Defence

Michael Garrety, Counsellor Defence Materiel, Department of Defence, Capability Acquisition and Sustainment Group (CASG) – London

13.00 - 13.30

Doing Business with the United States Department of Defense

Panel includes representatives from UK Ministry of Defence, Blank Rome LLP, Stucan Solutions, JGW Group, U.S. Army Research, Development and Engineering Command

13.40 - 14.20

Media Opportunities

Adam Thomas, Senior Press Officer, DIT DSO

14.30 - 15.00

DIT DSO: Delivering the National Cyber Security and UK Cyber Export Strategies

Lt Col Mark Davis, Cyber & Comms, DIT DSO

15.00 - 15.20

NATO Codification: Benefits for Industry and Defence

Lara McGrath, Codification Sales Manager, United Kingdom National Codification Bureau (UKNCB)

5 Doing Business with the US Department of Defense

13.00 - 13.15

Welcome and introduction

13.15 - 13.35

Supporting UK Industry in the US Market

Ben Grinham, First Secretary, British Embassy Washington, DC

13.35 - 13.55

Routes to Market – Case Study

Andrew Wilson, President, JGW International

13.55 - 14.15

ITAR, Impact of US Content for non-US Customers

George Boggs, Partner, Blank Rome

14.15 - 14.25

Q & A

14.25 - 14.40

Networking and Coffee

14.40 - 15.00

Routes to Market – Case Study

Stuart Taylor, CEO, Stucan Solutions

15.00 - 15.20

Protecting Your Intellectual Property

Nicholas Matheson, Patent Attorney, UK MOD

15.20 - 15.40

Foreign Comparative Testing Program

Rino Imperiale, (USA)
Brian Kummer, (USMC)

15.40 - 16.00

Q & A

1 MOD Buyer Engagement Village

This area of DPRTE 2018 offers delegates a unique opportunity to engage directly with buyers and suppliers, network with colleagues and make new contacts and connections.

Please check at registration for details on how to book appointments. This area opens at 0930.

2 Prime Contractor Engagement Village

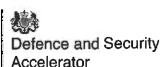
The DPRTE Prime Contractor Engagement Village will allow visitors the opportunity to meet directly with many of the key Prime Contractors that are currently engaged within the delivery of MOD projects, thereby providing an insight into possible opportunities for developing ongoing working relationships.

Please check at registration for details on how to book appointments. This area opens at 1030.



4 Innovation Zone

The Innovation Zone at DPRTE 2018 will provide attendees with the opportunity to meet with key organisations who can help and advise on potential funding options and bringing products / services to the market within a science and technology programme worth over £400 million a year.



5 Cyber Essentials Engagement Zone

The Cyber Essentials Engagement Zone will provide an opportunity for delegates to gain insight into the many benefits achieved through accreditation, in addition to being able to gain further advice and exclusive show offers.

3 Defence Procurement Pavilion

New for 2018, the DPRTE Defence Procurement Pavilion will provide visitors with an unrivalled opportunity to engage directly with key procurement organisations such as DE&S, which is responsible for setting procurement strategy and delivering the MOD's annual procurement spend of over £19bn.

Organisations participating within the Defence Procurement Pavilion include:

- Defence Equipment and Support (DE&S)
- Information Systems and Services (ISS)
- Defence Infrastructure Organisation (DIO)
- Front Line Commands (Army, Air)

6 Defence Market Engagement Zone

If you're looking to find and win defence contracts and proactively engage with defence buyers and the marketplace, we're here to help.

BiP Solutions is the ONLY company that can uniquely deliver the intelligence and engagement tools you need to win in the defence market.

With a range of special promotional offers on our DCI service, Cyber Essentials Accreditation, MOD Guide 2018 and Defence Online media packages – come along and learn how we can set your business apart from the competition.