

DP RTE 2016 – The DE&S Procurement Pavilion takes centre stage

Defence Procurement, Research, Technology & Exportability (DP RTE) is now established as the must-attend event for any organisation looking to do business with the Ministry of Defence. DP RTE 2016, taking place at Cardiff's Motorpoint Arena on 16 March, will be the most important UK defence procurement event of the coming year, bringing MOD buyers and commercial organisations together to connect the defence procurement supply chain.

At the heart of DP RTE 2016 will be the Defence Equipment and Support (DE&S) Procurement Pavilion. Commanding an annual budget of £14 billion, DE&S is the body charged with acquiring and supporting all of the equipment and services required by the Royal Navy, British Army and Royal Air Force – everything from socks to satellites. Industry representatives cannot afford to miss this unique opportunity to network directly with key buyers tasked with securing the most innovative technology and cutting-edge solutions for the Armed Forces.

The UK defence industry is an increasingly lucrative marketplace. The MOD spends over £19 billion a year purchasing goods, works and services from third parties in support of the Armed Forces; and in his 2015 summer budget Chancellor George Osborne announced the Government's commitment to meeting the NATO target of spending 2% of national income on defence every year until 2020. The MOD is UK industry's single largest customer, and with the market becoming more attractive and competitive attendance at the DE&S Procurement Pavilion at DP RTE 2016 is a must for any



business looking to build industry relationships and gain a vital competitive edge.

DE&S was set up in April 2014 as a commercially focused central government trading entity, allowing the MOD to increase its engagement with the private sector. This reform affords DE&S a significant measure of freedom in awarding the contracts it places with industry. The DE&S Pavilion, located at the centre of the DP RTE 2016 arena, therefore represents a vital opportunity to get to know DE&S and in turn make your unique business proposition known to one of the largest procurement bodies in the UK. The MOD is now more than ever looking to SMEs especially to

showcase their innovative products and services and tender for defence opportunities.

Secretary of State for Defence Michael Fallon has said success in innovation will be gained by looking to SMEs to share their creativity with the Department. In the last year of the last parliament 20% of government defence spending was invested in SMEs, either directly or indirectly, with the MOD doing business with over 5400 SMEs. Now is an exciting time to be a supplier to the defence market.

DE&S representatives will be present at the DP RTE 2016 Pavilion for attendees seeking a one-to-one discussion in a relaxed environment, offering both established and aspiring suppliers a special occasion to network directly with key defence buyers and take vital steps to building valuable industry relationships across the supply chain.

DP RTE 2016 is set to be rich in both expertise and opportunity. As the weeks pass in the countdown to this must-attend event, more information will become available, revealing further exciting prospects in store regarding partnering organisations, keynote speakers, special event features, advertising and sponsorship opportunities and much more. To stay abreast of developments, and to book your delegate place or exhibition space at the event, visit www.dprte.co.uk.

TWENTY WEEKS TO GO

16|03
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