



Digital Shoreditch Festival
21 May 2013



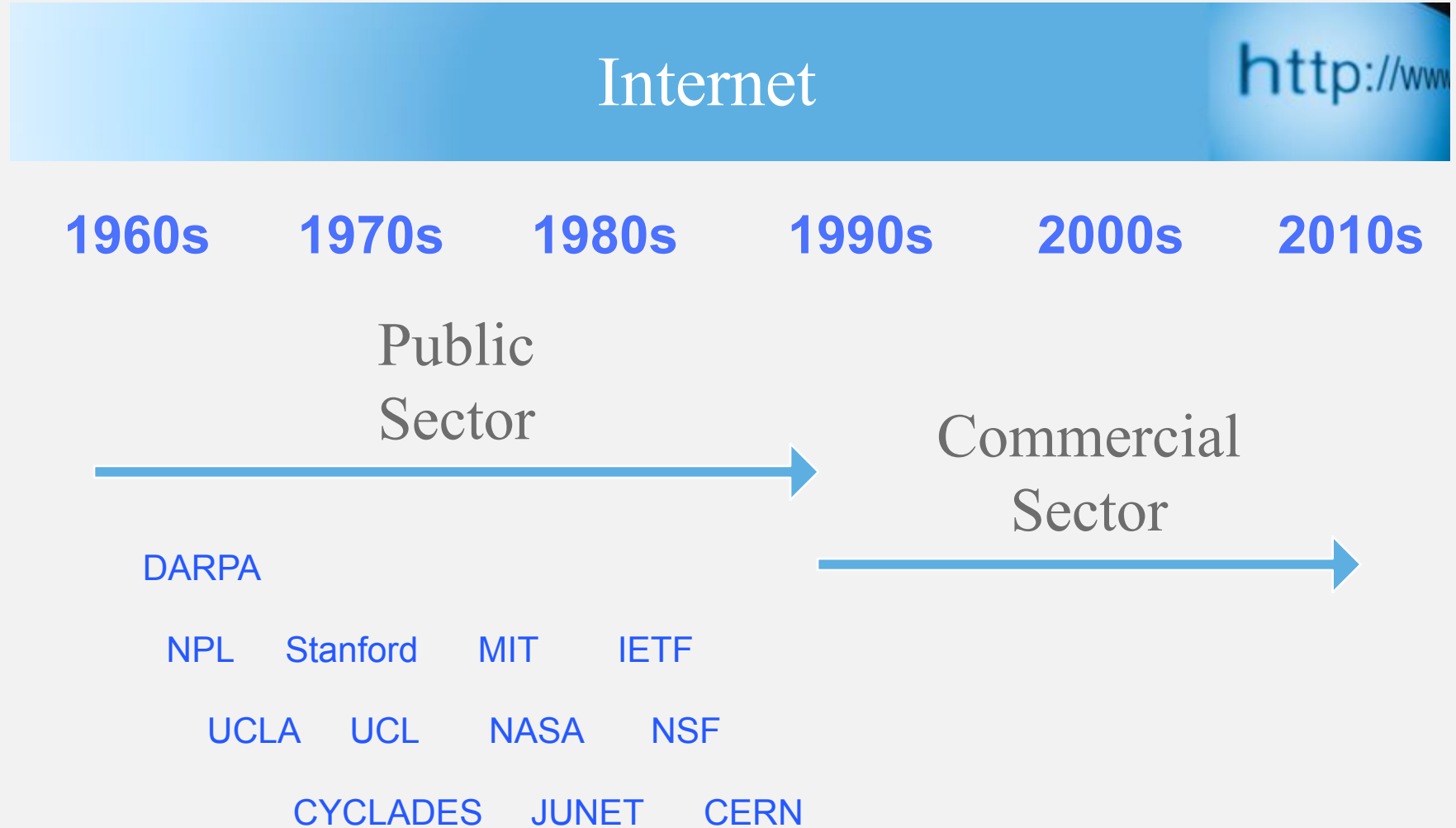
Could the Military use your Technology?

Andy Fawkes

Outline

- The Importance of Public Sector Funding
- Size of Defence Market
- UK Defence and Industry
- Digital Sector Opportunities
- UK Defence Entry Points
- Pros and Cons

The Importance of Public Sector Funding



Size of Defence Market

- Global \$1,700 billion
- US \$728 billion
- UK \$73 billion (£47bn)
 - Personnel £13bn
 - Equipment £9bn
 - Equipment Support £6bn
 - Infrastructure £4.5bn
 - Consumables £2.5bn
 - R&D £0.8bn
 - Other £11bn



UK Defence and Industry

- In 2010 the MoD spent £14bn with UK industry, on a wide range of products and services
- This makes it the number one customer for UK industry
- In 2010 the UK was the second largest military spender in NATO after the USA



Digital Sector Opportunities

- People emphasis
 - Training, Education, Medical, Well Being, Recruitment
- Equipment emphasis
 - Command and Control, Communications, Computing, Reconnaissance and Intelligence
 - Analysis, Testing, Evaluation, Experimentation, Simulation
 - Manufacturing and Back Office



Digital Prospects?



3 May 2013 Last updated at 10:54

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US military approves Android phones for soldiers

Samsung phones running a secure version of Android have been approved for use by the US Department of Defense.

The approval is the start of a process that will see many different types of mobile devices used by US soldiers.

Approval for other Android devices as well as Apple phones and tablets is expected in late May.

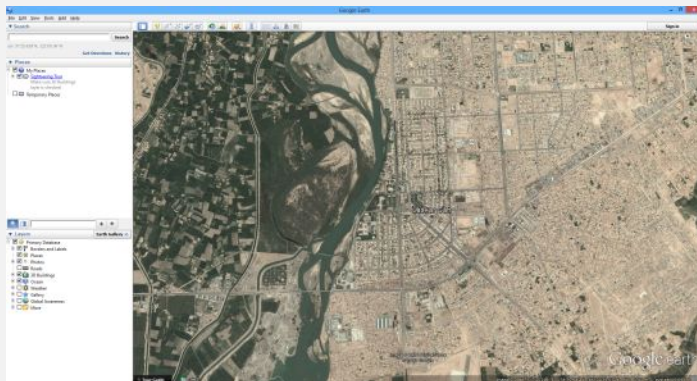
Before now, phone maker Blackberry was the only firm whose products were approved for use by US service personnel.

Fast growth

The approval of Samsung phones was the first step of a strategy that would let soldiers use many different types of devices, both smartphones and tablets, during their tours of duty, said DoD spokesman Lt Col Damien Pickart.

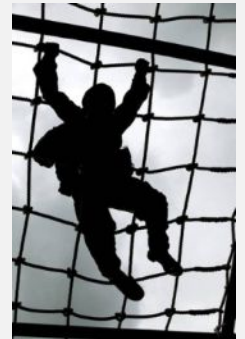


US service personnel will soon be using many different mobile gadgets



UK Defence Entry Points

- Centre for Defence Enterprise
 - www.science.mod.uk/engagement/enterprise.aspx
- Defence Science & Technology Laboratory [dstl]
 - www.dstl.gov.uk
- Defence Equipment and Support (DE&S)
 - www.gov.uk/government/organisations/defence-equipment-and-support
- Direct to Military
- Defence contractors
- *www.contracts.mod.uk*



Pros and Cons

- Military customer
- Problem owner
- Can be good for brand
- MoD pays bills
- Global potential
- Tough to enter
- Process
- Delays
- New language
- Export controls





Questions



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