Dear [Name]

I am writing regarding your email of 1 October in which you requested “copies of two speeches made by Richard Paniguian, Head of UKTI DSO. The first was at the Farnborough Airshow on 22 July 2010, and the second at the “Developing defence and security export” conference on 20 September”. I can confirm that we hold relevant information and your request has been handled in accordance with the Freedom of Information Act 2000.

Attached at Annex A to this letter is a copy of the speech given by Richard Paniguian at the A/D/S Security Conference during Farnborough International Air Show. Prior to your request we had agreed to publication of the speech on the A/D/S website and it will appear there in due course.

With regard to the speech given at the Developing Defence and Security Exports Conference, I can confirm that Mr Paniguian did not use a written speech or speaking notes at this event, we therefore do not hold the information you have requested.

If you are unhappy with the result of your request for information, you may request an internal review within two calendar months of the date of this letter. If you wish to request an internal review, please contact me.

If you are not content with the outcome of the internal review, you have the right to apply direct to the Information Commissioner for a decision. The Information Commissioner can be contacted at:

Information Commissioner’s Office
Wycliffe House

Kingsgate House
66-74 Victoria Street
London
SW1E 6SW

www.ukti.gov.uk
Water Lane
Wilmslow
Cheshire
SK9 5AF

Yours sincerely,

[Redacted]
Information Manager
UK Trade & Investment, Defence & Security Organisation
When UKTI Defence & Security Organisation took on responsibility for security exports just over a couple of years ago, Security was a bit of an unknown commodity for us. Whilst the organisation had many years experience of dealing with defence customers and equipment, we had previously had only limited contact with overseas security officials and scant knowledge actually of the UK’s security industrial base.

In a couple of years we have come a long way; we now have a much better understanding of what security is. And for us it’s security in its widest sense, covering policing and public security, commercial security and indeed fire and safety.

I have to say that I have been stunned and hugely impressed at what I have learned about the sector. DSO commissioned some work last year to find out a bit more about the size and shape of our security industry and the figures speak for themselves – 8,000 security companies, another 10,000 for which security forms a significant part of their business, nearly 340,000 people spread throughout the UK, manufacturing everything from locks to the latest cyber security solutions. What also struck me was just how many of these companies are SMEs; genuinely the bedrock of the UK economy. But what was also extraordinarily surprising was how very few were exporting what are, in many cases, world-beating solutions. I’ll come on to that later.

Whilst the UK produces some fantastic equipment, this wouldn’t be the case did we not have the intellectual as well as technical expertise that exists inside the country. We have a well deserved and unfortunately hard earned reputation as one of the world’s leaders in security, particularly in the fields of counter terrorism and policing. Scotland Yard for instance is a brand recognised across the globe and is seen as synonymous with policing excellence. Our counter-terrorism strategy CONTEST is also acknowledged to be the best of its kind in the world bar none. We therefore have a great deal to offer our overseas friends and allies.

One of the things that we in DSO do is to facilitate cross-government support for UK exports. In the case of defence that support predominantly comes from MOD, but for security it could come from a number of Government Departments or police forces, for instance the Home office, the Department for Transport, the Metropolitan Police, to name just three. Some of our international customer Governments may require a formalised government to government agreement to facilitate equipment sales, and we can arrange that where appropriate. DSO has therefore spent considerable efforts in making sure that those support structures are in place and other parts of Government fully understand what we are trying to do.
Without fail all parts of Government have been supportive, recognising the importance of exports in sustaining our industrial base and the contribution that they are making to our economic recovery. Not only that, security is of course an international issue that transcends national borders, therefore by strengthening the security capabilities of our friends and allies, we are of course contributing to our own national security. You may be familiar with the term defence diplomacy. You will become much more familiar with the term security diplomacy.

That support from Government Officials is also mirrored by Ministers and I have been gratified by the conversations that I have had with a number of Ministers all of who have expressed their absolute support for defence and security exports. Evidence of that support is of course the presence here today of Baroness Neville-Jones and also the many other Government Ministers who have been at the air show this week.

UKTI and the government can’t do everything to help companies succeed overseas and it is going to need an investment both in terms of time and money from UK companies. I said earlier that I was surprised at how few companies in the security sector are particularly active in the export market. It may not be the stimuli you would choose, but the recession and cuts in public spending are leading to new opportunities, and many companies to consider export either for the first time or to look at new markets. Many have already been surprised at just how successful they can be.

Our research has shown that the value of UK security exports for 2008/9 was about £1.4Bn, up around 14% on the previous 12 months. But as Baroness Neville-Jones said, whilst this is a sizable figure it is only around a 3.1% share of global sales and, whereas the UK is No 2 in the world in defence exports, ranks the UK as number 6 in the world in security exports. Obviously therefore there is room for improvement. I want us to do better.

What UKTI DSO will do, in conjunction with our regional and overseas network is help to provide the market intelligence, contacts and wider government support to help you succeed. With the help of Ministers, right up to the Prime Minister we aim to strengthen our overseas defence and security relationships and create the best possible climate for you to do business in.

A significant part of what we do is bringing senior defence and security officials from around the world to visit the UK. This week here at Farnborough is evidence of that, as DSO is hosting delegations from nearly 40 countries. Just over 4 months ago we hosted another major exhibition here in Farnborough, the Home Office Scientific Development Branch exhibition - HOSDB. For those who are not familiar with the exhibition, it has traditionally been a relatively small show aimed at the domestic market. This year however DSO partnered with the Home Office and A|D|S to enhance the opportunity. Firstly, we moved to Farnborough from an RAF station. Secondly, it featured almost double the number of exhibiting companies, nearly 400, showcasing some of the best security equipment that the UK has
to offer under the themes of Crime and Policing, Security and Counter Terrorism, Border Control and Identity Management. But perhaps the biggest change was that we brought the world to the exhibition; nearly 300 overseas government and police officials from more than 50 countries, including a number of overseas government Ministers – turning the event into an international showcase for the sector.

At that exhibition I had the pleasure of meeting a number of the overseas visitors and without exception they were outstandingly impressed about the exhibition and the fantastic equipment that was on show. For many of these visitors we had also arranged a wider programme of visits whilst they were in the UK, and they were able to see at first hand how the UK manages and delivers security. I am convinced that these delegates will have returned to their respective countries with a much better understanding of what the UK can offer, both in terms of equipment, advice and training.

I also spoke to many of the exhibitors, the majority of who were extremely complimentary. It was clear that many had made new contacts in markets they hadn't previously explored, and would be pursuing a number of resulting business leads. This was a great example of Government coming together with Industry to deliver what I'm sure will become the world's premier dedicated public security exhibition. I am also particularly grateful to AIDIS who organised the exhibition and did an absolutely fantastic job. A fantastic example of how working across government can deliver extraordinary results for customers. Superb.

What I have learned since I started this job is just how vibrant the security sector is in the UK, and how much fantastic equipment we actually produce. What we aren't perhaps so good at, in a typically British understated way, is telling everybody else just how good we really are. Therefore in March we launched a marketing strategy for the sector, the aim of which was to give it a single voice and clear branding, which in my view is absolutely vital, particularly given the fragmented nature of the sector. The strategy was produced by Bell Pottinger who worked closely with ourselves and also the security trade associations, the BSIA, FIA, BSIF, AIDIS and Intellect all of who made vital contributions, as have RISC who are doing some sterling work to bring Government and Industry closer together.

These are exciting times for the UK security sector. There are some huge opportunities out there, particularly in countries such as Brazil, who will be hosting the World Cup and the Olympics, and in India which is burgeoning as an economy and a creator of great ideas. I can assure you that UKTI DSO, together with other parts of Government will do all we can to assist you in the security sector.