



## ***"Fostering International Trade Relationships in the Homeland Security Space"***

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Thank you, Sir David

I feel very privileged to be here today talking to you about a subject so important to the safety and security of the citizens, and the critical national infrastructure, of our respective nations.

Given the asymmetric threat, with which we are faced, the need for our nations to work collaboratively, to share technology and expertise, has never been greater and this is an area where UK Trade & Investment play an increasingly key role.

### **The UK's Strong Security Capability**

The UK's long history of dealing with terrorism has led to the development of a world-class high-technology industry-base which caters specifically to the needs of the security sector, both domestically and internationally. In addition, our universities and research agencies are world-leaders in security-based R&D. It is this unique capability that UKTI are tasked with promoting.

### **UK Trade & Investment's role in the Security Industry**

For those of you not familiar with our department, UK Trade & Investment, put simply, is a joint venture set up between the Foreign and Commonwealth Office and the Department of Trade & Industry, to fulfil two main objectives:

Firstly, to encourage overseas companies to take advantage of our rich expertise by setting up in the UK -

The progressive growth and specialist capability of the UK's knowledge-based security industry is one of the UK's best kept secrets. With UKTI's marketing capability and inward investment support infrastructure we are best placed to drive initiatives to promote the UK's unique investment opportunities in the security sector.

We are working with the regional development agencies and devolved administrations to market the real strengths for the UK's knowledge economy, and the application of technology and expertise in this industry sector is a key investment proposition.

The other area of focus is, to advise and support UK companies wishing to trade internationally.

UK Trade & Investment works closely with Home Office and MOD in providing a unified message to industry concerning opportunities abroad, most notably in N. America, Europe and the Middle East. We work closely with industry, both large and small, as well as Knowledge Transfer Networks and universities, to harness emerging security technologies and bring them to the attention of the global market place.

UKTI's extensive network of specialist staff, based both in the UK, and in most British embassies and consulates overseas, are ideally placed to build key relationships for companies wishing to deal with the UK, or more appropriately in this case, to introduce UK companies to overseas networks, prime contractors, research agencies and other government departments.

Our overseas commercial staff are also able to compile customised market intelligence reports and alert key decision makers to company's products or solutions, as well as a whole range of other support service ranging from organising launch events, to vetting potential business partners.

**Collaboration [with UK industry] and Teamworking [across Whitehall] is Vital.**

To ensure that we receive the most current information about opportunities overseas our commercial staff are constantly keeping us abreast of the changing climate in their respective markets.

But UKTI are fully aware that they are not acting alone - Home Office, Foreign Office, our security services, and the MOD all have a vested interest in this sector and where appropriate we are working together to provide the support that industry requires of us.

Some of these relationships are new and still evolving but we look forward to stronger ties across Whitehall in the future including even stronger relations with the Home Office through it's newly formed Office for Security and Counter-Terrorism.

In the interim, the threat has not stood idle. Neither has the UK security industry:

**The UK Security and Resilience Suppliers Council (RISC)**

Following the delivery of Project GAIN the security industry within the UK has formed RISC. The RISC forum exists to provide the recognised and authoritative voice of UK organisations involved in supplying national and international security and resilience markets. It will act transparently on behalf of those organisations, in concert with Government, the Critical National Infrastructure (CNI) and other demand-side bodies in the national interest of developing an innovative and competitive supplier base in the UK.

UKTI have traditionally had strong relationships with the leading UK security trade bodies and we look forward to becoming an active partner in support of the international agenda of this new consolidated council.

We are also encouraged to see that regional development agencies and devolved administrations are also recognising the need for greater cohesion within this industry sector.

A case in point is the current proposal by industry in the South of England, being put to the regional development agency.

### **SEEDA Consortium - The Security Innovation & Technology Consortium**

Despite the UK's strengths, we face significant barriers to commercialising our innovation. It's not enough any more to have the cleverest researchers and the smartest technologies. Customers want to buy solutions. They want holistic offerings put together by a single System Integrator, not hundreds of stand-alone products from hundreds of fragmented suppliers. So regions with well developed innovation supply chains are those that succeed in today's global market.

The South East England Development Agency believe that an industry-led consortium focused on developing and supporting the innovation supply chain and working hand-in-hand with the other players in the sector is needed now.

The hope is that the consortium will feed into the national agenda offered up by RISC and UKTI will play an integral role in supporting the needs of this consortium and other regional initiatives with an international view.

### **UKTI's Success to date**

But you may be asking yourselves, *"What REAL successes have UKTI experienced in fostering international relationships in this industry sector?"*

As an example of the leadership of UKTI in the homeland security sector I can point to the recent "Science for Security" trade mission and symposium in the USA. We led a cross-Whitehall initiative to engage with the US Department of Homeland Security (DHS) to showcase UK security capability by taking UK technology providers and universities to meet with DHS and to understand the requirements within their multi billion dollar annual programme.

Home Office actively supported the initiative by providing senior-level speakers [Angela Singh, Head of Counter Terrorism and others, (Mark Stroud in the audience)] who, together with their DHS counterparts, provided a strong supportive backdrop to the event's proceedings. The "Science for Security" trade mission and symposium was a joint trade and investment activity and has already delivered real tangible successes in both respects, as well as other unexpected partnerships within the UK delegation.

We are now looking forward to work with Home Office in other regions of the world [Europe] to promote UK security capability in support of the wider science, innovation and knowledge economy agenda.

### **In Conclusion**

UK Trade & Investment have an important role to play for industry in continuing to lead this national initiative in order:

- That we promote the UK security capability, as a whole,
- That we continue to support, and advise, other UK government departments such as Home Office, Foreign Office, MOD [DESO],
- And that we continue to work in partnership with the DTI's Science & Innovation team, and the Research Councils in support of the wider science, innovation and knowledge economy agenda,
- That we continue to encourage inward investment into a sector where the UK has significant competitive advantage,
- And finally, that we maintain, and continue to build upon, the strong relationships that we already have with key governments around the globe for the benefit of our mutual security and future prosperity.

Thank you