
DSO EXPORT SUPPORT TEAM (EST)

Major Derek Haensel RHA

EXPORT SUPPORT TEAM - OVERVIEW

- EST background.
 - Role of the EST.
 - Exhibitions – Recent & Current.
 - EST Bovington Support.
 - EST Larkhill Support.
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- **Export Support Teams – Pre 2005**

- RAC - Bovington
- RE - Chatham
- RA - Larkhill
- Inf - Warminster

- **Export Support Team – 2005**

- Bovington
- Larkhill

**32 serving Army officers and soldiers
based in 2 x locations.**

EXPORT SUPPORT TEAM ROLE

-
- **Demonstrate UK defence products at defence and security exhibitions.**
 - **Assist Hosting of inward visits by foreign delegations to the UK.**
 - **Provide specialist and impartial military advice to industry/UKTI DSO.**
 - **Equipment evaluations.**
 - **Post sales training support.**
 - **Assist in production of presentation and marketing material.**
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IN SUMMARY

- Exhibition Support
- Demonstrations, Presentations & Inward Visits
- Equipment Evaluation
- After Sales Training Support
- Promotional Material



EXHIBITIONS

EXHIBITION RESPONSIBILITIES - EST

- **Help Canvas defence manufacturers (theme) - attendance.**

Protection & Security.

Communications.

Medical.

Maritime – Border Security & Patrolling.

Border Security.

Unmanned Air Vehicles (UAV).

Disaster Relief/Search & Rescue.

EXHIBITION RESPONSIBILITIES - EST

- Help Canvas defence manufacturers (theme) - attendance.
 - Stand Design.
 - Arrange Freight
 - Produce media/promotional material featuring company products.
 - Erect and set up stand at exhibition.
 - Provide assistance to company with regards potential clients; either meeting or give potential customer details.
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- 6 Months

Exhibition and Theme identified - RD

Companies informed by letter confirming cost - EST

Companies confirm attendance and pay deposit - Companies

3 Months

EST confirms company attendance - EST

Exhibition attendance confirmed. - RD

3 Weeks

Freight and paperwork at EST + Export licence - Company

Company promotional material and business cards delivered to the EST - Company

EXH + 7 Days

Potential client details forwarded to company - EST





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- Modern Day Marine – America 07
 - DSEI London 07
 - LAVEX – Libya 07
 - Land Warfare Conference – Australia 07
 - Bgan Comms Evaluation – Larkhill 07
 - DEFEXPO - India
 - Oman - LTD
 - RSIV 08 - RD(E) Mar 13
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- Smoke Ammunition Evaluation – Scotland
 - Paris – M777
 - Danish – M777 Demo May 08
 - Malaysia – DSA 08 (Medical Theme)
 - Libya – UTSL MSAT 500
 - MNIM – Plymouth Jun 08 - Maritime
 - L119 – Saudi
 - India – M777 Demo & Evaluation
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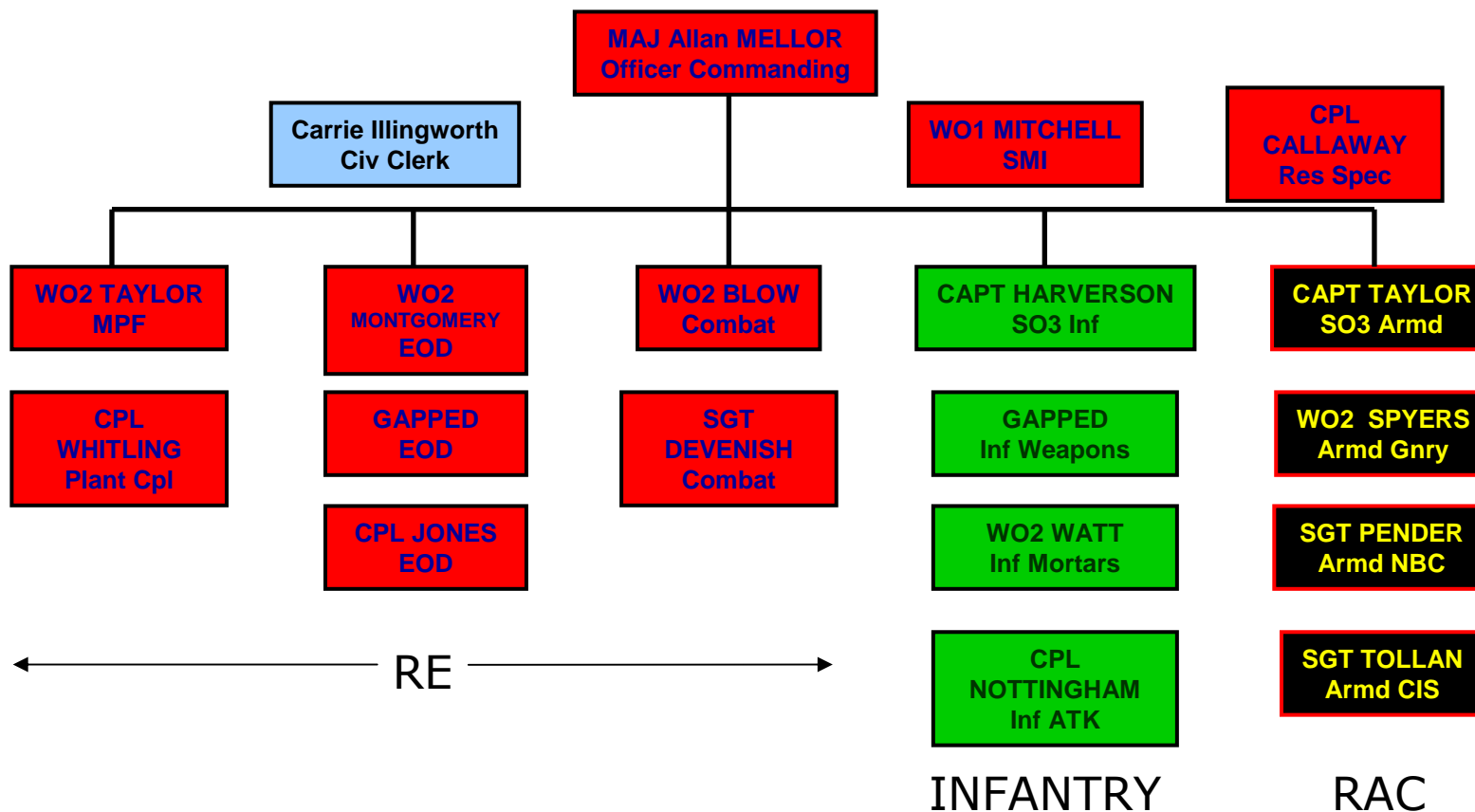
EXPORT SUPPORT TEAM BOVINGTON

EST (B) SECTIONS

- Infantry
 - Armour
 - Royal Engineers
-



Export Support Team (Bovington)





EST(B)





Facilities



Infantry Team Responsibilities

-
- **Infantry Weapons**
 - **Vehicles including Warrior, Pinzgauer, LR**
 - **Clothing (Clothing Interest Group - CLING)**
 - **Personal Equipment including Load Carriage**
 - **Protection including Body armour and Helmets**
 - **Communications & Radars**
 - **Training Systems and Advice**
 - **Range Practices and Demonstrations**
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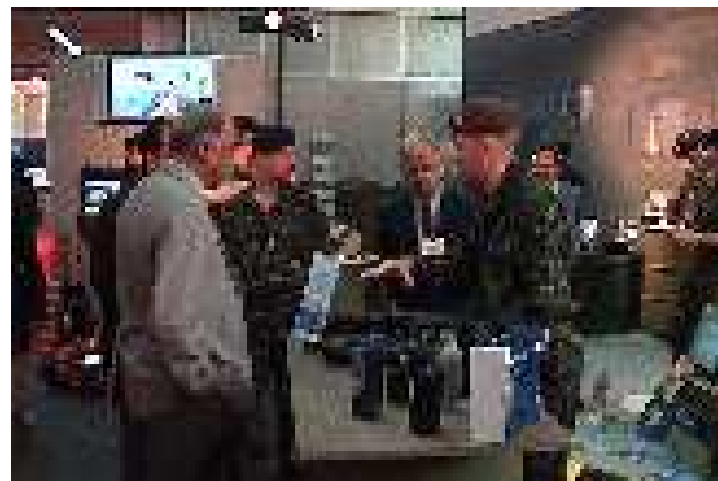
Armoured Team Responsibilities

-
- **Turret Systems**
 - **Gunnery 30mm – 120mm**
 - **Remote weapon stations**
 - **Communications**
 - **Battlefield Management Systems (BMS)**
 - **CBRN**
 - **Medical**
 - **Training Systems and Advice**
 - **Vehicles incl CR2, CVR(T), Fuchs, IBDS**
 - **Miscellaneous**
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ARMOUR (3 x AREAS)

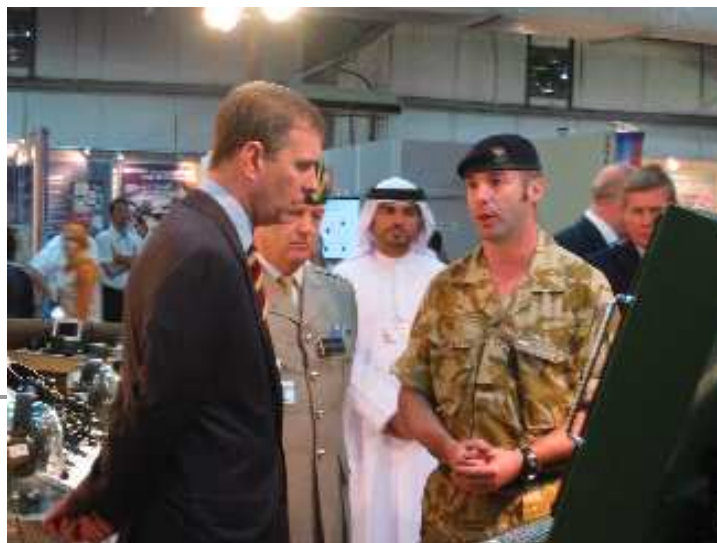


Turret Systems





ARMOUR CIS





ARMOUR CBRN



ROYAL ENGINEERS



COMBAT



SID

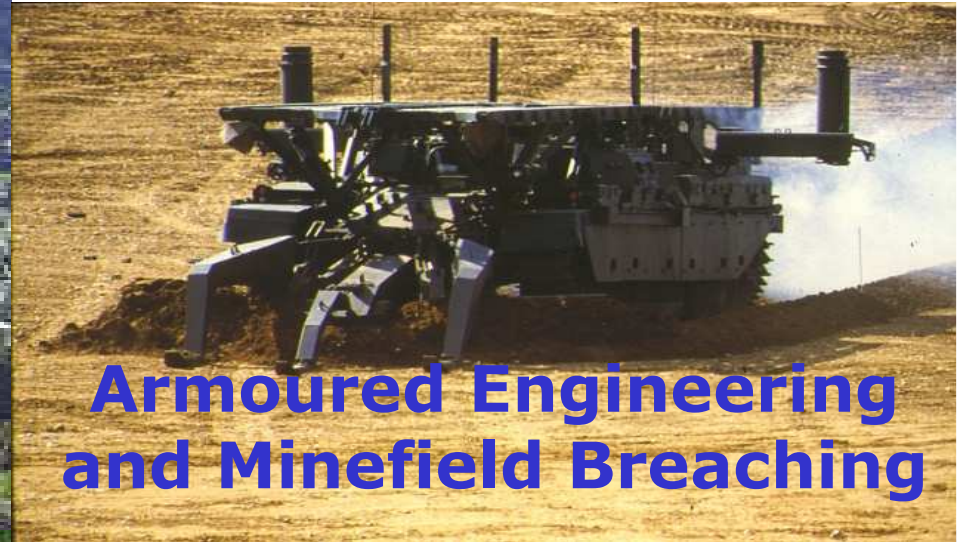


PLANT & LOGISTICS

RE COMBAT SECTION



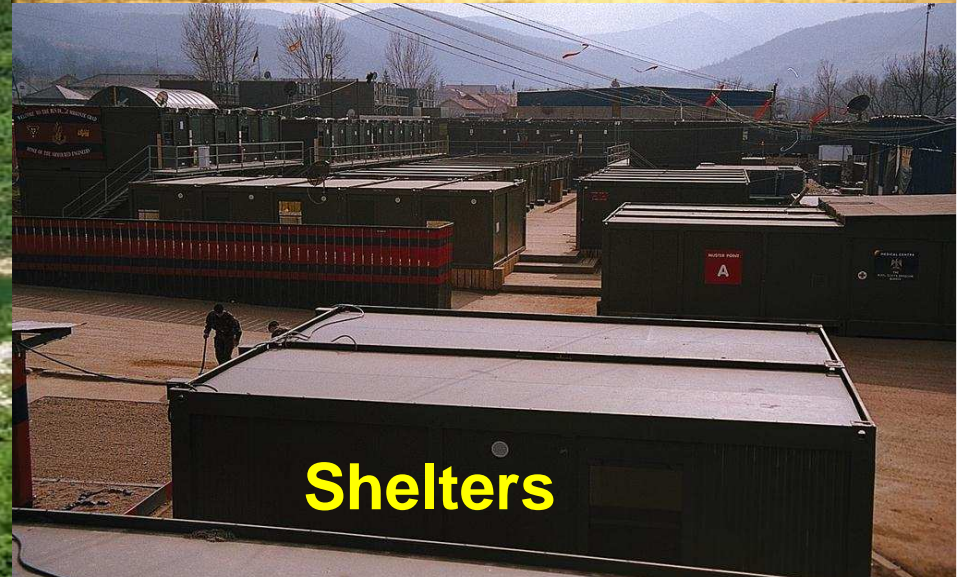
Demolitions



**Armoured Engineering
and Minefield Breaching**



Bridging



Shelters

ENGINEER SEARCH IDENTIFICATION DISPOSAL(SID)

SID Responsibilities

EOD Weapons

Remote Operated Vehicles

Search Equipment

Initiation Systems

Electronic Counter Measures



ENGINEER PLANT & LOGISTIC SECTION



All Plant Equipment



Logistic Vehicles



ENGINEER ADDITIONAL EXPERTISE



Urban/Field Defences



Diving



Working with NGO's

UK
TRADE &
INVESTMENT



'Shark Baiting'

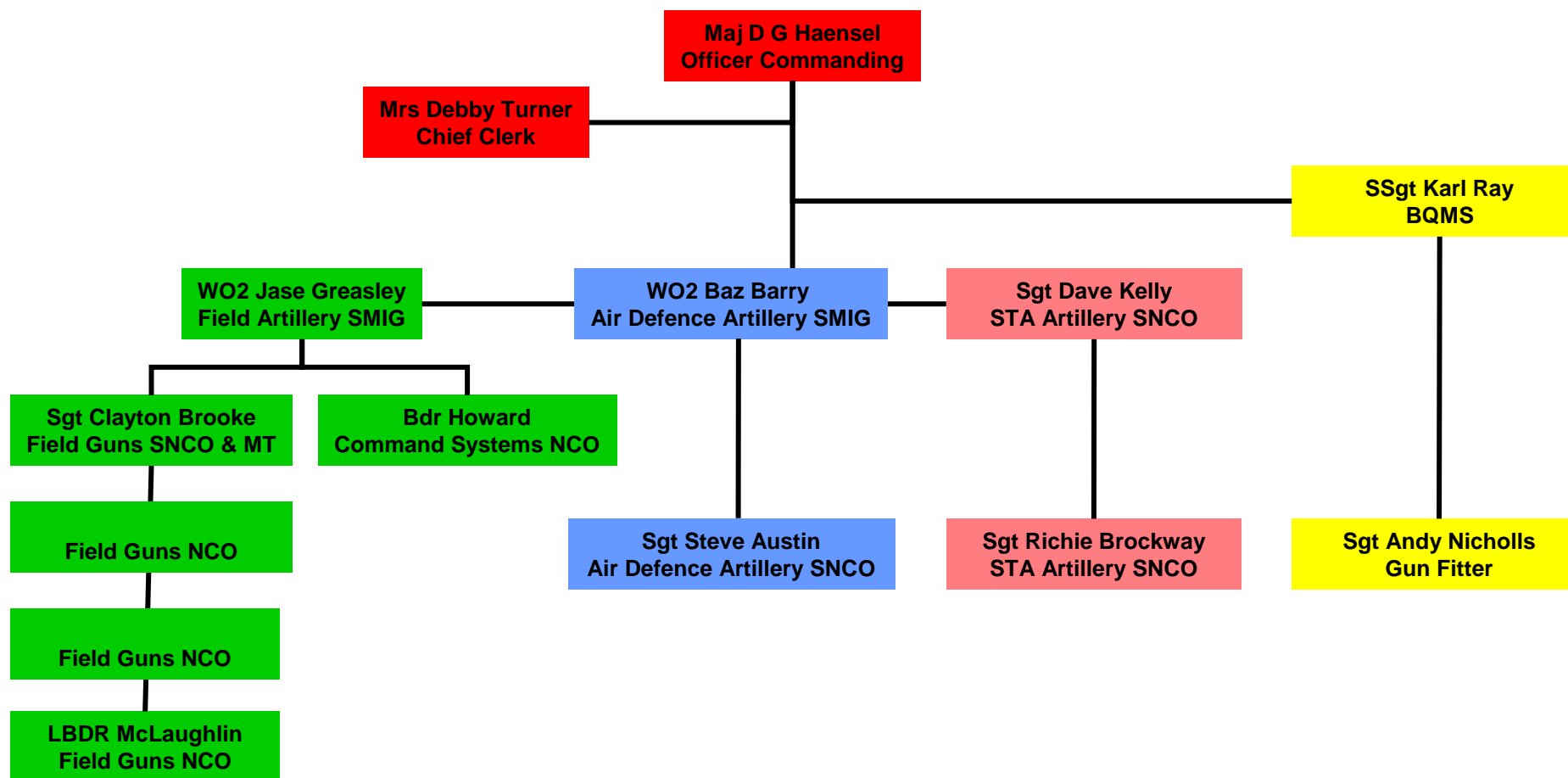
UKTI DEFENCE
& SECURITY
ORGANISATION



EXPORT SUPPORT TEAM LARKHILL

- Field Artillery
- Air Defence
- Surveillance & Target Acquisition
- Logistics
- Miscellaneous







LARKHILL





FACILITIES



INDOOR DISPLAY/DEMO



PRESENTATION



CONFERENCE



OUTDOOR DISPLAY/DEMO

EST Larkhill Artillery Responsibilities

-
- **Field Gunnery 105mm – 155mm Weapons platforms**
 - **Indirect Fire Weapons detection/Sensor systems**
 - **Close Air Defence and UAV systems**
 - **Communications – Sensor to Weapons Platforms**
 - **Battlefield Target Management Systems (BTMS)**
 - **Ammunition/Missile evaluation**
 - **Ballistic solution computers**
 - **Training Systems – CBT/Part Task Trainers (PTT) etc**
 - **Survey/GPS instruments**
 - **Satellite imagery**
-
- **Miscellaneous**

QUESTIONS ?

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