

UK Trade & Investment (HMG) & Fire Sector

**Developing a
Fire, Rescue and Resilience Offer**

Developing the “Offer”

The problem we are trying to solve

Disparate and variable engagement across the fire sector. Opportunity for export lost as a result and credibility damaged as a result of a fragmented approach. The issue is recognised by UKTI, Fire and Rescue Services and the Fire Industry.

Developing the “Offer”

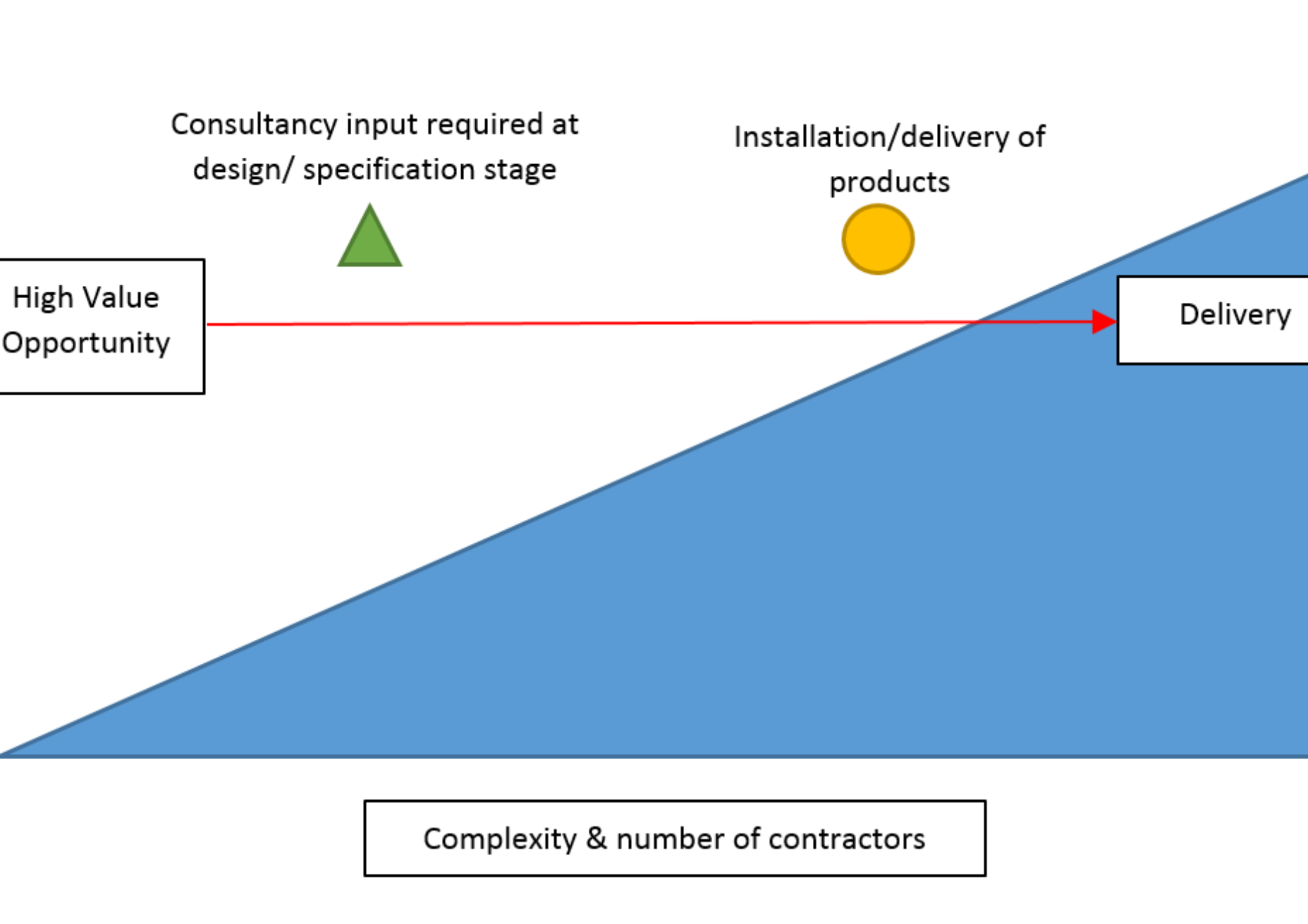
The intended outcome

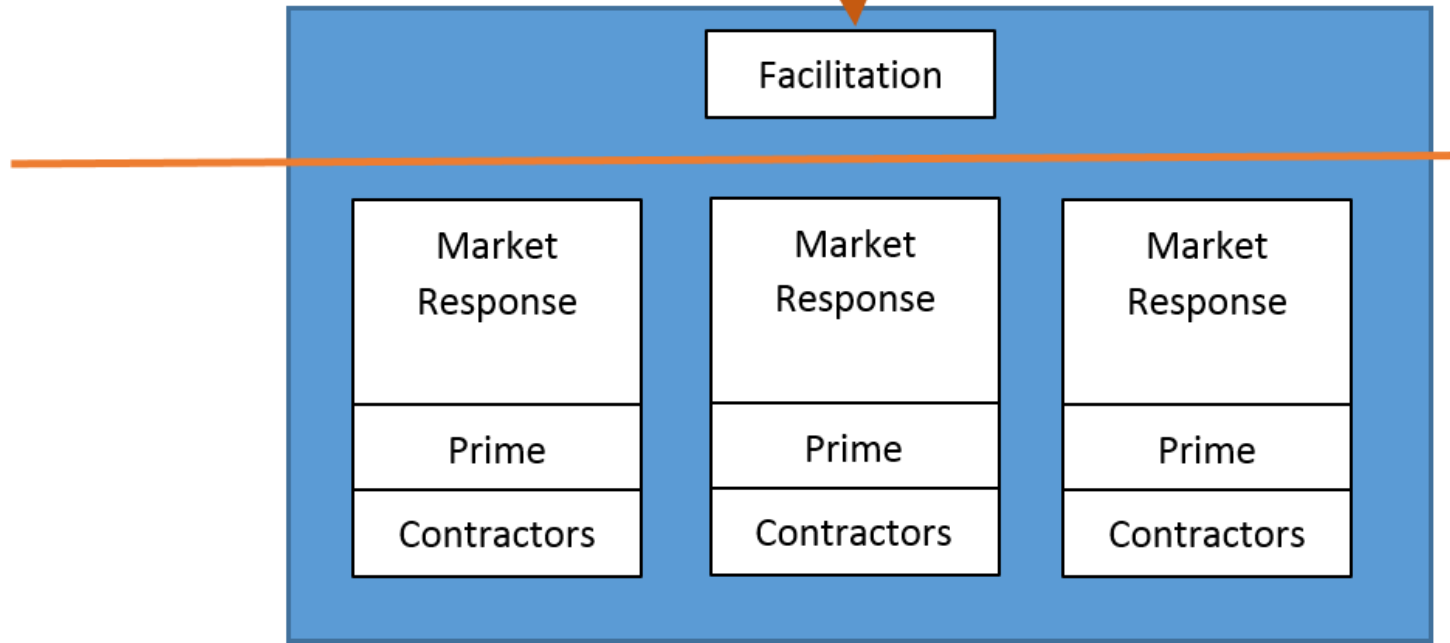
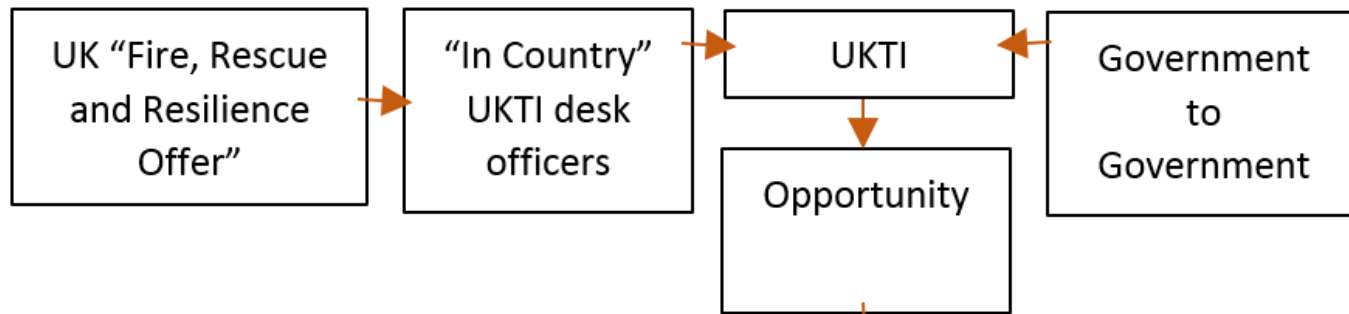
Achieve greater business opportunities by improving coordination, visibility and cooperation by the UK fire sector.

Developing the “Offer”

The context

UK wants to increase its exports and UKTI exist to support export growth. “Whole of Government Effort”. Value of up to £500m may be possible for the UK Fire export offer (figure to be validated).





Developing the “Offer”

Operating principles (UKTI/HMG)

UKTI will bring opportunities to the market and will support the wider fire sectors response but will not back one bid over others, an even handed approach to support all interested parties will consistently be applied.

Developing the “Offer”

Sectors. We have experience in:

- Utilities infrastructure projects (including nuclear and industrial/chemical)
- Major construction (engineering design and services provision and installation)
- Transportation projects Major event planning (2012 Olympics, 2014 Rugby World Cup, Glastonbury Festival)

Developing the “Offer”

Our Offer. We can provide:

- Fire related products, equipment and fire safety services
- Firefighting staff, equipment and fire service management
- Firefighting training and assurance
- Planning for resilience

Developing the “Offer”

Our Strengths

- We are world leaders in fire safety
- We have a proud history of fire risk management in both heritage and modern buildings
- We provide high quality products and use new technology to drive innovation
- We conform to recognised quality standards
- We have high levels of integrity and professional standards
- We have capable, professional and experienced firefighters and Senior Officers

Developing the “Offer”

Fire related products, equipment and fire safety services

- Fire Detection and Alarm Systems
- Fire Risk Assessment and Fire Engineering
- Fire Extinguishing Systems and Portable Fire Extinguishers

Developing the “Offer”

Firefighting staff, equipment and fire service management

- Provision of firefighters to mitigate fire and rescue risks on site
- Provision of personal protective equipment
- Provision of firefighting equipment and supplies
- Provision of command and control management

Developing the “Offer”

Firefighting training and assurance

- Delivery of Training
- Provision of Training Support
- Assurance of training

Developing the “Offer”

Planning for Resilience

- National Disaster Management (Capability Development and Mitigation Support)
- International Search and Rescue and Civil Protection Support
- Major event contingency planning

	Advisory	Design & Build	Engineering, Safety & Design	Cross Border	Infrastructure & Equipment	Operations	PMC	Training	Vehicle Provision
d	✓		✓		✓	✓	✓		✓
t	✓		✓	✓			✓	✓	
	✓	✓	✓	✓	✓			✓	
	✓	✓	✓	✓	✓	✓	✓	✓	
	✓								
	✓								
a	✓	✓							
Kong		✓							
sia	✓	✓							✓
ore	✓	✓							✓
bia	✓	✓							✓

How are HVOs structured?



▶ A HVO is an overseas project or programme of work where targeted HMG support, over a sustained period, is expected to lead to UK business wins. HVOs are characterised as:



▶ Large scale overseas projects



▶ Projects that would benefit from UK Government support and direction



▶ Projects which the UK industry has an appetite to engage with



▶ Projects that attract / highlight UK capability



▶ Projects with a total value greater than £500m (usually capex) and an accessible project value greater than £250m for UK businesses ([Appendix E.1](#))

Joint International Fire Board

The Joint International Fire Board (JIFB) has been created to provide a mechanism to match overseas opportunities with associations and organisations who have an interest in export or working overseas. Specifically, it facilitates UK Trade Investment overseas opportunities to be brought to the wider fire sector and at the same time, allows the fire sector to maximise the UK Government's contribution overseas, not just in terms of trade and export through world class goods and services but also in terms of providing a mechanism for humanitarian or disaster management response to be generated in a scalable manner, bringing the UK fire and rescue expertise to the wider world.

The Joint International Fire Board has been established to support the "whole of Government effort" to increase our exports and the balance of trade and to remedy the disparate and disjointed approach previously in place from within the fire sector. It is focused on supporting the full supply chain from inception through consultancy/advice, the direct provision of training/staff as well as providing goods and services.

The vision for the Joint International Fire Board (JIFB) is to establish a cohesive, world class supply chain for an export project's entire life cycle.

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