

DSEI 2013 – a leading showcase for simulation and training

Advertising
feature

DEFENCE AND Security Equipment International (DSEI) is the largest integrated defence and security exhibition in the world and is a key reference point for showcasing the latest capabilities in Military Simulation and Training (MST) systems spanning air, land and sea.

Hosted in London UK every two years, DSEI continues to serve as the premier meeting place for global defence and security communities.

DSEI 2011, organised by Clarion Events and staged at ExCeL in London, featured 1,391 exhibiting companies representing 46 countries and included 30 national pavilions, with 28,440 international visitors and 796 global VIPs in attendance.

Growing market

In January 2013, Frost & Sullivan released its MST market forecast which predicted that the global demand for MST is expected to grow steadily at a compound annual growth rate of 2.51 per cent from 2012-2021, with current revenue opportunities of up to \$411.06 billion available to the industry.

Several factors are driving growth in MST spending. Foremost are the increasing costs of 'live' training on actual platforms in service. In an era of flat or falling budgets for many of the world's military forces, the demand for simulation to substitute for real training will continue to feature strongly.

Air and land components

The air component at DSEI 2013 will cover the full range of front line operational requirements as well as joint enablers in fielding air support. Within the air sector, market opportunities are being shaped by next-generation platforms, e.g. A400M Atlas.

In March 2013, EADS (Airbus Military) and Thales UK signed an 18-year contract with the UK MOD to supply training services for the RAF's A400M Atlas. The programme, which will be operated by A400M Training Services Ltd, a joint venture between Airbus Military and Thales UK, will include the design, construction and management of the training school, installation and maintenance of full flight simulators and support to the RAF's own course design team and training staff.

Switching to the land environment, METRAVIB is maintaining monthly deliveries of its PILARw systems to front line forces and mechanised infantry operations in Afghanistan. The PILARw system uses sound waves generated by the firing of small arms, rocket propelled grenades and mortars to detect and accurately identify their location in real-time.



Exhibiting at DSEI 2013, METRAVIB offers hands-on training courses for systems such as PILARw, delivered by experts in their fields either at a customer's facility or, depending on requirements, in open air or urban environments.

Maritime MST

The increasing technical and tactical complexity of many new systems coming into service today, e.g. naval ships, are shaping the procurement landscape to provide for training, according to a US provider of focused naval market analysis and consultancy.

"The growth in the sheer numbers of UAVs in service over the past decade has increased the demand for related flight and

sensor operator training. These trends are playing out on the manned maritime side of the market as well. Increasingly, navies are including in their RFPs for new ships and other systems a requirement for vendors to supply fully developed simulators and trainers optimised to those platforms," explained Bob Nugent, Vice President of Advisory Services at AMI International.

Niche capability

In terms of niche training providers, Sonistics will be exhibiting for the first time at DSEI 2013, promoting their submarine escape training capability.

A submarine crisis at sea demands a unique response and skill set. Sonistics has previously provided the Indonesian Navy with in-country training for 65 of its submariners. A specialist team designed and delivered a week-long course, which included classroom instruction followed by hands-on work in the escape training tank. All 65 trainees successfully completed the course with a number of higher rank officers selected to train other submarine crews as required.

"With its international appeal, DSEI is able to attract a complete spectrum of simulation and training providers, ranging from large primes to small enterprises, covering the latest advances in the air, on land and at sea. With over 75 official delegations in 2011, DSEI offers both exhibitors and visitors alike a unique opportunity to network within a global context and discuss key trends in this important and vibrant sector," confirmed DSEI Exhibition Director, Duncan Reid.

**DSEI will be held at ExCeL, London from 10th-13th
September 2013**

www.dsei.co.uk