Responsible for an annual procurement spend in excess of £19 billion, the Ministry of Defence is one of the largest customers of UK business. Defence Equipment and Support (DE&S) acquires and supports equipment and services for the UK’s tri-Services, including ships, aircraft, vehicles, weapons, IT systems and satellite communications, as well as supplying food, clothing, medical equipment and temporary accommodation.
Published fortnightly, MOD Defence Contracts Bulletin (MOD DCB) magazine is the only official journal of the Ministry of Defence dedicated to providing readers with a unique insight into the MOD’s spending plans, ongoing and upcoming equipment projects, future requirements and procurement policies. MOD DCB is published in association with Defence Equipment and Support (DE&S) and the Defence Infrastructure Organisation (DIO) - two key agencies within MOD procurement. MOD DCB is read by organisations that are serious about engaging effectively with the MOD as a supplier, as well as by the MOD’s own buying community.

Introducing for 2017, MOD DCB will also be published on Defence Online (DO).
WHY ADVERTISE IN MOD DCB?

- Reaching thousands of key decision makers across the UK defence supply chain, MOD DCB offers a unique marketing arena for companies wishing to promote their capabilities to buyers spanning the entire defence supply sector.

- MOD DCB is read by procurement departments, Project Teams, contracts officers and senior commercial staff within the MOD, along with Prime Contractors and second and third tier suppliers.

- MOD procurement personnel are driving the highest value initiatives and brokering some of the largest deals in the areas of national security and defence.

- Senior officials and MOD contractors look to MOD DCB for guidance and information on defence procurement.

ADVERTISING WILL ALLOW YOU TO:

- Present your capabilities within the only official MOD procurement publication.

- Showcase your organisation’s innovative solutions and products.

- Communicate with buyers and contracts officers operating across MOD Project Teams and Agencies.

- Reach Prime Contractors and second and third tier suppliers and open up sub-contracting opportunities.

- Develop strategic business growth opportunities.

MOD DCB 2017 FEATURES AND THEMES

JANUARY Defence Communications (including Morpheus Project)

FEBRUARY Naval Procurement

MARCH DPRTE (official event preview)

APRIL Security & Counter Terror Expo (special event preview) including Cyber Security

MAY Exports (including Defence Logistics and Packaging)

JUNE Data Protection (focusing on the new laws coming into force in 2018)

JULY Aerospace Supply Chain

AUGUST Transferable Technology (including motorsport and Commercial-Off-The-Shelf equipment)

SEPTEMBER DSEI (special event preview)

OCTOBER Facilities and Infrastructure

NOVEMBER Equipping the Army/Frontline Commands (including deployable buildings, vehicles and emergency power)

DECEMBER Innovation in Defence
**DEFENCE CONTRACTOR DIRECTORY**

Appearing in a dedicated space within 24 consecutive editions of MOD DCB, the Defence Contractor Directory offers your company year-long exposure to the readers of MOD DCB.

The directory listing includes your company name, full-colour logo, contact details and 15-word description of your capabilities, products and services. For 2017 MOD DCB can also offer you an online version of the directory hosted on our Defence Online (DO) website for 12 months, providing you with additional exposure. This opportunity includes your company name, full-colour logo and image, contact details, 500-word description of your company and 500-word description of your products and services, and can be offered stand-alone or as a package deal. Make sure your company is included to benefit from the fullest possible exposure to MOD Project Teams, Defence Agencies, Prime Contractors and second and third tier suppliers.
Supplier Focus is a new advertorial section in MOD DCB for 2017 where organisations can answer questions about themselves and promote their services and capabilities, going more in-depth than standard display advertising allows. On a full page, you will have the opportunity to provide a 100-word overview of your organisation, followed by approximately 100-word answers to four questions. We can provide the questions, or you can supply your own alongside appropriate images, giving you further exposure across the marketplace. There is also the chance to upgrade and have your Supplier Focus included in the Defence Online (DO) and Defence Contracts Online (DCO) eNewsletters, reaching 24,000 subscribers combined across the UK defence supply chain.
MOD Defence Contracts Online (MOD DCO) is the only official online source of all UK MOD contract opportunities arising from the MOD’s competitive and non-competitive ‘warlike’ and ‘non-warlike’ requirements valued at £10,000 and above. www.contracts.mod.uk gives you instant access to all defence contracts, of all values, in one place. Subscribers receive free instant access to all published MOD contract opportunities.

The site also contains a vast range of information relating to dealing with the MOD, including the Defence Newsdesk, Guidelines for Industry, Contact Points and a wide variety of links to other defence supply chain information. The website is used by MOD procurement officers to place contract information on, and by contractors looking to bid for MOD work. Over 3000 MOD buyers are registered to use this site.

Defence Media offers you additional advertising online and offline including banner ads, stakeholder pages, webinars, eBook hosting and events. Ask our team today for a guide to Defence Media products and packages.
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