

## The world's leading defence procurement intelligence solution

Defence Contracts International is a unique intelligence service for the defence and security marketplace. Comprehensive, convenient and effortless to use, DCI provides businesses with the most effective route to finding and winning defence related contracts anywhere in the world.



***Contract Alerts***



***Market Leads***



***Spend Analysis***



***MOD DCB Magazine***



***Market Intelligence***



***Commercial Projects***

DCI brings together direct business growth opportunities from public and private sector contracts and awards, key market intelligence specific to your sector and vital competitor information, enabling you to successfully boost your business growth.

For pricing and to find out more:

**New Customers:**

Telephone: 0845 270 7092

Email: [sales@dcicontracts.com](mailto:sales@dcicontracts.com)

**Existing Customers:**

Telephone: 0141 270 7666

Email: [cat@dcicontracts.com](mailto:cat@dcicontracts.com)



What's the feature?	What's the benefit?
<i>The only solution specifically for the defence and security marketplace that offers such intelligence in a single, intuitive business tool.</i>	Our expertise will give you all the information you need to not only find the right contracts but win them too.
<i>Combining Europe's largest database of public sector contracts and awards with more non-OJEU contracts than any other UK provider.</i>	You can be confident in our ability to source all of your potential opportunities, allowing you to focus on winning.
<i>Tailored daily email and live alerts.</i>	Be one of the first to know, giving you the maximum time to respond.
<i>The UK's only aggregated database of public sector spend.</i>	Know who's spending what, where and with whom to ensure you are targeting customers, identifying competitors and evaluating hotspots.
<i>Expertise and support with a dedicated Customer Account Manager</i>	Establish where you sit compared to your competitors and other players in the market. Personalised advice, guidance and support to help you maximise every opportunity to find and win more business.

## Access Europe's largest database of public sector contracts, awards and industry intelligence

**DCI's Contract Alerts service is the largest of its kind in Europe, with real-time alerts throughout the day giving you the maximum time to respond to new opportunities.**

Through our established relationships with key government bodies and defence ministries, our direct feeds come from many sources including;



Defence Contracts Online

*DCI publishes 168% more content than the OJEU!*

Our robust approach to around the clock research enables us to deliver brand new content from over 3000 sources of global contract and award information directly to your inbox every working day.

Additionally, our dedicated team of researchers manually source more low-value non-OJEU opportunities than any other provider, so let DCI focus on looking for your next business opportunity while you concentrate on winning it.

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Tailored DCI subscriptions are available covering 'Defence' and 'Defence + Civil' content, meaning you can build a truly personalised service that provides the most relevant information for your business to grow.

	<i>Sector</i>	<i>Defence</i>	<i>Defence + Civil</i>
	• UK Ministry of Defence	✓	✓
	• Security & Counter Terrorism	✓	✓
	• Aerospace	✓	✓
	• Emergency Services	✓	✓
	• Humanitarian Aid	✓	✓
	• Health		✓
	• Education		✓
	• Social Housing		✓
	• Third Sector		✓



## Unlock private sector opportunities with Commercial Projects

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**Available through our DCI+ packages, Commercial Projects opens up the world of private sector opportunities with access to over 400,000 planning contracts and 10,000 non-planning contracts every year – all within 24 hours of publication.**

Immediately see who you need to speak with in potential buying organisations and open further doors to new business through sub-contracting and partnering with some of the UK's largest buyers.

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- ***Solid opportunities across all industry sectors***
  - ***Access key decision makers, bidders and influencers***
  - ***Contracts and projects identified within 24 hours of publication***
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### *What's the benefit of DCI+ and Commercial Projects?*

Available with any of our DCI packages through DCI+, Commercial Projects provides you with immediate access to vital business intelligence that will allow you to broaden your scope and start winning new business with both the public and private sectors.



## Market Intelligence

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**Knowledge is power, and that's exactly what DCI's Market Intelligence will give your business.**

The DCI research team monitor over 5000 unique sources of global procurement and business news every single day to equip you with the vital market information you need to increase your win rate for both public and private sector new business opportunities.

- ***Breaking business, government and procurement news***
  - ***Latest acquisitions and mergers***
  - ***Delivered direct to your inbox***
  - ***Real-time tailored updates***
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### *What's the benefit of Market Intelligence?*

Available through DCI's Essential, Premium and Ultimate packages, you can rest assured that with Market Intelligence you will have the most up to date and accurate insight to give you that all-important competitive edge.





## Market Leads

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**Receive public and private sector leads before anyone else.**

A completely unique and innovative tool, Market Leads provides you with early notification of private sector leads, public sector framework opportunities and pipeline contracts, at least six months before they are put out to tender.

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Completely unique to the market

- ***Private sector leads***
  - ***Framework opportunities***
  - ***Pipeline contracts***
  - ***Tailored alerts***
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### *What can Market Leads do for me?*

Give your business first-mover advantage over the competition by opening up new opportunities for growth and channels of communication with key stakeholders before the tender even reaches the marketplace.

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## Discover who your competitors are winning business with

**Understand your market with real-time access to the latest updates on what business your competitors are winning and with whom, providing you with actionable insights into where additional opportunities may lie for your business.**

DCI's Spend Analysis tool is the only aggregated database of published public sector spend in today's market, providing you with full visibility of who is winning business and with whom.

- *Find out what your customers and competitors are doing*
- *Identify new opportunities*
- *Create effective business plans based on sound intelligence*

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What's on offer?	What's the benefit?
<i>Public Sector Buyer Analysis</i>	Know customer spend in your industry and ensure your pricing structure is competitive.
<i>Private Sector Supplier Analysis</i>	Keep track of known competitors while identifying new ones.
<i>Industry Analysis</i>	Identify potential new customers, saving you time by building an accurate prospect list.
<i>Regional Analysis</i>	Pinpoint regional areas for business growth and plan expansion to fully capitalise on what's available.
<i>Comparison Tool</i>	Establish where you sit compared to your competitors and other players in the market.



## Scalable solutions to suit your strategy

**Whether you are a small or medium sized enterprise looking to expand further, a larger business streamlining your growth strategy or a blue-chip company requiring full control of all potential sales information, DCI is the only solution that will meet your business needs.**

DCI provides complete scalability by offering subscriptions from Home Country right through to Global – with defence-only contracts or defence and civil, our packages can be tailored to suit your needs.



Combining the core tools that will help your business discover profitable new contracting opportunities, supported by the additional intelligence you need to stay ahead of the competition.



An enhanced solution designed to accelerate your growth while minimising your risk of missing potential opportunities.



Providing everything an organisation working cross-sector or cross-region will need to maximise their business potential in a single tailored and intuitive business tool.



	Contract Alerts	Market Intelligence	Spend Analysis	Additional Email	Market Leads	Additional Profile	Archive Year
<b>ESSENTIAL</b>							
UK/ROI	✓	✓	✓				
Europe	✓	✓	✓				
Global	✓	✓	✓	✓			
<b>PREMIUM</b>							
UK/ROI	✓	✓	✓	✓	✓		
Europe	✓	✓	✓	✓	✓		
Global	✓	✓	✓	✓	✓	✓	
<b>ULTIMATE</b>							
UK/ROI	✓	✓	✓	✓	✓	✓	
Europe	✓	✓	✓	✓	✓	✓	
Global	✓	✓	✓	✓✓	✓	✓	✓

Add **DCI+** to any package to gain access to private sector leads for Commercial Projects, discovering main contractor details for new projects and making tendering for both public and private sector business faster, easier and more effective.

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## Customise a package that is right for your business

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**No two businesses are the same, which is why we offer a range of services that integrate seamlessly with any DCI subscription, giving you the power to create a package that is right for you.**

And with 20% off each additional tool when purchased alongside any DCI package, our expert Business Growth Advisors will work with you to create the right package for you.

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### Archive Data

Access all available notices and awards from 1998 onwards.

#### *What's the benefit?*

Plan and prepare for future opportunities and bids by tracking previous competitor activity and easily identifying potential re-tenders in advance with previous notices, awards and frameworks up for renewal.

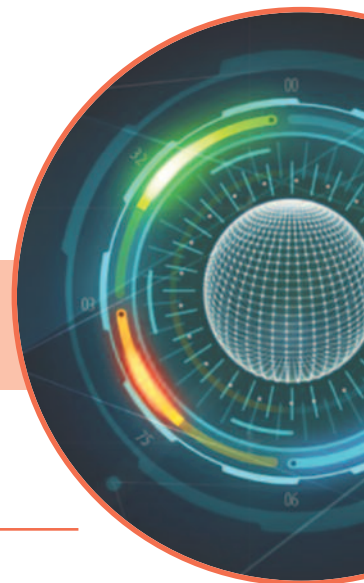
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### Additional Email

Have your alerts sent to an additional email address of your choice.

#### *What's the benefit?*

Never again will you have to worry about missing an important contract opportunity if you're out of the office or unable to access your inbox. We can send all of your daily alerts to a colleague's email account or another of your own, ensuring you never miss a potential opportunity.



## Additional Profile

Working in more than one industry? Tailor additional contract alerts for each industry sector.

### *What's the benefit?*

Save time filtering and searching for specific opportunities by creating unique profiles to track, monitor and segment your industry-specific opportunities.

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## FastTrack Growth Reports

Our FastTrack Growth Report suite helps you identify potential market opportunities with a complete overview of your industry, giving you the insight you need to increase your share of public sector business.

- ***Find solid business opportunities***
- ***Make winning business decisions***
- ***Maximise business growth potential***



### FastTrack Access

#### Understand your current and future market potential

A 'whole of market' overview of activity in your industry sector will help you quickly identify overall growth potential.

Access presents a strong business case to support your future objectives and plans in a succinct, easy to interpret report.



### FastTrack Compass

#### Identify market activities to drive future growth

Aimed at businesses that want to identify market trends or benchmark their performance.

Compass provides an exportable data file, enabling you to aggregate statistics across a range of criteria to extract granular intelligence that is highly relevant to your market.



### FastTrack Advantage

#### Created exclusively for you by our in-house Research Team

Delivering targeted and insightful analysis on your industry sector, providing you with the high-value intelligence you need to create and support your business strategy.

Advantage overlays DCI's unrivalled contracts, awards, spend and intelligence data with additional desktop research and personalised commentary – creating a completely bespoke and holistic market analysis service.





## What's on offer?

Contracts & Awards Data	Access	Compass	Advantage
<b>Buyer Name(s)</b>	Generic	Named Contact	All details
<b>Supplier Name(s)</b>	Generic	Named Contact	All details
<b>UK Location(s) &amp; Region(s)</b>	A UK region or home country	UK & ROI or up to 2 additional sub-regions	Unlimited
<b>Time Period</b>	Rolling 6 or 12 months	Last full calendar year or rolling 12 months	Unlimited
<b>Report Format</b>	PDF / Static	PDF & Excel - dynamic	PDF & Excel - dynamic with full analysis
<b>Industry Sector(s)</b>	1 main sector	1 main sector or up to 5 sub-sectors from main sector	Unlimited
<b>Key Words</b>	None	Up to 10	Unlimited
<b>Contract Title</b>	✓	✓	✓
<b>Publication Date</b>	✓	✓	✓
<b>Expiry Date</b>	✗	✓	✓
<b>Full Contract</b>	✗	✓	✓
<b>Information</b>	✗	✓	✓

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## Your Business Growth Programme

*We're here to help you win*

Through your DCI membership you will benefit from:

Product	Contracts	Essential	Premium	Ultimate
Contract Alerts	✓	✓	✓	✓
Market Intelligence		✓	✓	✓
Spend Analysis		✓	✓	✓
Market Leads			✓	✓
Additional Email			✓	✓
Additional Profile				✓
Benefits				
<b>FastTrack Growth Reports</b> – Access Report (worth £95)	x1	x2	x3	x4
<b>Be Brilliant</b> – Learn, develop and accomplish more with our discounted				
PASS training workshops	35% off	35% off	35% off	35% off
Expert in-house consultancy packages	£250 off	£300 off	£350 off	£400 off
<b>Discover, Learn &amp; Network</b> –				
Supplier-focused events and exhibitions	FREE	FREE	FREE	FREE
<b>Showcase Your Business</b> –				
Exhibitor package discount	5% off	10% off	15% off	20% off
<b>Be prepared</b> –				
Get accredited with discounted rates for our Select Accredit programme	5% off	10% off	15% off	20% off
<b>Worth*</b>	£735	£1,075	£1,415	£1,750

\*See Terms and Conditions



## As a valued customer you will also benefit from:

- ***Online help and resource through your DCI application –***

DCI Resources (found in your DCI account) is your online dedicated customer area that delivers all the additional benefits of being a DCI customer. With in-depth Industry Reports, How To guides and further detail on BiP membership benefits, the aim is to help you understand your market and keep ahead of your competitors.

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- ***Regular support webinars –***

Demonstrating how DCI can be used to help your business profit and grow, our webinars are completely customer focused, are free to attend and aim to help you get the most from your service.

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- ***A dedicated Account Manager –***

Assigned to help you with your DCI service, your Account Manager is on hand to answer any questions you may have and ensure that you maximise every opportunity to win more business.



## Personalised support you can count on

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**As a DCI customer you will be assigned a defence industry expert in our Customer Account Team who will be in regular contact with you throughout your subscription giving you personalised guidance and support.**

Here to answer your questions, and ensure you know how to maximise your use of the service, your Account Manager will work with you to maximise every opportunity to help you win more business.

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- ***Continual Support***
  - ***Advice & Guidance***
  - ***Industry Expertise***
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Contact us – we're here to help

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