



DEFENCE PROCUREMENT CONFERENCE

2026

Partnership and Exhibitor Opportunities

Where defence buyers, primes and SMEs meet to build real supply chain relationships.



11-12th June 2026



**Millennium Point,
Birmingham**



CONFERENCE OVERVIEW

The place where defence supply chain relationships begin

The Defence Procurement Conference on 11-12 June 2026 brings together the people shaping how defence contracts are won, delivered and scaled.

If your organisation wants to access the UK defence sector, this is where those conversations start.

Delivered in partnership with Make UK Defence and aligned with MOD priorities, the conference connects manufacturers, technology companies and life sciences businesses directly with buyers, primes and policymakers.

This is not about theory. **It is about access.**

What makes this different

Most organisations struggle to enter defence because they are outside the conversation.

This event puts you inside it. By attending, you will:

- Meet MOD, primes and procurement decision-makers in one place
- Understand how to **position your business for defence work**
- Build relationships that continue long after the event

Beyond the conference

DPC is not just a two-day event. It is a year-round platform designed to keep you visible and connected through:

- An annual dinner on the first night of the conference.
- Quarterly roundtables
- Regular podcasts and e-newsletters
- A conference magazine
- Industry introductions and ongoing engagement

WHY THIS EVENT EXISTS

Defence spending is rising. Access is the challenge.

UK defence spending is increasing significantly, with billions flowing through the supply chain.

The opportunity is clear. The challenge is getting in.

Most SMEs do not struggle with capability. They struggle with access, positioning and relationships.

Why DPC exists

The Defence Procurement Conference is designed to close that gap. It connects businesses directly with:

- MOD representatives
- Senior military stakeholders
- Prime contractors
- Industry bodies and supply chain leaders

This is not a trade show

This is a working event. It is where conversations start, relationships form, and supply chain positions are secured

Supporting the sector

**DPC 2026 PROUDLY SUPPORTS
THE ROYAL NAVY AND ROYAL
MARINES CHARITY.**



www.rnrmc.org.uk



CREDIBILITY AND PARTNERSHIP

Royal Navy endorsed

This conference was developed in response to a clear need identified by senior Royal Navy leadership.

It reflects real demand for stronger, more connected UK defence supply chains.

For partners, this means alignment with genuine procurement priorities, not speculation.

Delivered with Make UK Defence



Make UK Defence represents the UK's manufacturing and engineering backbone.

Their involvement ensures:

- Direct connection to industry
- Credibility with primes and MOD
- A programme shaped around real supply chain needs

For primes, it signals intent, and for SMEs, it opens doors. For partners, it places you between the two.

CONFERENCE STRUCTURE



Two days designed to move organisations from interest to action

DAY ONE Where do you fit?	DAY TWO How do you enter the supply chain?
<p>Day one helps organisations understand the defence landscape and where they sit within it. It includes:</p> <ul style="list-style-type: none">• Market overview and sector insights• MOD and prime contractor perspectives• Real examples from companies already in the supply chain• Networking with key stakeholders	<p>Day two focuses on action and includes:</p> <ul style="list-style-type: none">• Practical pathways into defence procurement• How to win work and secure contracts• Supply chain entry strategies• Direct insight from buyers and decision-makers



WHO ATTENDS

The value of DPC is in the room

This is not a general audience event. It is a mix of buyers, primes, SMEs and new entrants across the UK defence ecosystem.

You will meet

Buyers and Decision-Makers	Primes and Tier 1 Suppliers	SMEs and New Entrants
<ul style="list-style-type: none">• MOD procurement teams• Royal Navy, Army and RAF representatives• Defence Equipment & Support (DE&S)• UKDI and innovation programme leads• Ministerial and policy-level speakers	<ul style="list-style-type: none">• Major defence contractors, including:<ul style="list-style-type: none">◦ BAE Systems◦ Rheinmetall◦ Thales UK◦ QinetiQ• System integrators• Established supply chain leaders	<ul style="list-style-type: none">• Manufacturing and engineering companies• Advanced technology providers• Dual-use innovators entering defence

Why it matters

This is where conversations happen between organisations that rarely meet elsewhere.



WHY PARTNER OR EXHIBIT

If you need visibility in defence, this is where you show up

The organisations you need to meet will be in the room. This is your opportunity to be part of that conversation.

What makes this commercially valuable

Most companies try to enter the defence sector from the outside. This event puts you inside.

What your partnership delivers:

- **Access to 1000+ targeted delegates** across defence, manufacturing and technology
- Direct positioning alongside MOD, Royal Navy and prime contractors
- Opportunities to speak, contribute and shape the conversation
- **Year-round visibility** across content, events and communications
- Ongoing introductions to relevant stakeholders

This is not a one-off event

Partnership places your brand at the centre of a growing defence community across the Midlands and beyond



PARTNERSHIP PACKAGES

HEADLINE PARTNER

£50,000

The most visible position across the entire DPC ecosystem

This is the single highest-profile partnership available. You are front and centre in all conference activities, communications, and content.

What this means for your organisation

- Positioned as a central player in the UK defence supply chain
- Seen by every delegate, partner and stakeholder
- **Embedded across the full programme**, not just the event

Key benefits

- Premium visibility across all marketing, website and media
- **Exclusive keynote speaking slot**
- Prime exhibition space in a central location
- **Direct introductions** to speakers, delegates and decision-makers
- Year-round presence across newsletters, podcasts and content
- Lead role in pre- and post-event communications

Exclusivity

Only one Headline Partner.



HEADLINE PARTNER

Profile & Branding	Prime position on all conference materials, website, social media, and promotional collateral, above all other partners. Mentioned in all press releases. Includes your logo and profile on the home and partner's page of the website.
Keynote Address	Exclusive keynote speaking slot on Day One, setting the tone for the conference
Exhibition Space	Premium double-sized exhibition space, 4m x 2m, in a prime location with digital screen, power socket and up to 2 desks.
Magazine	Full page advert on the back of the magazine and a double page editorial.
On the Day Introductions	Personal introductions to all speakers and key delegates on the day
Annual Conference Dinner	6 places at the dinner.
Post Event Introductions	Personal introductions to your selected delegates and speakers.
Roundtable Partnership	6 seats at each of the roundtables and recognised as the headline partner for each.
Introductions	Introductions across the year to the right companies, opportunities, funded support and grants for you.
Two Dedicated Roundtables	Your own breakfast and evening roundtable at Hotel du Vin. Each with 20 organisations that you want to engage with
Support	Strategic, business matchmaking and comms support over the year.
Innovation Awards	Gold partner of the Innovation Awards. This includes being a category sponsor, a platinum table of 10 at the Awards ceremony and introductions to the finalists in your category. Value £5k
Newsletter & Comms	Lead in pre and post events comms and all partner communications. Featured monthly in bi-weekly e-newsletter. Invited to be a guest and host on the podcast.
Exclusivity	Only one Headline Partner offering guaranteed sole top-tier positioning. No other partner in the same industry sector.
West Midlands News	6 West Midlands News partnership articles. Banner on WM News.
Social Events	A table of 10 at the One Thousand Trades Group's bi-annual Moseley rugby lunches and invites to their summer and festive socials.
Discount for 2027	25% discount for next year according to terms and conditions.

DIAMOND PARTNER

£20,000

High visibility. Strong influence. Limited availability.

Designed for organisations that want a significant presence and access without a headline commitment.

Strictly limited to three partners.

What this delivers

- Strong brand visibility across the event and communications
- **Speaking opportunity in the auditorium**
- Premium exhibition space
- Direct introductions to key delegates and stakeholders
- **Presence across roundtables, awards and content**

Outcome

You are consistently visible and positioned as an active part of the defence ecosystem.



DIAMOND PARTNER

Profile & Branding	Your logo on conference materials, website, social media, and promotional collateral. This includes your logo and profile on the home and partner's page on the website.
Speaking slot	15-minute speaking slot in the main auditorium.
Exhibition Space	Large exhibition space, 3m x 2m, in high-traffic area with plasma TV, power socket and a desk.
Magazine	Single page advert and single page editorial.
On the Day Introductions	Personal introductions to all speakers on the day.
Annual Conference Dinner	3 places at the dinner.
Post Event Introductions	Personal introductions to your selected delegates and speakers.
Roundtable Partnership	3 seats at each of the roundtables and recognised as a partner for each.
Introductions	Introductions across the year to the right companies, opportunities, funded support and grants for you.
A Dedicated Roundtable	Your own dedicated breakfast roundtable at Hotel du Vin with 20 organisations that you want to engage with.
Innovation Awards	Gold partner of the Innovation Awards. This includes being a category sponsor, a platinum table of 10 at the Awards ceremony and introductions to the finalists in your category. Value £5k
Newsletter & Comms	Profiled in pre and post event comms and partner communications. Bi-monthly piece in the e-newsletter. Invited to be a guest and a host on the podcast.
Exclusivity	Only one three diamond partners. No other partner in the same industry.
West Midlands News	2 West Midlands News partnership articles. Banner on WM News.
Social Events	A table of 10 at the One Thousand Trades Group's bi-annual Moseley rugby lunches and invites to their summer and festive socials.
Discount for 2027	25% discount for next year according to terms and conditions.

GOLD PARTNER

£10,000

A strong entry point into the defence ecosystem

Ideal for organisations looking to build visibility, credibility and relationships.

What this delivers

- Presence across conference materials and marketing
- Panel participation in the auditorium
- Exhibition space
- Access to delegates and networking opportunities
- Inclusion in newsletters and content

Outcome

A consistent presence that helps you build awareness and start meaningful conversations.



Profile & Branding	Your logo on conference materials, website, social media, and promotional collateral. This includes your logo and profile on the partners' page.
Panel	A place on a panel at the conference
Exhibition Space	A medium exhibition space, 2m x 2m, including power socket and a desk.
Magazine	Half page advert and half page editorial.
On the Day Introductions	Personal introductions to speakers on the day.
Annual Conference Dinner	2 places at the dinner.
Post Event Introductions	Introduced to selected delegates and speakers.
Round Table Access	Two delegate seats at each quarterly round table.
Introductions	Invites to industry roundtables and a discovery meeting connecting you to new opportunities, funded support and grants.
Innovation Awards	A platinum table of 10 at the Innovation Awards. Value £2,200
Newsletter & Comms	Featured quarterly in the e-newsletter. Invited to be a guest on the podcast.
Exclusivity	Limited to five gold partners.
West Midlands News	A West Midlands News partnership article.
Social Events	A half-table of 5 at the One Thousand Trades Group's bi-annual Moseley rugby lunches and invites to their summer and festive socials.
Discount for 2027	25% discount for next year according to terms and conditions.

EXHIBITOR PACKAGE

£4,000

A simple way to get in the room

Designed for organisations that want visibility, conversations and access without a speaking role.

What this delivers

- Exhibition space in a high-traffic area
- Speaking slot or panel participation in a breakout room or the marketplace (as appropriate)
- Direct access to delegates across both days
- **Opportunities to network and build relationships**
- Inclusion in conference materials and communications

Who this is for

Many organisations start here before moving into partnership roles.



EXHIBITOR PACKAGE

Profile & Branding	Your logo with 100-word description on the exhibitor's page on the web site.
Exhibition Space	A 1m by 2m space either on the Platform or Atrium.
Speaking Slot	15-minute slot in the marketplace OR appear on a panel in one of the themed rooms.
Magazine	Logo on the exhibitor's page of the magazine with a 20-word description and web site address.
On the Day Introductions	There will be a guided tour of exhibitors on both days.
Post Event Introductions	Introduced to selected delegates and speakers.
Annual Conference Dinner	A place at the dinner
Round Table Access	A place at each of the 3 roundtables throughout the year
Connections	Invites to industry roundtables and a discovery meeting connecting you to new opportunities, funded support and grants.
Innovation Awards	A half-table of 5 at the black-tie Innovation Awards ceremony on 13th November at Eastside Rooms.
Newsletter & Comms	A short piece in a newsletter before and a newsletter after the conference. Featured bi-annually in the e-newsletter.
West Midlands News	A WM partnership article.
Social Events	2 places at the One Thousand Trades Group's bi-annual Moseley rugby lunches and invites to their summer and festive socials.
Discount for 2027	25% discount for next year according to terms and conditions.



LANYARD PACKAGE

£6,000

Every attendee wears it. All day. Across both days. This is one of the most visible branding opportunities at the event.

A lanyard partner also benefits from the exhibitor package.

Limited to one partner.

MAGAZINE ADVERTISING

A simple, cost-effective way to stay visible beyond the event.

- Full page: **£700**
- Half page: **£400**



0121 232 8626



info@defenceprocurementconference.co.uk



Grosvenor House, St. Pauls Square
Birmingham, B3 1RB



CONTACT US

Let's start the conversation

If you are looking to enter or grow within the UK defence sector, we would be happy to explore the right level of involvement for your organisation.

Tel

0121 232 8626

General Enquiries

info@defenceprocurementconference.co.uk

Exhibitor Booking

booking@defenceprocurementconference.co.uk

Partnership Enquiries

partnership@defenceprocurementconference.co.uk

Limited partner spaces available

Early conversations are recommended.

Proudly supporting the
Royal Navy and Royal
Marines Charity.

