



Technology Interpretation Capability Statement

DBD has a unique, flexible and adaptable approach to supporting UK and international clients. Our specialists have a wealth of UK and international experience in the development and implementation of technical strategies, as well as a full understanding of the safety, socio-political, and economic necessities encountered by the client. We understand the cultural, engineering and working differences that exist within a multinational delivery team. DBD specialists have the scale of capability to integrate the best technical solution incorporating operational experience from the UK and beyond. Thus we provide a service as a “Technical Interpreter” that facilitates the exchange of engineering/ technical expertise and associated philosophies between two parties. The experience and understanding of these factors creates the environment for successful delivery for national and international clients, and this capability is applicable to cross-industry technical interpretation.

What is the Value of this Offering?

DBD’s Technology Interpretation experience includes:

- ✈ Obtaining UK backing for the transfer of UK owned Intellectual Property (IP);
- ✈ Fully interpreting UK IP before transferring to clients;
- ✈ Applying and obtaining a UK export license;
- ✈ Overseeing differences in export controls between the UK and client host country;
- ✈ Experience of inter-governmental interactions over IP transfer;
- ✈ Explaining advantages of UK technologies to overseas clients;
- ✈ Presentation of UK Learning from Experience (LFE) to explain how the technology has evolved over time;
- ✈ Production of a feasibility study of the application of UK technology specific to the client’s requirements;
- ✈ Adapting to the business and working culture of the client.

DBD has facilitated the international transfer of UK IP to an overseas client. To achieve this DBD first obtained confidence from the UK IP owner that DBD has the capability to transfer the IP, without being a risk to the transfer of the technology or their client’s relationship.

After obtaining UK backing for the transfer of the IP, DBD invested in business development activities with the client to determine their expectations. DBD had to convince the client that it could combine its knowledge of the UK technology and the client’s working culture and practices to produce a feasibility design tailored to the client’s requirements.

After obtaining the confidence of the client, DBD applied for and received an export license from the UK government to transfer the IP. The application for a UK license required the client to sign an End User Undertaking (EUU), which led to intergovernmental interactions as well as discussions and negotiations between DBD and the client, so as to obtain a signed EUU from the client.

Once the export licence was granted DBD discussed the technical requirements with the client and studied how the UK technology may fit into the system used by the client. DBD then interpreted the UK technology and explained its advantages so as to allow the client to make a fully informed decision as to whether to accept the UK technology.

Where the UK technology was not directly applicable to the client’s situation, DBD then derived alternative adaptations of the technology to meet the client’s requirements.