

Lord Digby JONES

Digby, Lord Jones of Birmingham was appointed Minister for Trade & Investment on 29 June 2007.

He joined Birmingham law firm Edge and Ellison in 1978, making partner in 1984, Deputy joint partner in 1990 and Senior Partner in 1998. He was involved in most of the MTSO and MSA activity in the West Midlands in the late 1980s and early 1990s.

In 1998 Digby joined KPMG as vice chairman of Corporate Finance, acting as close adviser to many public companies across the United Kingdom and in KPMG's global markets.

Digby served as Director-General of the Confederation of British Industry (CBI), the UK's 'Voice of Business', from 2000 to 2006, where he regularly visited businesses in the UK and worldwide – taking their views back to those who make the rules. During his appointment he took the British business message to 70 different countries. He met on a regular basis political, business and media figures in the United Kingdom and around the world.

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Digby is a Fellow of University College London (2004); an Honorary Fellow of Cardiff University (2004); and an Honorary Doctor of the University of Central England (2002), the University of Birmingham (2002), the University of Manchester, Institute of Science and Technology (2003), the University of Hertfordshire (2004), Middlesex University (2005), Sheffield Hallam University (2005), Aston University (2006), the University of Hull (2006), Queen's University, Belfast (2006), Warwick University (2006), Bradford University (2006), Wolverhampton University (2006), Nottingham University and Loughborough University (2007). He is President of the University College London Campaign, a visiting professor at the University of Hull Business School and Chairman of the Birmingham University Business School Advisory Board.

Digby is a Corporate Ambassador for the Cancer Research UK Corporate Ambassadors. He is also a Fellow of UNICEF. He is President of the Diversity Works initiative - a programme led by the disability organisation Scope, a Diamond Ambassador for Mencap's WorkRight initiative, designed to spread the message of equality for disabled people, a Vice-President of Birmingham Hospice, and a Patron of Lifecycle UK.

Digby is a non Executive Director of Leicester

Tigers Rugby Club and Vice President of the Birmingham Civic Society, and a member of the Yorkshire Society, a Freeman of the City of London and a member of the Japan Society.

UK Trade & Investment is the Government organisation that helps UK-based companies succeed in an increasingly global economy. Its range of expert services are tailored to the needs of individual businesses to maximise their international success. UKTI provides companies with knowledge, advice and practical support.



UKTI also helps overseas companies bring high quality investment to the UK's vibrant economy – acknowledged as Europe's best place from which to succeed in global business.

UKTI provides support and advice to investors at all stages of their business decision-making.

UKTI brings together the work of the Foreign & Commonwealth Office (FCO) and the Department of Trade & Industry (DTI) on international trade and investment. We draw staff and associated running costs from both parent departments and have our own stream of programme funding.

UKTI has an annual budget of more than £250 million. Around 2,300 people work for us, including over 400 in the English regions and over 1,300 overseas in more than 100 countries.

We deliver national programmes, working with partners in the nine English regions and in Scotland, Wales and Northern Ireland to ensure that our customers receive the right service, irrespective of where they are based or what their requirements are. We are working to ensure that the services we provide are tailored to the requirements of businesses in the changing global environment.

Last year, thousands of UK-based companies benefited from UKTI's range of services:

- More than 7,500 companies improved their performance as a result of UKTI support, generating around £2 billion benefit as a result;
- More than 1,000 companies increased R&D as a result of UKTI support;
- Nearly 2,000 companies signed up for our 'Passport to Export' development programme to help them prepare to do business internationally;
- Some 9,000 companies overcame barriers to entering new overseas markets as a result of UKTI support;
- The Enquiry Unit handled around 35,000 telephone calls and emails.

UKTI adds value to the UK economy by helping business succeed internationally.

In support of this aim we have developed a new Strategic Objective and seven supporting targets. The targets cover the four main areas of economic impact, as identified in 'Prosperity in a Changing World' and three internal operational targets, relating to professionalism, charging, and recording of data on the eCRM (customer relationship management) and other systems. These will be our working targets in financial year 2007/08.

UKTI STRATEGIC OBJECTIVE

By 2011, deliver measurable improvement in the business performance of UK Trade & Investment's international trade customers, with an emphasis on innovative and R&D-active firms; increase the contribution of foreign direct investment to knowledge-intensive economic activity in the UK, including R&D; and deliver a measurable improvement in the reputation of the UK in leading overseas markets as the international business partner of choice.

Target 1: HIGH VALUE FOREIGN DIRECT INVESTMENT

To achieve at least 525 involved inward investment project successes, of which: (a) at least 125 should be high value; (b) at least 285 should be good quality; and (c) at least 70 per cent should agree that UKTI or its RDA delivery partner had significant favourable influence on the decision to locate or expand in the UK, or on the scale or scope of the project. At least 30 of the good quality or high value projects should involve additional R&D activity in the UK.

Target 2: R&D ACTIVITY

At least 200 businesses increase their R&D activity in the UK as a result of UKTI support, including at least 70 FDI R&D projects.

Target 3: UK BUSINESS PERFORMANCE

To help at least 20,000 businesses to exploit overseas business opportunities, of which (a) at least 12,000 should be innovative; and (b) at least 50 per cent of all business groups, including the sub-group of businesses helped to enter high growth markets, should improve their business performance as a result of UKTI support.

Target 4: UK'S REPUTATION AS THE INTERNATIONAL BUSINESS PARTNER OF CHOICE

To achieve a measurable improvement over three years in the reputation of the UK's business strengths, in particular in a defined set of sectors and in a set of named markets.

Target 5: PROFESSIONALISM

To achieve 80 per cent Quality Ratings and 80 per cent Satisfaction Ratings across both trade and inward investment services.

Target 6: CHARGING

To increase UKTI's revenue from charging to £2 million in FY2007/08 and to £4 million per annum by the last year of the CSR07 period (FY2010/11).

Target 7: EXCELLENT CLIENT RECORDS

100 per cent of records on the eCRM system and other recording systems used to support PIMS to be complete enough for the company record to be used in PIMS sampling. These targets apply now. The trade development targets are already being measured by UKTI's Performance and Impact Monitoring Survey (PIMS). The FDI-related targets will be covered by PIMS by the end of 2007.

