PHILIP MARGERISON
DSS PRESENTATION
SELLING TO THE MOD

Email: dessrt-dss@mod.uk
Tel: 030-679-32844/32843/32832
Website: www.contracts.mod.uk
What MOD spends to provide and sustain military capability:

• In FY 2011/12 approx. £14 billion spent on a wide range of products & services – amounts to 40 -45% of total Govt spend with third parties
• Direct spend with SMEs in FY 2011/12 approx £1.09Bn
• This does not include business that SMEs have with MOD suppliers
Contracts placed:

In FY 2011/12 placed approx. 6,000 new contracts

- 90% valued at less than £100K
- 7,500 contractors with extant contracts
- over 1,000 Commercial Officers in the overall MOD acquisition organisation
Approach

- Reasonable Opportunities to Compete
- Impartiality & Consistency
- Confidentiality
- EC Public Procurement Regulations
- Advertise Requirements
National Security Through Technology: Technology, Equipment & Support for UK Defence & Security

• White Paper published in early February 2012
• Section devoted to SMEs – important aim to make it easier to do business with UK MOD.
• Package of measures to increase opportunities for SMEs to participate in Government Procurement.
Commercial Toolkit

• Available to MOD staff & industry
• Contains guidance on a wide range of commercial policy topics, DEFCONs, DEFFORMS etc
• www.aof.mod.uk (free use, requires no-cost registration)
• Commercial Toolkit https://www.aof.mod.uk/aofcontent/teactical/toolkit/content/defcons/defcom.htm
• Select either ‘Guidance Topics’; ‘DEFCONs’ or ‘DEFFORMs’
Advertising MoD’s Requirements

MoD routinely advertises:

- All its competitive and non-competitive, ‘warlike’ and ‘non-warlike’ requirements for goods & services valued at £10,000 and above in the MOD Defence Contracts Online (MOD DCO) portal. Companies can access these opportunities via Defence Contracts Online (DCO – www.contracts.mod.uk) free of charge.

- MOD DCB magazine available on subscription starting at £295 pa & published fortnightly.

- Requirements which meet the relevant criteria also advertised in Official Journal of the European Union (OJEU) and the ‘Contracts Finder’ portal as well as in the MOD DCO & MOD DCB.

- MOD requirements valued at below £10K are not advertised centrally and are generally procured on a local or regional basis.
Visibility for:

- Possible Future Purchases
- Tenders Invited
- Contracts Awarded
- Sub-contract Opportunities
- Addendum

Email: bip@bipcontracts.com
Website: www.contracts.mod.uk
Guide to Contract Notices

Possible Future Purchases

Future Purchase No.
Expressions of Interest
Issuing Branch
Summary of Requirements
QA Standards

Joint Service Adventurous Training - Parachute Course

Possible Future Purchase No: ACT/03203
Deadline for Expression of Interest: 23.03.2007
Proposed/Estimated ITT Issue Date: 16.04.2007
Proposed/Estimated ITT Return Date: 16.06.2007
Issuing Branch/Organisation Details:

SUMMARY OF REQUIREMENTS / DESCRIPTION OF WORK: A two year fixed contract with potentially two years options for elements to support delivery of Joint Service Adventurous Training (JSAT) parachute courses at Joint Service Parachute Centre Weston-on-the-Green (JSPC(W)). An aircraft should be supplied to support this training and to be suitable for student Static line and Freefall parachuting and cleared in accordance with Civil Aviation Authority (CAA) and British Parachuting. There is a need for applications to be sifted and students to be allocated to courses and notified of selections and other elements of course administration that will be described within the body of the tender.

Reverse Auction: No
Estimated Value of Requirement: Category H: £100K to £500K
QA Standards: The contractor must fully meet standards as specified in section VI.

Additional Information: Contractors should be able to conduct business electronically (details of the MOD’s Electronic Purchasing Systems are available at www.d2btrade.com). Companies are therefore required to provide evidence of their ability to undertake electronic commerce with their expression of interest. Tender panel selection may also be subject to a Pre Qualification Questionnaire (PQQ).
Guide to Contract Notices

Tenders Invited

- Tender No.
- ITT Issue Date
- Tenders Due
- Issuing Branch
- Summary of Requirements
- QA Standards
- Issued To

Supply of 20 Litre Steel Fuel Cans
Guide to Contract Notices

Contracts Awarded

Issuing Branch

Summary of Requirements

Contract Value

Awarded To

Contract No.
Guide to Contract Notices

Sub-Contract Opportunities

Future Purchase No.
ITT Issue Date
Issuing Branch
Summary of Requirements
QS Standards

Post Design Services for Personal Role Radio

Possible Future Purchase No: BATCM/1001
Deadline for Expression of Interest: 01.04.2007
Proposed/Estimated ITT Issue Date: 15.02.2007
Proposed/Estimated ITT Return Date: 15.04.2007
Proposed Issue Date of Contract (where known): 15.05.2007

Issuing Branch/Organisation Details:
Bowman & Tactical Communications & Information Systems
DCSA, Building 209, DLO Andover, Monighton Road, ANDOVER SP11 8HT
Tel: 01264 348008. Fax:01264 248028. Email: paul.kingman336@mod.uk

Summary of Requirements / Description of Work: Project-design services other than for construction work.

Estimated Value of Requirement: Category G: £500K to £1M
Supplier Information Database (SID)

- SID accessed via [www.contract.mod.uk](http://www.contract.mod.uk) website
- Companies can submit their profiles free of charge
- SID available to MOD acquisition staff as a resource to help draw up a tender list/source a product or service
- Over 8,000 companies have submitted their profiles to the SID
- By logging their profile on the SID, it does not guarantee that companies will be invited to tender for MOD requirements
Contracts Finder Portal

• Cabinet office agreed ‘Contracts Finder’ portal to host tender & contract documents & live contract opportunities
• ‘Contracts Finder’ portal publishes all Central Government contracting opportunities above £10,000
• ‘Contracts Finder’ portal – free to use; easy search facility; provides free email alerts
• ‘Contracts Finder’ portal launched on 11th February 2011
• Accessed via www.gov.uk/contracts-finder
DEFENCE SUPPLIERS SERVICE

Part of Supplier Relations Team (SRT)

Help Desk

Email: dessrt-dss1@mod.uk

Website: www.contracts.mod.uk

Tel: 030 679 32844/32843
Defence Suppliers Service

- Explain UK MoD Procurement & Procedures
- Provide Information brochures
- Provide Product requirement advice
- Provide Contact points
Information Pack

Selling to the MOD

DCB
Defence Equipment & Support

Selling to the MOD
Edition 19

Ministry of Defence
Suppliers Service