A close-up photograph of a lit sparkler against a dark background. The sparks are bright yellow and orange, radiating outwards in all directions, creating a starburst effect. The sparks are in various stages of flight, some appearing as sharp points of light, others as soft, glowing trails.

12.30pm, Thursday, 18th July 2019

Supplier Briefing

Spark:

The Technology Innovation Marketplace



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Agenda

What is Spark?

Where does Spark fit within the CCS Technology Pillar

Dynamic Purchasing Systems

How to apply

FAQs

Q&A

What is Spark:

An initiative to facilitate proven technological creativity and innovation within the public sector marketplace.



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Spark purpose and objectives

“There are no barriers to innovation, only to the exploitation of innovation”

Spark will unlock access to new and innovative technologies that are proven to the government and wider public sector

Spark will aim provide a compliant route to market to improve the ease and speed at which government can access proven new technology

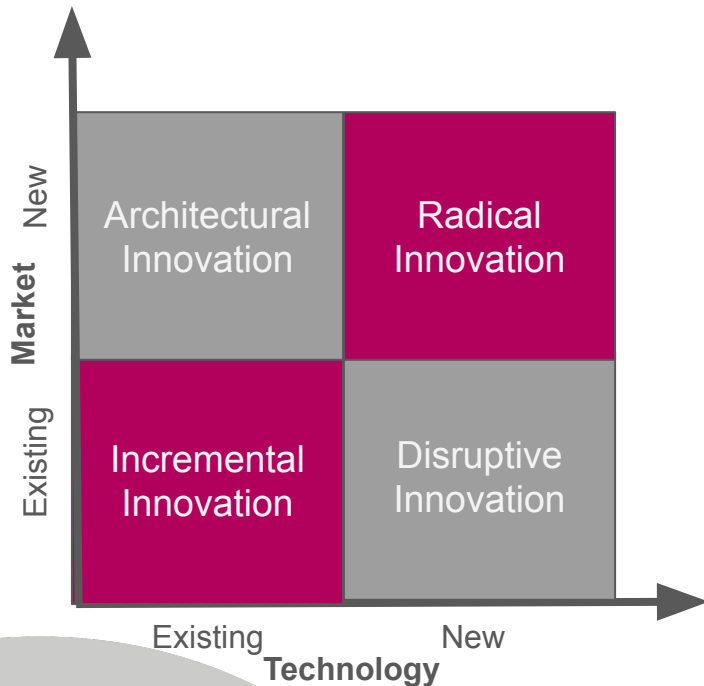
Spark will address issues identified by suppliers and customers:

1. A reliance on free proof of concept which puts SMEs off and favours large suppliers who can swallow the costs.
2. Customers being overly risk averse both commercially and technologically
3. Products created via catalysts or other agents aren't given a route to market, even though they tend to focus on public sector problems

Spark will ease the barriers to entry and help SMEs thrive in government

Defining Innovation

Innovation is production or adoption, assimilation, and exploitation of a value-added novelty in economic and social spheres; renewal and enlargement of products, services, and markets; development of new methods of production; and the establishment of new management systems. It is both a process and an outcome.



Incremental Innovation – Series of small improvements, upgrades or performance enhancements or cost reductions, made to existing products, services, processes or methods. A tactic often found in the consumer technology industry.

Architectural Innovation – Taking the lessons, skills and overall technology and applying them within a different market.

Disruptive Innovation – Creates a new market and value network and eventually disrupts an existing market. Displacing established market-leading firms, products, and alliances.

Radical innovation – New product, service, process or strategy is introduced to a market. Designed to make a significant impact by completely replacing existing technologies and methods.

Spark for you

What is Spark?

- Spark is a marketplace for new technology
- Suppliers may apply to be part of the marketplace at any time
- All customers will be able to access new but **proven** technologies
- The focus is not the primary innovation / development

Benefits of Spark

- Enables true innovators the opportunity to commercially exploit their proven products
- Easier for SMEs to access government customers
- Easy access for our customers to **proven** and innovative new technology
- Enables a scaling post Proof Of Concept
- Spark links the Government Technology Innovation Strategy into other policy areas and reduces silos



Where does Spark fit within the CCS Technology Pillar?



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Scope of Spark

Key Technology Areas within scope:

- Internet of Things
- Artificial Intelligence and Automation
- Engineering and Material Improvements
- Transport
- Simulated and Enhanced Environments
- Data
- Wearables
- Security



Complementary Arrangements

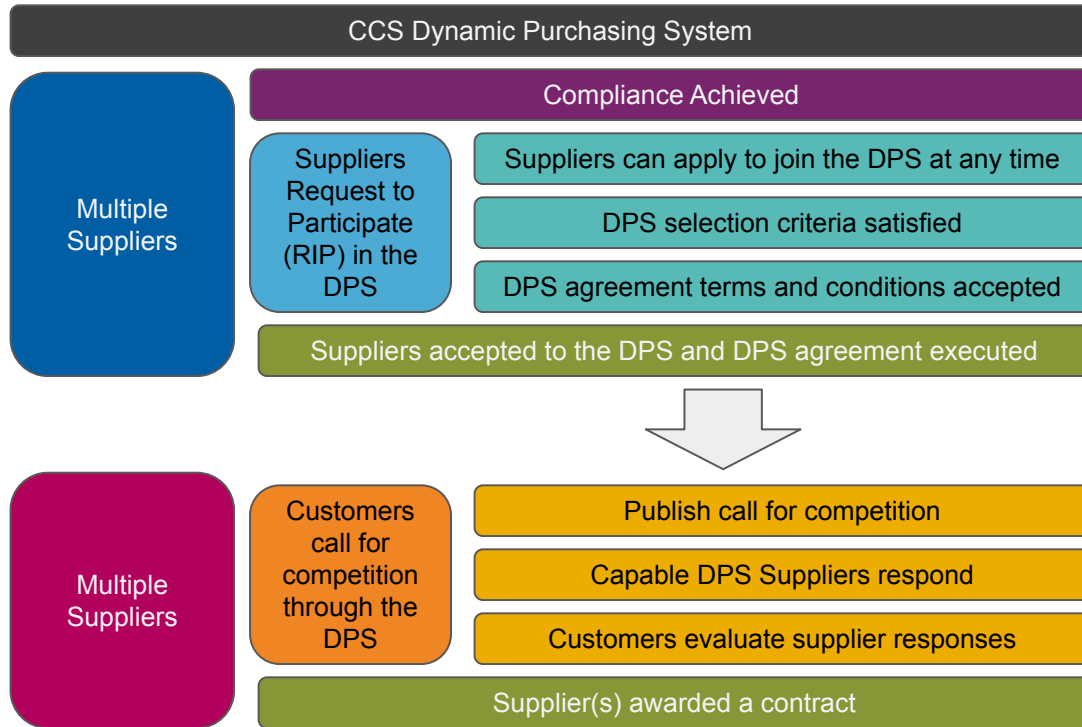
	Technology Products 2	DOS	G-Cloud	GovTech & other Catalysts
Scope	<ul style="list-style-type: none"> ● Mature commodity products via resellers and major manufacturers ● Focus on desktop and infrastructure 	<ul style="list-style-type: none"> ● Suppliers provide teams or specialists to develop or deliver digital services 	<ul style="list-style-type: none"> ● Cloud (as a Service) Software, Hosting and associated support and services 	<ul style="list-style-type: none"> ● Problem specific solutions to a public sector problem
Difference	<ul style="list-style-type: none"> ● Different product set ● Spark creates a direct relationship with the IP owner ● Spark has a dynamic supplier list ● Spark has a multi-stage call off 	<ul style="list-style-type: none"> ● Spark is aimed at 'buy' rather than 'make' buying choices ● Spark has product focus ● Spark has a dynamic supplier list 	<ul style="list-style-type: none"> ● Spark evolved from new hardware requirement - not focus on cloud / SaaS ● Spark call-offs via further competition ● Spark has a dynamic supplier list 	<ul style="list-style-type: none"> ● Spark allows other customer to access the solution once developed ● We are not providing funding or focussed on the initial innovation

Dynamic Purchasing Systems



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What is a Dynamic Purchasing System?



- It is an electronic procurement procedure used to develop contracts for goods and services commonly available on the market
- Requirements are divided into filters for goods and services, **not Lots**
- Pre-qualification stage of the procurement process
- The DPS should be set up using the restricted procedure and some other conditions as set out in Regulations 28 (Restricted Procedure) and 34 (Dynamic Purchasing Systems) of the Public Contracts Regulations 2015)

How is a DPS different to a Framework?

Framework

- Single opportunity for suppliers to join
- Fixed number of suppliers at award
- Pricing determined up front
- Selection and Award questions
- Direct award permitted
- More work required up front

DPS

- Suppliers can apply to join at any point
- Unlimited suppliers
- Pricing developed by the Customer at call for competition stage
- Selection only questions
- No Direct Award permitted
- Less work required up front

The Benefits of Using a DPS

- Flexible
- Simpler, quicker process
- Automated, streamlined electronic process
- Filtering of supplier offering
- Dynamic
- Supports localism and Social Value
- Efficiencies
- Scalability

How to apply?



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Timetable

Procurement

OJEU release 12th March 2019

Go Live

DPS go live 16th April 2019

Suppliers can join the Dynamic Procurement System (DPS) now and at any time throughout the lifetime of the DPS

The DPS is available to all Contracting Authorities (Customers and described in further detail in the OJEU Contract Notice) across both Central Government and the Wider Public Sector.

The scope of this opportunity is not about the creation of a new technology, but exploiting proven solutions and already created innovation

The platform

A DPS must to be enabled by an electronic platform

The CCS electronic platform for this DPS is via the GOV.UK Supplier Registration System (SRS)

<https://supplierregistration.cabinetoffice.gov.uk/dps>

The platform aligns with GOV.UK Contracts Finder enabling Suppliers to follow the 'click once to apply' process via Contracts Finder:

<https://www.gov.uk/contracts-finder>

You must also register on the CCS esourcing tool to ensure your organisation is appointed to the DPS and that you are invited to customer call off competitions

<https://www.gov.uk/government/publications/esourcing-tool-guidance-for-suppliers>

Register as a supplier



[Sign in](#) [Register](#) [Help](#)

The Supplier Registration Service for Government

Register as a supplier

Register to increase your visibility to over 6,000 government buyers.

Complete a standard Selection Questionnaire

Start or update an SQ to support your application for government contract opportunities.

Take the Modern Slavery Assessment

Get guidance and demonstrate compliance with the UK Modern Slavery Act

Search for contract opportunities

Find and apply for live government contracts.

Register as a buyer

Gain access to reliable, up-to-date supplier information

Find a supplier

Search over 300,000 supplier profiles and assess suitability

Dynamic Purchasing System

Click [here](#) to see a list and join one of the new Dynamic Purchasing Systems

Sign in to your Dashboard

View and manage your account information



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Dynamic Purchasing System Marketplace

The DPS Marketplace provides access to all procurements run by Crown Commercial Service using a Dynamic Purchasing System. Buyers can access framework agreements that meet common purchasing requirements across government.

Fleet

Vehicle Conversions

Technology

HSCN Access Services

Spark

Research

Research Marketplace

Construction

Standby and Portable Generators

Utilities and Fuels

Heat Networks and Electricity
Generation Assets

Learning and Development

Apprenticeship Training Dynamic
Marketplace

Facilities Management and

Print



Spark



Spark

This DPS is for emerging technologies and will enable Central Government and the Wider Public Sector to access genuine technology innovation and provides suppliers a route to market which is adaptable as their capabilities change. The benefits of the DPS are:

- Allows customers access to proven new technology innovations which are useful for solving public sector problems
- Agility and flexibility to meet government's changing technology needs
- Accessible route for suppliers to apply at any time
- A dynamic filtering system, giving customers flexibility based on requirements
- The filter system enabling the right suppliers hear about the right opportunities
- Quality and price can be assessed based on individual customer's requirement
- An efficient structure and approach to finding potential solutions, including the option of using a two-stage competition process and supplier presentations
- Fully compliant with UK and EU regulations.

Suppliers, please click on 'bid pack' below and read the DPS needs document first, prior to commencing your application for the DPS. Customers, please click 'Access as buyer' below to learn more and start using the DPS.

To join this DPS, view current suppliers or access more information, use the links below.

[Bid pack](#)

[Clarifications](#) 40

[View suppliers](#)

[Access as a buyer](#)

[Access as a supplier](#)

The Documents (Bid Pack)

The document suite for a DPS is a hybrid of the Simplified Bid Pack, consisting of the following steps:

- Suppliers must first Register on the system
- Suppliers must read the following:
 - DPS Needs (instructions)
 - Customer Needs (specification)
- Completion of the following attachments:
- Financial Assessment Template, online Selection Questionnaire (a pdf of which is also available in the bid pack)
- Suppliers must provide a letter of confirmation of works from a customer
- T&C's
 - DPS Agreement (Terms and Conditions) between Suppliers and CCS (via the system)
 - The call off order form sign off process will be managed by the customer at competition stage
- Then submit application

The Spark DPS Application

1. Selection Questionnaire (SQ) – Contact details/ Financial details/ Mandatory and discretionary type questions.
2. Dynamic Purchasing System Questionnaire (DPSQ) – procurement specific questions e.g. Spark service filters.

If we are satisfied with the responses you have provided, you will be “appointed” to the DPS.

You will need to re-enter the SRS platform to agree to the terms and conditions electronically before you are officially “appointed”

The Filtering System - top level

Subject Area

- Corporate
- Transport
- Defence/ Security
- Health
- Local Government
- Police/Justice
- Fire and rescue
- Education
- Geospatial and Environment

Delivery Method

- Internet of Things
- Artificial Intelligence and Automation
- Simulated and enhanced environments
- Engineering/ materials science
- Data
- Wearables
- Transport
- Security

Location

- East Midlands
- East of England
- Greater London
- North East England
- North West England
- South East England
- South West England
- West Midlands
- Yorkshire and the Humber
- Wales
- Scotland
- Northern Ireland
- Isle of Man

Security

- Official
- Above Official

The Contract Example

In order to be appointed you must to provide us with a contract example that falls within the scope of the DPS and shows your ability to deliver Radical or Disruptive innovation

Your contract example must have a supporting statement from the customer (refer to Attachment 8 within the bid pack)

Within the contract example you must demonstrate:

- The novelty
- The delivery
- The impact
- The control

Supplier Status with the DPS

There is a **15 day turnaround** for a decision, once an application has been submitted:

Assessing status – this is the status during application, the process may be prolonged if the bidder needs to provide further evidence to meet any of the mandatory selection criteria within the SQ, DPSQ such as: financial position and / or failure their contract example and a corresponding customer (buyer) reference

Appointed status – if the bidder successfully meets all the selection criteria within the SQ and DPSQ

Not appointed – the supplier will be provided feedback and may choose to repeat the application process (it is possible to reuse their previous submission)

Asking Questions

Questions – all questions must be clear

Clarification stage – bidders / suppliers may ask questions about the procurement at any time throughout the life the DPS, pre, and post appointment

Questions can be submitted via – the SRS supplier messaging system (in the DPS) or the CCS Mailbox address info@crowcommercial.gov.uk and as detailed in the OJEU Contract Notice both options can be used for communication.

Telephone communication is not available

Question Responses – all questions and responses are published on the Supplier Registration System

Terms and Conditions

There are 2 parts to the Agreement:

- The DPS Agreement between CCS and the Supplier
- The Order Form and Contract Terms between the Customer and the Supplier

We have tried to amend the liabilities and IP rights so they make sense for this agreement.

Customers can also amend them as detailed in their further competition documents.

The Call-off Process

Appointing a supplier through Spark: The Technology Innovation Marketplace includes the following key steps:

1. Define your objective and the issues you are trying to address/solve
2. Develop your written specification with defined outcomes and deliverables
3. Use the Marketplace to obtain a supplier shortlist
4. **Option** of using a Capability Assessment to identify the suppliers that can meet your requirements
5. Issue your final specification, evaluation criteria and associated weightings to identified suppliers
6. Receive and evaluate written proposals from suppliers
7. Conduct a face-to-face presentation and evaluate (**optional**)
8. Inform unsuccessful suppliers providing feedback and evaluation scores
9. Award the contract to the successful supplier and confirm the award to CCS
10. Provide feedback and evaluation scores

DPS FAQ's



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FAQ

Question	Answer
Does the DPS have an ITT closing date?	There is no specific closure date for suppliers to submit their DPS submission, suppliers can join at any time during the lifetime of the DPS Agreement.
How long is DPS agreement for?	The DPS This DPS remains open for any Supplier to Request to Participate throughout its 36 month duration. CCS reserve the right to reduce, extend or terminate the DPS period at any time during its lifetime in accordance with the terms set out in the DPS Agreement.
Is there a supplier management fee applied to customer invoices?	Yes. There is a 1% supplier management fee applied to the customer invoice by the supplier.
We are currently applying and working towards our cyber essentials certificate, are we still able to submit our SQ to get on to the RM6102 DPS?	CCS can confirm that as a condition of the award of your first contract, Cyber Basic Certification will be required and evidence will be requested by the awarding public sector organisation.

FAQ

Question	Answer
What type of services does the DPS contract cover?	Please refer to Attachment 1 (RM6094 Services Matrix) which forms part of the RM6094 bid pack, available in the Supplier Registration Service marketplace.
I am currently completing the RM6102 DPS questionnaire. However, I am unsure as to what I am needed to provide for a number of questions that appear to be not applicable?	Please refer to the DPS Needs document which forms part of the bid pack and review the section which details all NOT APPLICABLE questions.
Do you have a user guide as to how to use the RM6094 DPS you have created please?	Spark Customer Guidance is available in the documents tab of the CCS RM6094 Spark DPS webpages. The order process is detailed within Schedule 5 of the DPS Agreement.
If we are named as a subcontractor to another supplier that is already on the framework, are we still eligible to apply to join the framework independently?	CCS can confirm that supplier organisations are eligible to apply for the RM6094 independently and as a subcontractor to a supplier also on the DPS. Suppliers however are required to confirm all named sub-contractors as part of their DPS Selection Questionnaire submission for RM6094.



Keep in touch

info@crowncommercial.gov.uk

0345 410 2222

 www.crowncommercial.gov.uk

 [@gov_procurement](https://twitter.com/gov_procurement)

 [Crown Commercial Service](https://www.linkedin.com/company/crown-commercial-service)



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