

A close-up, long-exposure photograph of a lit sparkler. The central point of ignition is a bright, intense white-yellow light, from which a multitude of thin, golden sparks radiate outwards in all directions. The sparks are captured in motion, appearing as a dense field of glowing, elongated streaks. The background is a deep, solid black, which makes the bright sparks stand out prominently. The overall effect is one of dynamic energy and brilliance.

11.00am, Monday, 8th April 2019

Supplier Briefing

Spark:

The Technology Innovation Marketplace



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Agenda

Presentation (30 min)

and

Q&A (15min)



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

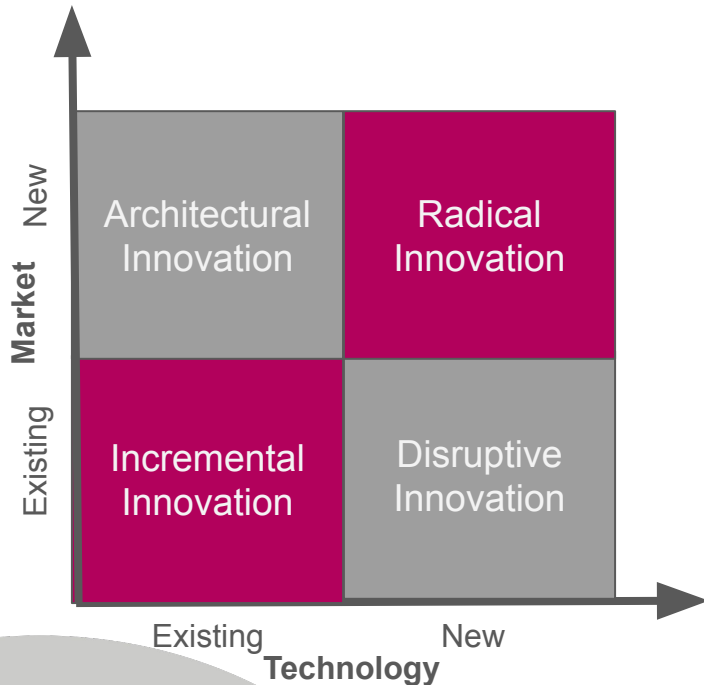
Spark will address issues identified by suppliers and customers:

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, facilitated by an underlying commercial agreement in the Supplier Registration Service
- Suppliers may apply to be part of the marketplace at any time
- All customers will be able to access new but **proven** technologies that can enable technology driven transformation and improvement internally and to citizen facing services.
- The focus is not the primary innovation / development but subsequent exploitation

Benefits of Spark

- Spark will enable true innovators the opportunity to commercially exploit their proven products
- Easier facilitation for SMEs to access government customers and the customers to access you
- Easy access for our customers to **proven** and innovative new technology
 - Enables a scaling post Proof Of Concept
- Always open for new suppliers to apply to join
- Spark links the Government Technology Innovation Strategy into other policy areas and reduces silos
- Spark links government and policy to reduce silos, making the government a more cohesive customer

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



Full details are with the User Needs document, part of the bid pack

Complementary Arrangements

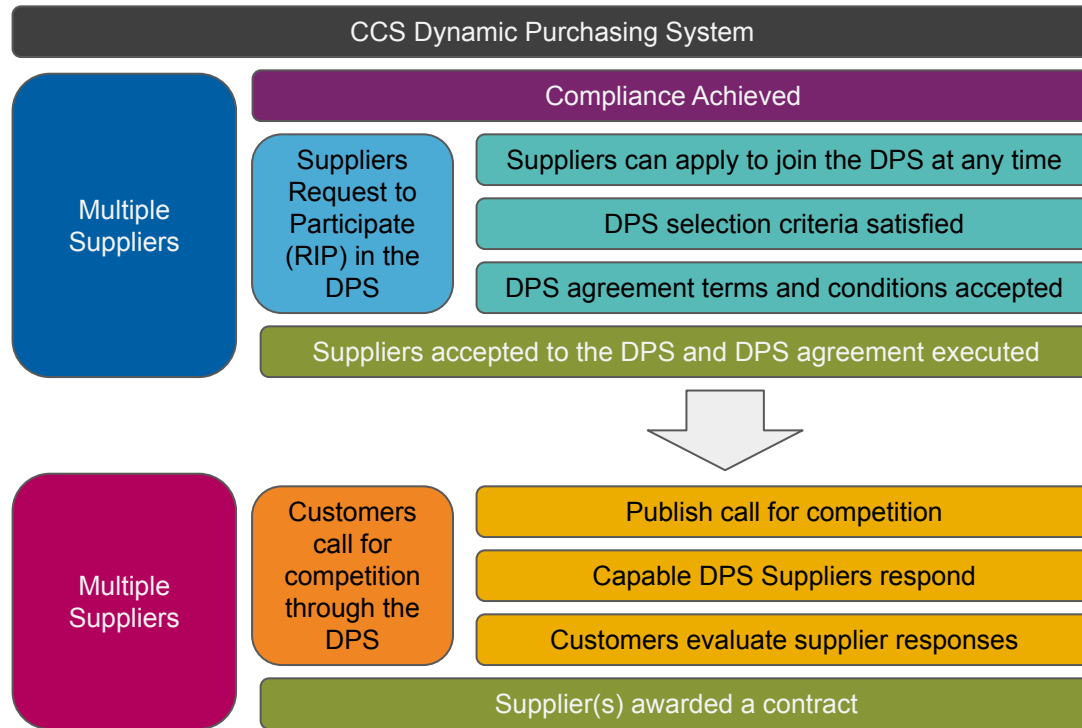
	Technology Products 2	DOS	G-Cloud	GovTech & other Catalysts
Scope	<ul style="list-style-type: none"> • Mature commodity products via resellers and major manufacturers • Focus on desktop and infrastructure 	<ul style="list-style-type: none"> • Suppliers provide teams or specialists to develop or deliver 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

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 & how it works

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>

Bidders should read the 'Bid Pack' before commencing the DPS.

Bidders should register for Supplier Registration Service (SRS) Platform as per the instructions in the DPS Needs document and the links detailed in the OJEU Contract Notice and/ or Contracts Finder.

The Spark DPS application is divided into 2 parts:

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



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, PDF of the online Selection Questionnaire, (including contract example)
- 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 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 maybe 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@crowncommercial.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

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 Benefits & FAQ's



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The Benefits of Using a DPS

Flexible – allowing Suppliers to join at any time

Simpler, quicker process – accessible for both SMEs and other suppliers seeking opportunities to provide services to the public sector

Automated, electronic process – streamlined electronic process, allows bidders to progress their submissions in their own time, there is no time constraints

Filtering of supplier offering – ensures suppliers receive notifications of competitions that are relevant to their service offering

Dynamic – Customers can create bespoke specifications, competitions and contracts

Supports localism and Social Value – enabling appointed suppliers to bid for business either locally, regionally or nationally

Efficiencies – reduces Customers and Suppliers costs and process cycle times

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?	A user guide will be published when the DPS goes live. 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

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