

Question Number	Question	Response
1	How is this linked to TP2 Lot 6 replacement?	It isn't - that will be a separate procurement.
2	Does this overlap with G-Cloud?	There maybe some small overlap as products are developed, we would expect SaaS products to mature and move onto G-Cloud more quickly than other product areas.
3	The OJEU states a length of 4 years this is different to what you have described.	4 years is the total possible length of the DPS. CCS anticipate putting in place version 2 of the DPS after 2 years, we will need to allow a transition period for products to move to an alternative framework if they product type is removed from the next version of Spark. There is some contingency built in to allow this transition.
4	Could you cancel the agreement earlier?	Yes, early termination is possible as detailed in the DPS Agreement.
5	I'm a start-up with no D&B history, can I still bid?	Yes. However, CCS will request further financial information if your organisation fails to meet the Dun and Bradstreet financial threshold score of 60. Please refer to the DPS Needs for full instructions to support this process and for further information of the types of additional financial data you may be requested to provide.
6	ISO10007 - do I need it? It is within the User Needs and seems a strange request	You do not need to be certified but we would expect work to completed in line with this, and other, standards stated where applicable.
7	Do I need Cyber Essentials to bid?	You need to commit to attaining Cyber Essentials and to have been certified for it ahead of entering into your first call-off. More details on Cyber Essentials and it's necessity within our customer base can be found here https://www.gov.uk/government/publications/procurement-policy-note-0914-cyber-essentials-scheme-certification
8	I'm have Cyber Essentials Plus, does this meet the needs?	Yes, suppliers with Cyber Essentials Plus meet the requirement to have at least Cyber Essentials

9	Can you be ISO27001 certified instead of Cyber essentials?	Cyber Essentials certification is a requirement for all suppliers, details of this are in the PPN linked to for question 7, above.
10	Is there a limit on the call-off value?	No there is no limit on the call-off value. With our colleagues in GDS and other departments we will providing customers with advice on how to get the best outcome from working with suppliers, this will focus on agile methodologies and scaling as capability grows.
11	Is there a total limit on call-off value?	The OJEU notice has been published with a maximum value of £650m, this is the upper limit of our expected spend through the agreement.
12	Is there a limit on call-off length?	Call-offs are capped at a total of 5 years with an initial maximum call-off length of 3 years.
13	The DPS agreement is marked as 'sample' - are all the documents final?	The DPS Agreement in the bid pack is sample watermarked. If your organisation is appointed to the DPS you will receive a non watermarked version.
14	Are the terms negotiable?	The DPS terms aren't but if spot any issues prior to the opening of the DPS let us know. Call-off terms can be altered by the customer, any alterations should be prior to their tender being issued and will not be material changes.
15	Will the slides be available?	We will publish slides and the Q&A. Unfortunately CCS's website is in the process of being migrated so it is likely to be early April before we can post the deck online
16	Is this for products only or a mix of product and services?	The focus is the technology and services needed to support the technology / create the outcome using the technology. We would not expect to see any managed service like arrangements.
17	Will all parties on the DPS be invited to bid for call-offs?	All suppliers identified through a customers filter selection will be invited to participate initially. The customer may use a multi-stage process to further refine the supplier list prior to a final tender.
18	Do you need one contract example for Radical Innovation and one for Disruptive?	No, you need one example for either, not both.

19	Will customers requirements be openly published like in DOS?	<p>Customers need to invite all suppliers identified via their filter selection. All customers should also publish opportunities and contract details via ContractsFinder where appropriate. https://www.gov.uk/government/publications/procurement-policy-note-0716-legal-requirement-to-publish-on-contracts-finder</p> <p>The DPS does not use the Digital Marketplace for the call-off process but that may change in future.</p>
20	Do suppliers have to have any certification or be on any associations?	Suppliers are required to meet all mandatory requirements including standards as set out in the Customer Needs document which forms part of the bid pack. Suppliers are also required to fulfil the Cyber Certification obligations as detailed in the Selection Questionnaire and DPS Agreement (Clause 9).
21	When will the pin be released?	The contract notice has been published. No associated PIN was published.
22	Is a parent company guarantee required?	Depending on the outcome of the financial assessment a parent company guarantee might be requested.
23	Is there a requirement to bid once on the framework? e.g a minimum amount of bids?	There is no KPI or other clause linked to suppliers bidding on opportunities. We are aware that some suppliers may have very niche capabilities and this would present them with problems.
24	Do buyers still need to complete a Procurement Regulations compliant competition?	Customers will need to complete a call-off in line with process described in Schedule 5 of the DPS Agreement.
25	Who is the category lead?	Peter Kirwan and Rob Whitehead are the leads during the set-up and go live phases of the DPS. Lucy McCormack is the Commercial Agreement Manager from launch onwards
26	How many suppliers have joined the Spark DPS?	14 at the moment but there is no cap on the number that can join and suppliers can continue to join at any time

27	Will the number of suppliers within each filter area be the same or will it vary?	There could be quite a few suppliers for AI but fewer for other areas. We anticipate reaching 20 suppliers quite quickly. Customers are out there trying to promote this so we anticipate somewhere in the low 100s of suppliers in total, not 3,000 odd covered by GCloud. This is a different proposition and we after something quite specific.
28	How much spend do you anticipate in the first 12 months?	£10m - £20m is anticipated in the first 12 months, growing steadily thereafter. The total maximum spend under the agreement is £650m so if we start getting near that we will need to do version 2 of the Spark DPS more quickly.
29	How many customers are signed up already?	Customers are not signed up per se because of how CCS works as a trading body but we are having lots of conversations with, in particular, Central Government departments about using it, so we anticipate seeing quite a few customers from big Central Government departments but also in customers in the Wider Public Sector. NHS Innovation is trying to pump it out into the Health sector and we are receiving increasing enquiries from Local Government.
30	You mentioned running Spark 1 and Spark 2 concurrently for 3-6 months to allow customers to complete their further competitions. Is there a benefit to doing this for suppliers too?	Yes this will allow suppliers to migrate their route to market - so we don't remove a route to market without supplying a new one
31	Can a supplier access the DPS bid pack without first registering on the Supplier Registration Service?	<u>Yes they can be following this link: Bid Pack Link</u>
32	Do we have to complete the Financial assessment template contained within the bid pack?	No this is for information only. It doesn't need to be completed.
33	If a supplier successfully wins a contract from a Public Sector body, when can they expect to be paid for the service?	Payment terms as per Contract Schedule 3 of the Contract Order Form and Contract Terms between a Customer and Supplier are payment within 30 days of receipt of a valid invoice.

34	How does that comply with the Government's Faster Payment Scheme?	If you are referring to the Government's Prompt Payment Policy, this will come into force in September 2019 and will affect suppliers bidding for Government contracts above £5m per annum. As part of the selection process contracting authorities will be looking back at your payment performance for the previous two 6 month reporting periods. Your business's current performance will therefore be considered and may have an impact on your ability to win business. This policy was announced last year by Oliver Dowden, Minister for Implementation for the Cabinet Office. It requires bidders (during the selection process) to answer a series of questions about their supply chain management and tracking systems, which will include providing details about payment practices, processes and performance including the percentage of invoices paid within 60 days across both their private and public sector business. Suppliers who are unable to demonstrate that they have systems in place that are effective and ensure a fair and responsible approach to payment of their supply chain may be excluded from bidding.
35	With it being for innovative technology, Spark could be the first time a supplier brings a product to market, as such previous contract examples may not be available, is there a way around this?	There isn't a way around this because a contract example of either radical or disruptive innovation is required as a mandatory requirement in order to be appointed to the Spark DPS. However your contract example does not need to be a public sector example as long as you can describe how it could be used within the public sector.
36	Can you tell us what you're doing to encourage suppliers to use it?	We will be holding regular monthly supplier briefing webinars and will be working with Gov Tech Catalyst and Innovate UK to engineer introductions to potential suppliers and customers
37	Is it going to be mandated as per the 2016 policy notice suggesting that frameworks should be?	We are unaware of any CCS frameworks being mandated.

38	What events will you be doing to engage with suppliers?	We will be holding twice yearly Innovation Knowledge Forums with both customers and suppliers to exchange knowledge, showcase new suppliers and develop a pipeline of customer requirements. We will also be running monthly webinars for newly appointed suppliers and producing regular newsletters
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