

RM6200 Artificial Intelligence DPS pre-market engagement supplier webinar 30 January 2020

No.	Question	Response
1	Please can you confirm the definition of AI in regards to this DPS	Our starting point is the Office for AI definition from their Guide to using AI in the public sector: "the use of digital technology to create systems capable of performing tasks commonly thought to require intelligence". So far from talking to customers we see the three main areas of demand as being Robotic Process Automation (covered by the Automation Marketplace DPS), data and analytics, and virtual assistants. This AI DPS will cover the latter two. The consultation we are doing is an opportunity for suppliers to influence this - so if you feel there are services you would like to sell, but do not fit in with the above three areas, you can engage with us at this point and influence the scope of the procurement.
2	Can a Supplier Check list be incorporated within the Bid pack. This ensures that we understand what is required and when. Examples include returning a self once per year, if we have to provide case studies (in line with Sparks), operations things such as quality plans as requested by customer etc	Any such requirements specific to this DPS will be included in the bid pack documents and specification.
	Can it be called out as a checklist of some kind? DAS did this and it makes it so much easier to understand what we need to do as suppliers to remain compliant. Often actions required from suppliers are scattered throughout the Framework Agreement and schedules which can be hard to pull together to ensure we do what is required and when.	The bid pack documents haven't been designed yet. We will take onboard this feedback and we will take this into consideration when that time comes.
3	For the regions, why only radio buttons. why not checkboxes for a combination of regions?	Our experience is that suppliers tend either to be limited to only one region or effectively they are national. It's rare that a supplier can deliver a service to Scotland and Wales, but not England for example. That informed our design choice.
4	Please can you confirm the details of the vetting process for obtaining security clearance and how long it would take.	The vetting process varies based on the level of security vetting needed. Central government has a different system than, for example, the education sector. The time taken can vary. Cabinet Office guidance is that buyers should build the time needed for suppliers into their procurement timeline, and should not only accept tenders from suppliers who already have cleared staff. Further information on central government vetting is available here: https://www.gov.uk/guidance/security-vetting-and-clearance
	We would like to see a filter for BPSS, SC and DV staff.	Noted - thank you for this feedback.
5	Re IPR: we must be free to reuse anything we develop to use for the benefit of other buyers.	Thank you for the feedback. IPR is relevant to the this DPS and we will continue to consult in order to ensure we have fit for purpose terms by the time we go to market.
6	For IP should there be something about jointly developed IP and that this should have joint ownership/commercialisation?	Thank you for the feedback. IPR is relevant to the this DPS and we will continue to consult in order to ensure we have fit for purpose terms by the time we go to market.
7	On IP, I think generally your suggestion is very good. One question is around data we may bring for chatbots (standard utterances to intents mapping). We would want to retain ownership of that IP / share IP with the customer.	Thank you for the feedback. IPR is relevant to the this DPS and we will continue to consult in order to ensure we have fit for purpose terms by the time we go to market.
8	Why can't we select more than one region, for instance, we might (not saying we would) want to exclude NI but offer all other regions. that way buyers only wanting NI suppliers wouldn't waste time filtering in suppliers not offering NI.	Our experience is that suppliers tend either to be limited to only one region or effectively they are national. It's rare that a supplier can deliver a service to Scotland and Wales, but not England for example. That informed our design choice.
9	Can you please confirm the URL for the Supplier REgistration Service site for this DPS ?	https://supplierregistration.cabinetoffice.gov.uk/sr
10	Have contracting terms been defined? Max contract values?	We will develop these based on stakeholder feedback during this consultation phase. The terms and conditions will be based on the standard Public Sector Contract adapted for this market, and adapted to a Dynamic Purchasing System. The PSC can be viewed here: https://www.gov.uk/government/collections/the-public-sector-contract
11	Can customers issue an RFI or market engagement specification initially or is it typically straight to ITT?	We encourage customers to carry out market engagements to inform their procurement strategy.
12	What will be the main differences between this DPS and Sparks which also included AI?	Spark is designed to deliver radical and disruptive innovation across a number of technologies. This DPS is specifically for AI, and is for mainstream commercial offerings.
13	What is the process for the Supplier Registration Service and why are you recommending suppliers use a shared login?	The Supplier Registration Service is linked to the Dynamic Purchasing System (DPS) Marketplace - therefore; as you register with your Duns number, an organisation cannot enter twice. If another person attempts to register with your supplier Duns number, it will flag that your company number is in use and this will indicate as assisting with collusive behavior. For this reason, we recommend using a team mailbox if you have one. It will be the responsibility of this individual to manage the supplier account.
14	Will the DPS be open to any EU company or only for UK or specific geos?	The UK still adheres to procurement regulations. Nothing is expected to change relating to this during the transition period, and this DPS will be let during the transition period.
15	How many suppliers are you expecting to bring onto the DPS?	There is no set limit to the number of suppliers on a DPS. We currently have seventy or eighty suppliers who have expressed an interest.
16	My question is around the breadth of services which can be covered through this mechanism; AI is at its most valuable when combined with other services, eg change management, HR transformation and potentially automation and/or process improvement work. These are all required to drive benefits from the investment in AI - otherwise it's just shiny technology. Will customers be able to purchase programmes of work including non-AI services through this framework?	We are currently in the process of setting the final scope for the DPS. We do expect to include some consultancy/associated services but need to determine how broad these will be. If you have specific feedback like this, it would be really useful to us if you could book a 1:1 so we can talk about the ideas in depth.
17	What's the max contract term under this DPS?	The expectation is that the term will consist of an initial term of up to two years, followed by up to two one year extensions. This is in line with other digital frameworks.
18	Are there restrictions to the participation of startups?	There are no restrictions. You may want to consider the requirements used to assess the suitability of a supplier to be on the DPS, such as D&B score required. If an organisation is registered with companies house they will have a D&B score. Start looking at your credit score and the possibility of needing to obtain a guarantor. You will be able to ask clarification questions specific to your organisation via the DPS marketplace once the procurement is live.
19	Is this framework open to companies from EU or only UK-registered companies?	The UK still adheres to procurement regulations. Nothing is expected to change relating to this during the transition period, and this DPS will be let during the transition period.
20	Shared login is not good practice and doesn't allow for audit of who did what when. can this be reviewed please.	The shared login is purely for the DPS platform, and is a technical limitation of the system. We will raise the issue with the team that manages the system.
21	Did I hear somebody say there is a separate DPS for RPA? Is it possible to share details on the call?	Please visit this link to find out more: https://www.crowncommercial.gov.uk/agreements/RM6173
22	Do you see any overlap given a lot of RPA offerings include ML and AI?	We are managing the scope to enable associated services to be procured in both DPSs. There is likely to be overlap between these associated services.
23	Can I check that I've picked this up correctly? This DPS is better suited for off the shelf AI solutions and anything which is bespoke and needs developed should be contracted under alternative frameworks/DPS?	We are not expecting this DPS to be the route to market for any and all AI services. For radical and disruptive AI services, Spark may be a more appropriate route. For development services where the customer ends up owning the intellectual property rights to the AI, Digital Outcomes and Specialists may be a more appropriate route.
24	Is there a pipeline of work to be released under this DPS? What promotional plans are in place?	We are currently working with our internal marketing team to build a comms plan around this DPS. It is in the early stages, and will be available at the point that we launch the DPS in the summer.

	Are we missing anything from the scope?	
25	How far discovery goes with innovation - what's the difference between innovation and discovery and is innovation covered?	We mean discovery in the agile lifecycle sense, of understanding user needs, understanding the current environment, and making proposals for better meeting user needs. These proposals could be that a commercial-off-the-shelf solution is appropriate, through to recommendations for innovative, build it from the ground up, solutions.
26	Will the scope cover the whole of the UK or just England?	The scope will cover the whole of the UK. We are considering whether to allow customers to filter by region, and whether suppliers offer region-specific services.
27	Will we be able to "sell" licenced applications or will it require to be open source?	Licensed applications will be in scope. Some customers may specify open source as part of their requirements.
28	Management and Operations on existing or developed AI solutions is also to be covered?	We do not anticipate that customers will use this agreement for developing new AI solutions from the ground up - that would fit better under Spark or Digital Outcomes and Specialists.
29	I'm from a large consulting organisation - some of the things you've said (e.g. nomicated people cannot be changed) make me think that this is not for us. Is this the case?	To clarify - the Supplier Registration Service is linked to the Dynamic Purchasing System (DPS) Marketplace and requires your company's Duns number to register. For this reason, more than one person cannot register with the same Duns number. This will flag your organisation as assisting with collusive behavior.
30	How does this fit with the NHS publication of £145m of funding for AI deployment across the service?	The announced NHS funding is not locked in to any particular procurement route that we are aware of. The will be able to access services through this agreement.
31	Is there anything for industrailisting AI? i.e. build on the success of previous prototypes /discoveries/ alphas	It could be, for example, a supplier develops a service through Spark, and then uses the AI DPS to sell the service more widely.
32	Will the GDS Service Framework approach be enforced on tenders on this framework?	The GDS Service Framework should be applied by public sector customers where is appropriate. The Framework does not apply to, for example, not-for-profit customers who will be eligible to use the DPS. This decision will be taken on a tender by tender basis.
33	Will risk assurance of AI services be included? i.e. advising on governance, ethics, bias, explainability, security etc?	Consultancy around the deployment of AI, including governance, ethics and so on are expected to be in scope.
34	How will you determine if something is AI related or not, what's your definition of AI?	Our starting point is the Office for AI definition from their Guide to using AI in the public sector: "the use of digital technology to create systems capable of performing tasks commonly thought to require intelligence". So far from talking to customers we see the three main areas of demand as being Robotic Process Automation (covered by the Automation Marketplace DPS), data and analytics, and virtual assistants. This AI DPS will cover the latter two. The scope of the DPS will be set by the technologies and the services we include, rather than a general definition of AI. The consultation we are doing is an opportunity for suppliers to influence this - so if you feel there are services you would like to sell, but do not fit in with the above three areas, you can engage with us at this point and influence the scope of the procurement.
35	Will this framework be open to AI product vendors or is it more for service suppliers?	We would expect a mix of suppliers on this DPS.
36	How does this relate to the Automation DPS?	The Automation Marketplace DPS is for Robotic Process Automation and associated services. This DPS is for other AI services, and the main technologies where there is customer demand have been identified as data and analytics, and virtual assistants. The two DPSs are closely related and will be managed by the same team within CCS.
37	Is there anything regarding people change and operational readiness for AI?	We anticipate that consultancy and support services around AI services will be in scope.
38	Are all public sector and NFP organisations mandated to use this DPS or is it optional for them?	There is no mandation around using this DPS.
39	AI Productionisation - i.e. operations and deployment of models	We're interpreting this as a question around the scope - we do expect those things to be within the scope of the DPS.
40	Robotic process automation and AI are frequently needed together. Please consider RPA + AI as a package and even as a service	It would be useful to understand in more detail some of the scenarios you're thinking of - so if you are not already booked in for a 1:1 session, please do so. The Automation Marketplace DPS is for RPA and associated services and does include machine learning, for example, when bought in conjunction with an RPA service. It is possible that the packages your thinking of are already in scope. Please follow this link to get more information: https://www.crowncommercial.gov.uk/agreements/RM6173
41	Will RPA be included in the scope?	RPA will be in scope for the Automation Marketplace DPS that is about to be launched. More information can be found here: https://www.crowncommercial.gov.uk/agreements/RM6173
42	AI may require to work with multiple tech to provide a comprehensive solution. How do you intend to cover that under just AI services?	The scope of the DPS will be for AI and associated services. If you are able to provide specific feedback on what technologies you would need to be in scope to provide a comprehensive solution, please book a 1:1 session so you can discuss this with us in detail.
43	How will the Turing etc be involved?	It reads as though this question is missing one or more words. If you can contact us on artificial-intelligence-engagement@crownccommercial.gov.uk with your question, then we can update this document with our response.
44	All regions	We're assuming this comment is in relation to what regions you are able to supply, and will take this onboard along with the menti query.
45	Are you looking to build up internal skills and capabilities in AI?	The DPS is for AI and associated services. We would expect some customers will have requirements for training alongside their technical requirements.
46	How about quality engineering for AI services? It would require different or other skill-sets than just AI	It's important to remember that we are setting up a commercial mechanism for customers to buy AI and associated services. How services are delivered and what skills sets are needed will be determined on a tender-by-tender basis. We do have a standalone Quality Assurance & Testing DPS - it may be the services that you're referring to may also be valuable to customers on that DPS: https://www.crowncommercial.gov.uk/agreements/RM6148
47	Customers often don't know if / when / how they need to use AI. Will they be able to bring business problems to this framework for suppliers to suggest ways to address them and deliver against that?	Absolutely - we expect that some customers will come to the Artificial Intelligence DPS with problems that they do not have a good technical idea of how to solve. Suppliers will then propose solutions to those problems.
48	How do I book a 1:1 session	Please email artificial-intelligence-engagement@crownccommercial.gov.uk with your request