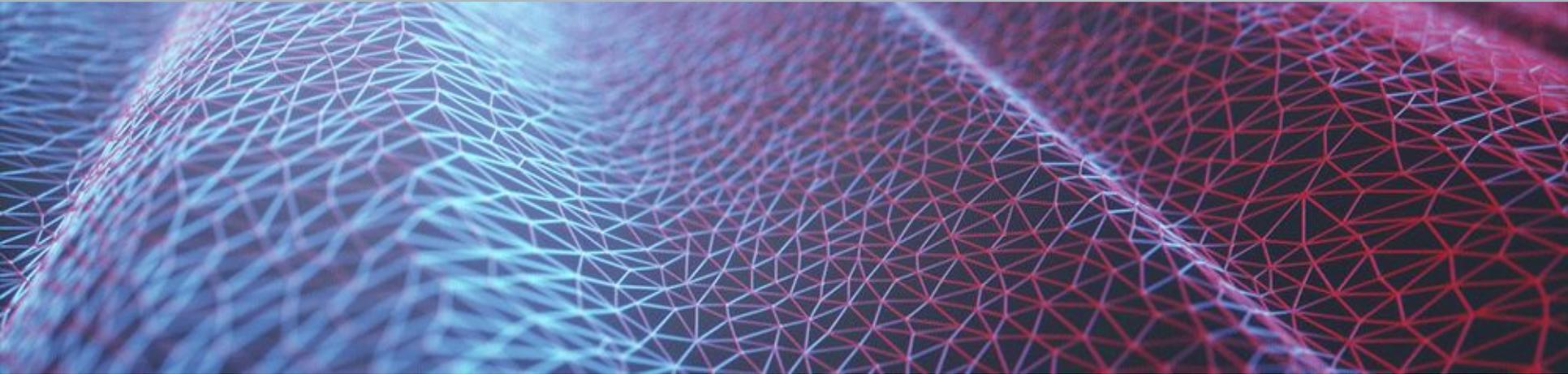


Remote care supplier briefing



NHSX and Crown Commercial Service

21 May 2020

Welcome to the webinar

Lisa Hollins: Director of Innovation Delivery, NHSX

Agenda

Theme	Lead	Organisation
Introduction & Purpose	Lisa Hollins: Director of Innovation Delivery	NHSX
NHSX Context and background around remote monitoring	Tara Donnelly: Chief Digital Officer	
Questions and Answers: themes to be published on dedicated spark web page	COVID support team	
What is Spark?	Rob Whitehead: Associate Commercial Specialist - Technology Products and Services	Crown Commercial Service (CCS)
Where does Spark fit within the technology procurement landscape		
Dynamic Purchasing Systems		
How to apply		
FAQs		
Questions and Answers: themes to be published on dedicated spark web page		

- To engage with suppliers of remote care solutions to encourage them to register with Spark DPS
- Outline the work that NHSX is doing around remote care to support COVID-19
- Provide a high level description of how remote care may be used strategically post COVID-19
- Outline how suppliers can register on the Spark framework.

- In the COVID-19 outbreak the NHS has made a huge leap forward in terms of **using video consultations** in both primary & secondary care
- We are looking to make it simpler for Trusts and CCGs within the NHS to **access remote care solutions** which complement VC & further enhance care

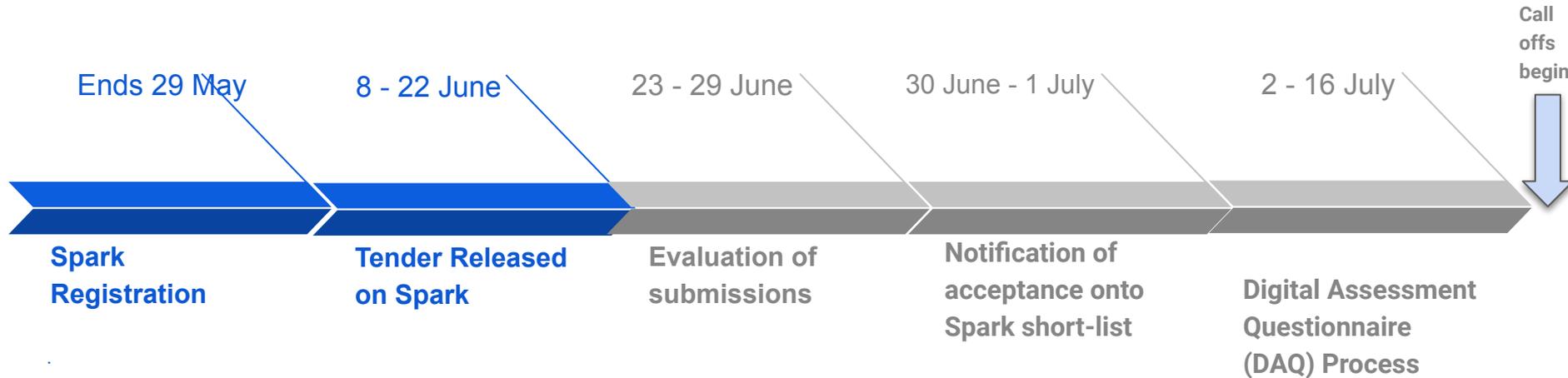
By which we mean

- Platforms or Portals that enable **remote monitoring of healthcare**, covering **COVID-19 symptoms** and broader **long term condition management**
- Digital solutions that enable **remote booking of outpatient care** including self initiated follow up

- New **care pathways for outpatients** was a key focus for NHSX before the outbreak of COVID-19
- Undertaken a **pilot of remote monitoring** for COVID-19 across Primary & Secondary Care settings
- Aware of **other examples of remote monitoring** solutions being flexed to support vulnerable cohorts in UK & in other countries, to good effect
- A **mature market** with a range of solutions, keen to provide choice with selection occurring locally
- Thinking forward to the reset phase, want to be ready with tools that Trusts & CCG can access in a **straightforward manner**



Remote care timeline*



*indicative timeline, subject to change due to processing demand

Suppliers accepted onto the framework will be required to complete the Digital Assessment Questionnaire (DAQ) if they have not already done so.

Questions...

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.

12.00pm, Thursday, 21 May 2020

Remote Care Supplier Briefing

Spark:

The Technology Innovation Marketplace



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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

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:

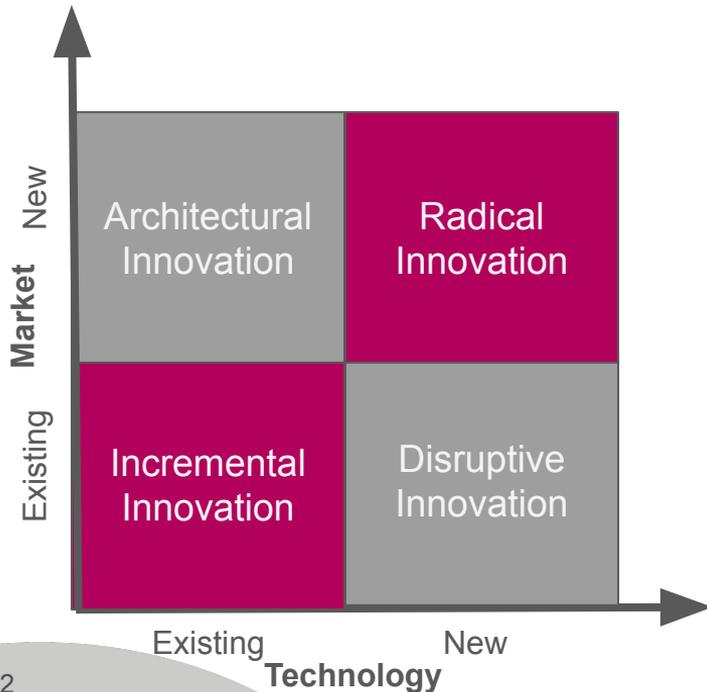
1. A reliance on free proof of concept which puts SMEs off and favours large suppliers who can swallow the costs.
2. Customers being overly risk averse both commercially and technologically
3. Products created via catalysts or other agents aren't given a route to market, even though they tend to focus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

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

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

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.

Where does Spark fit within the Technology procurement landscape?



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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



Why Spark

	Spark	HSFF	G-Cloud	GovTech & other Catalysts
Scope	<ul style="list-style-type: none"> 8 key technology areas Innovations that can solve problems for the public sector 	<ul style="list-style-type: none"> Lot Zero Innovation Greenhouse NHS Tech. The early innovation 	<ul style="list-style-type: none"> SaaS, IaaS and PaaS 	<ul style="list-style-type: none"> Problem specific solutions to a public sector problem
Difference	<ul style="list-style-type: none"> 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"> Opens every 6 months Not yet live 	<ul style="list-style-type: none"> Renewed supplier list annually Direct award only No hardware 	<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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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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The platform

A DPS must 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 application for the DPS consist 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:
- 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.
1. 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 **10 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

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

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