Ecosystem of Trust end-to-end pilot

Invitation for Expressions of Interest

December 2021
Cabinet Office

Contents

I Summary

1. The border plays an integral role in ensuring the security and prosperity of the United Kingdom, and in protecting the Government's revenue collection and in promoting global trade.

2. The Government's 2025 UK Border Strategy sets out our vision to have the world's most effective border: to promote UK growth and prosperity by facilitating international trade from businesses of all sizes, while improving the collection of revenue owed at the border and closing the tax gap. It also announces our intention to work with industry to harness innovative technology to help UK businesses take full advantage of new trading relationships with the rest of the world.

3. The most advanced borders in the world increasingly rely on the use of technology and data to assure movements across the border. This automated assurance and reliability can help to build and ensure trust between actors, creating an "Ecosystem of Trust" that could allow a great deal of processes to moved away from the physical frontier. Such an ecosystem is built on three pillars: technological capabilities, real time data and trusted relationships.

4. For a compliant and trusted trader, an Ecosystem of Trust could deliver a more frictionless import/export experience and would enable government enforcement agencies to be more focused on those who are deemed to be a higher risk. For government agencies, operating in an Ecosystem of Trust would enable them to deploy front line resources more efficiently, and to disrupt legitimate traffic less.

5. Management of the border is already based on a good deal of trust. We want to enable this ecosystemic approach to be leveraged in a safe and secure way to reduce the complexities involved in border movements, to provide commercial benefits to those traders who are compliant and put the UK on a competitive footing with those of other nations who are already deploying technology and policy to deliver these benefits.

6. Enabling this approach will require collaboration between public and private sectors, between states, and between different types of new technology e.g. - Internet of Things, Artificial Intelligence, Robotic Process Automation, Distributed Ledger Technology, Smart Contracts et al. We are aware that in those states where such ecosystems are already emerging, governments have played a significant role in catalysing innovation adoption through ensuring policy, standard setting and operations are aligned.

7. Through this pilot, border agencies will work with industry to create a broad, end-to-end pilot, to definitively test whether new capabilities across supply chain security and technology, providing greater assurance of goods crossing the border, can unlock world-leading Trusted Trader schemes and develop further simplified customs declaration processes that are able to facilitate greater trade without jeopardising security.

8. The pilot comes at an opportune time: while the design of the Single Trade Window is being discussed with industry in readiness for key decisions about its functions. These decisions will include questions around which capabilities it will have related to the Government's visibility of supply chain data with all the benefits that might bring.

9. The application stage for this pilot will follow two phases:
    I.   Companies or consortia express their interest to the Cabinet Office to take part in a pilot. Applicants will be invited to further workshops and events to explore their proposals.
    II. Consortia will then be given a period of time to put forward their technical proposals for piloting the Ecosystem of Trust concept. These will be evaluated by government officials and a number of the proposals will be selected to be piloted for six months during 2022.

    More information on each stage of the process is set out within this document.

II Ecosystem of Trust Model

10. The existing UK border model could be improved and expanded to deliver greater results for Government, industry and wider benefits for the economy and security through the use of:
    - Improvements to some of the existing Trusted Trader schemes offered by government departments. This pilot would help determine how we may boost benefits that can be offered in such schemes and how these can be expanded across Government.
    - Innovations in technology can both ensure that the integrity of the data presented is accurate, reliable and obtained from the correct sources; and assure the movement of goods, detecting fraud or tampering.
    - Better sharing of data between Government and industry supply chains.

Creating an ecosystem of trust around the border using technology

Technology offers many opportunities to build trusted relationships between government and users of the border. Our strategy focusses on exploring these approaches with industry and taking forward the solutions that drive the greatest benefits for the UK
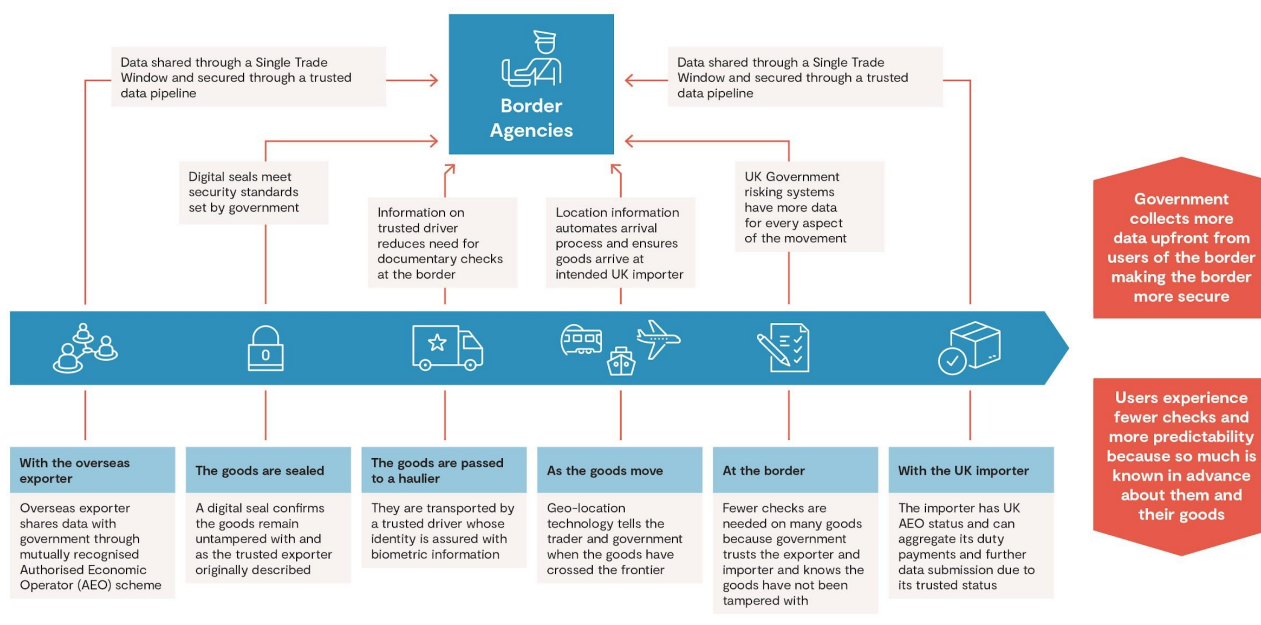
11. By providing the Government access to a defined set of data, generated securely by a commercial transaction, trusted traders can benefit from a streamlined, simplified system with tangible benefits. One of the pilot's aims is to agree on and assess what this defined set of data would look like and ensure it complies with the needs of risking and compliance teams across government. Once regular systems for the generation and capture of such data are in place – perhaps via a smart contract - then the system will become easier to operate and the generation of the required and enhanced trust will become systemic.

Of course, data on goods alone is not enough to secure the UK border. Goods can be tampered with after they have left a company's warehouse and containers and trucks opened after dispatch. As such, in parallel with better data on what is being moved across the border there must be mechanisms to secure the journey across the border and the consignment so that border agencies can assure themselves that what the trusted trader sent is what arrives at the border. Such physical assurance should be possible through technologies such as geo-location and digital seals already in use by the private sector. Another key aim of the pilot is to test how these technologies can be practically deployed at the border to provide this assurance.

12. With better data and technology-assured physical movement it should be possible to provide greater benefits of being a member of a Government-facilitated Ecosystem of Trust. By using technology and increased data visibility to replace physical processes which assure movements over the border, traders could self-assess more requirements, conduct processes upstream/in-land and receive pre-notification of clearance, allowing them to conduct more timely and reliable trade. Firms with particular levels of trustworthiness and transparency might be able to fast-track their shipments across the border, or be able to remove some processes entirely avoiding timely and costly delays. Such systems may also provide the means by which traders could demonstrate in an automated, cost-effective way their compliance with wider Government policy requirements such as sustainability, money laundering rules and modern slavery compliance.

13. The Government will also benefit from greater assurance of movements across the border as it would be able to conduct more effective risk analysis through use of supply chain data and information, as well as digital trackers, seals and sensors. This would lead to enhanced security, more efficient and cost-effective border processes as well as wider economic benefits through the increases in the flow of trade.

14. We know that the capabilities exist in the marketplace to secure border movements digitally. Pilots of technology have been conducted in partnership with different border agencies. However, there is still limited evidence in relation to the UK border that different technologies can act in concert with the policies and processes to deliver an end-to-end model for securing trade. Through this pilot, we want to work with industry to co-design how we integrate these technological capabilities into the UK border model, cognisant that it will require a significant level of transformation in both the way we use data and the infrastructure at the border deployed by the private and public sector.

III Aims and Objectives of the pilot

15. We want to run a pilot to:
    ● Determine whether an Ecosystem of Trust model (outlined above) is operationally viable, cost-effective and scalable to the wider border, and to test the variety of technology/supply chain solutions available
    ● Assess the benefits of the Ecosystem of Trust model for both the private and public sector
    ● Assess the costs of the Ecosystem of Trust model to traders, ports, hauliers, intermediaries, Government and any other key stakeholders
    ● Determine the requirements, standards and changes in policy and operational processes that would be needed to scale up the Ecosystem of Trust model to the whole border.
    ● Give industry the opportunity to experiment with different solutions and alternative models / proposed adaptations to the existing model in an environment as close to reality as possible, and
    ● To test industry appetite to see an Ecosystem of Trust approach rolled out more broadly at the border, and to be part of it.

16. We want to test whether the pilot can deliver the following outcomes:
    ● Improved trade facilitation for traders as the concept of trust is extended to inform risk across Government departments e.g. refinements to checks, greater use of self-assessment, duty deferment, etc.
    ● Reduction trade frictions and administrative burdens in trade e.g. in the number of times traders have to replicate data, establish bilateral trusted relationships and reduce the time taken by actors in their supply chains take to make trade-critical decisions
    ● Reduction in the costs of trade to actors in the supply chain through improving reliability and lessening delays at the border
    ● Greater security of border movements through greater use of assurance technology including digital seals, sensors and geolocation technology and by providing border agencies with high-quality information before the goods arrive at the frontier.

17. This document invites expressions of interest from companies or consortia interested in piloting the Ecosystem of Trust model. We have set out below details of how the pilots could operate, the support that will be available and how you can apply to participate.

18. We would also welcome the opportunity to discuss the programme with all interested parties, including those who have obtained or are in the process of obtaining Freeport status (Freeport Operator, Business or an operator(s) of the Customs Sites/Zones within the Freeport) - our contact email address is border.innovation@cabinetoffice.gov.uk

IV Scope of the Pilot

19. It is our intention to allow bidding consortia to have as broad a scope as possible to test the Ecosystem of Trust model so that they can develop a pilot that delivers the greatest benefits to them. For example, we would be happy to take forward a pilot that tests the Ecosystem of Trust with a single commodity, group of commodities or that is made of a series of smaller pilots managed by the successful consortia as long as they deliver the aims and objectives of the project.

20. We expect this pilot to be operating in a live port environment which includes airports, seaports and rail terminals.

21. The pilot will have to dual run with traditional border processes where there are legal requirements for this. Any proposals for extra facilitation for traders should still enable government agencies to effectively collect border revenue and carry out checks, by providing HMRC, Home Office, Port Health Authorities and Border Force with the ability to intervene when necessary with verifiable audit trails.

22. All types of trade through all modes are potentially in scope. However the pilot would not be suitable for goods which pose extraordinary risks; such as nuclear material or firearms. Inclusion of any [prohibited or restricted goods](#) (including strategic exports) in the pilot would need to be discussed as part of developing the proposal given the additional risks these goods pose.

23. The pilot is focused on testing the model for trade between the UK and the rest of the world. The movement of goods between Great Britain and Northern Ireland is out of the scope of this pilot.

24. Solutions being put forward within the pilot should not require the Government to licence specific piece(s) of Intellectual Property. It is not the intention of the Government to acquire any Intellectual Property that may be developed by consortia during the course of the pilot. Were the Ecosystem of Trust model to be scaled to the whole border Government would not want this dependent on proprietary technology, but rather based on open standards and requirements that any provider could deliver.

V Eligibility criteria

25. We are looking for self-organised consortia to apply to deliver the pilot in partnership with government departments, facilitated by the Cabinet Office. We anticipate consortia will self-form; however this does not preclude individual companies coming forward and will work to facilitate those companies finding a consortium where possible. There is no government funding for participants but in-kind support from government departments is available (i.e. resources from

policy and operational teams across border agencies) to enable the pilot to be implemented.

26. Ultimately, we expect each consortium to consist of at least: one port, one trusted importer with an accredited overseas trade partner, one carrier, one logistics firm and a technology company.

27. Expressions of interest are invited from:
   - Consortia which consist of all or some of the below actors:
   - Individual organisations/ actors with cross-border experience, including: traders, overseas business partners, logistics firms, carriers, freight forwarders, ports and technology providers. We expect applications from self-organised consortia, though we are happy to support individual organisations/companies to find consortia to join.
   - Applicants who are able to set out how they can be trusted, either through authorisations they hold or actions they take within their company to ensure security. The Ecosystem of Trust concept includes trusted relationships, so we will ask applicants to demonstrate these. We will carry out due diligence to confirm this information, e.g. in the form of checks for previous fraudulent activity.
   - The lead consortium member must be based in the United Kingdom.

28. We would strongly encourage applications from:
   - SMEs - in the second stage selection criteria will favour consortia including SMEs in order to demonstrate the benefit of the model to smaller traders or to take advantage of technologies developed by SMEs.
   - Those who have obtained or who are applying for any type of Freeport status.
   - University or research organisations with relevant expertise, who could bring consortia together or have experience in monitoring and evaluating similar projects to apply to help facilitate the pilot.

29. In order to maintain the integrity of this exercise, and to ensure that organisations participating in the pilot are fit and proper, the Cabinet Office intends to exclude organisations where they meet criteria set out in Annex C. Where an organisation has been found to have met of any of these criteria, the said organisation would be ineligible to participate.

30. The Cabinet Office may also exclude an organisation from participation in the pilot where it can demonstrate that the organisation is in breach of its obligations relating to the payment of taxes or social security contributions. A full list of exemptions is listed in Annex C.

VI Requirements of consortia

31. In Phase 2 of the application process, there is an expectation that each consortium:
   - Sustains that consortium for the duration of the pilot;

- Has endorsement from the participant port's local Port Health Authority (PHA) where they are proposing involving commodities in the pilot that PHAs are responsible for. We will be happy to assist in helping you acquire this.
- Has the ability to carry out and conclude the pilot before the end of December 2022;
- Covers their own costs. There will be no government funding for participants;
- Engages with Government teams to discuss how proposed technology will interface with existing Government systems and how this interaction would be future proofed as the Government's Single Trade Window is developed
- Commits to developing recommendations from the pilot setting out the changes which would be needed to make the Ecosystem of Trust implementable across the wider border model e.g. standard setting, legislation changes, system changes, trust informing risking etc; and
- Commits to permitting an independent evaluation for each pilot and to working with the Government and the independent evaluator to assess the success of your pilot(s) against our framework for evaluation;
- Is able to supply the data required by the Government. We will have conversations with industry to set out what our minimum requirements are; and
- Demonstrates compliance with GDPR and other data legislation.

VII What are the benefits of participation for industry?

32. The pilot offers industry the chance to trial use of technology and data at the border in a way that has never been done before in the UK and to shape how this is adopted into the UK border model.

33. Our intention is that if the pilot is successful, we will move towards the adoption of these capabilities at the border at scale. While the pilot work will not directly lead to any procurement process, its outputs will be used to establish the requirements and/or standards that would allow the model to be scaled to the entire UK border model.

34. Being part of this pilot is the opportunity to test your technology and data in real time in a live environment, and to be involved in the development and creation of the standards and requirements needed to deploy these technologies at scale. If this model is adopted, consortia could be part of leading the way in its implementation.

35. This pilot also offers industry a chance to influence the Government's thinking on the future of the border at a crucial point when the functions of the Single Trade Window design are designed, particularly around the use of supply chain data within that system.

36. It is important to note that this is a standalone pilot. ***There is no plan for participation in the pilot to lead to any Government procurement. Involvement in the pilot does not imply any future commitment to any future contract or procurement.***

VIII How will the pilots work and what will consortia be asked to do?

37. We aim to follow a two-phase approach to selecting consortia to participate in the pilot. This first phase tests initial interest and facilitates the creation of consortia. The second focuses on forming and submitting project proposals for the pilot. The full process is set out below:

Phase 1- Application

i. Expression of interest: We are inviting expressions of interest from consortia or actors wishing to form part of a consortium, who are interested in piloting the model on a specific user-focused proposal. At this stage we are interested in learning about your organisation/consortium and, at a high level, the innovative ideas you have.

The deadline for submitting an expression of interest will be at **5pm on 31st January 2022.**

ii. Design Phase: Companies and consortia will be invited to a two-day workshop at the start of February focused on problem articulation and consortium building. Consortia are expected to self-organise and be formed by mid-February.

Phase 2 - Project proposal development

iii. Consultations with HMG: formed consortia have the opportunity to engage with technical teams, including Single Trade Window architects and relevant policy teams to co-design ideas - February.
iv. Project proposals submitted: consortia finalise their proposals and submit, along with proof of eligibility. We will set out the deadline for submissions at the workshop but anticipate this will be during March.

Review of project proposals: the proposals are reviewed by a selection panel. Successful consortia are notified in early April. We aim to take forward a small number (2-5) of proposals based on how effectively they would enable us to test capabilities.

Please note: Before commencing the second stage of the pilot, all participants will be required to enter into a standardised memorandum of understanding (MOU) with the Cabinet Office. This MOU will set out the terms which will

govern participation in the second phase of the pilot and cover issues such as confidentiality and terms of operation.

Phase 3 - Pilot

vi. Systems training: Frontline border staff will be trained on how to identify and process pilot participants and any systems training required.
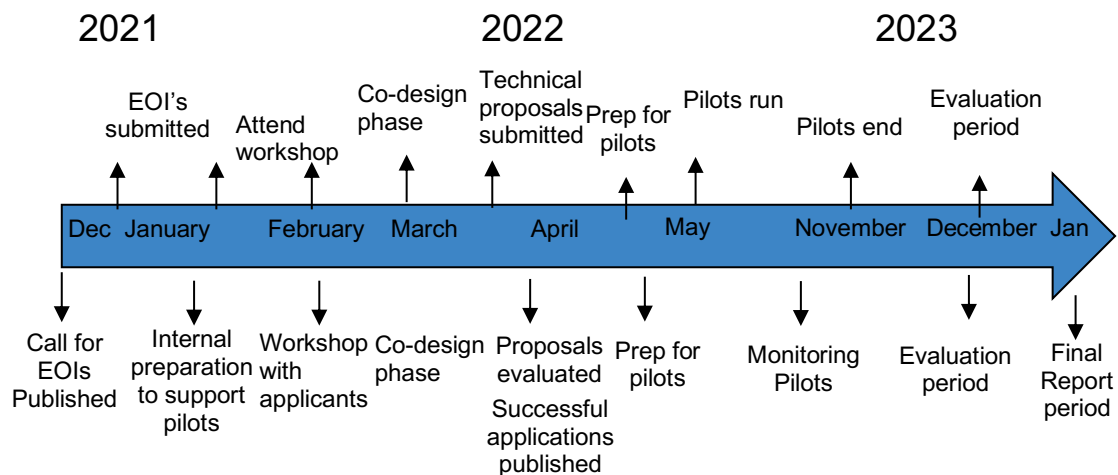**vii. Pilot begins:** from May 2022 - The Ecosystem of Trust pilot should run for six months and conclude in October 2022, reporting on progress as required. Details of this reporting process will be provided to successful consortia.

Please note: alongside testing this new model, participants remain liable for their own compliance with current legal obligations related to trade at the border and those that may come into existence throughout the course of the pilot. The pilot will not replace the need for traditional declarations.

Phase 4 - Evaluation

viii. Evaluation: November/December 2022. The pilots will be independently evaluated by a team of analysts and researchers to understand how the process worked in practice; and the benefits/risks for stakeholders. Consortia will be asked to participate in this, providing robust evidence of tangible outcomes. Participating authorities (HO, HMRC, Border Force, Defra, NCA, FSA) will also provide feedback for the duration of the pilot.

Timeline of the pilot

2021   2022   2023

Above the timeline arrow: EOI's submitted | Attend workshop | Co-design phase | Technical proposals submitted | Prep for pilots | Pilots run | Pilots end | Evaluation period

Timeline arrow months: Dec | January | February | March | April | May | November | December | Jan

Below the timeline arrow: Call for EOIs Published | Internal preparation to support pilots | Workshop with applicants | Co-design phase | Proposals evaluated / Successful applications published | Prep for pilots | Monitoring Pilots | Evaluation period | Final Report period

IX What Government support will be available to consortia?

38. While there is no funding for participants, industry will benefit from the insights gained from testing new capabilities in a live port environment.

39. The Government will also make the following resources available for successful applicants:

    ● Border Force staff (and other Government officials) to support with testing the integration of capabilities into Government systems,

    ● In-kind support and advice from policy and operations teams within Government, for example Cabinet Office coordination of relevant departments and agencies, one-to-one consultations.

    ● Access to a data room with a list of historical data, development pipelines, APIs (network links) to dry-test some of the technology interfaces.

    ● Access to Government systems development teams to test how to integrate technology platforms with government compliance systems and test the system changes required to make the model a reality.

X Selection Criteria

40. Due to resource constraints, only a small number (2-5) of consortia will be selected to pilot. Proposals that will be taken through to the pilot stage will be those which demonstrate strategic alignment with the aims of the Ecosystem of Trust and can demonstrate a good level of resource and intellectual delivery capability with the consortia.

41. In addition to meeting the Eligibility Criteria and Consortia Requirements (outlined above), the table below sets out further information on the selection criteria we intend to apply, and our reasons for requesting that information.

Selection Criteria	Rationale	How you will be assessed
1. Consortium's capability and capacity		
Evidence of your consortium's capability and capacity to deliver your proposal for the pilot within the timescale proposed, and evidence that you have considered how to scale up that proposal after the pilot.	It is important that the pilot is delivered on time and that scalability of the pilot is considered, in order to feed in to wider thinking on innovation at the border.	Evidence of prior involvement with Government departments on similar schemes, and/or evidence of awards/ recognition of Innovation by Industry.

This should include a demonstration of a strong interest in or history of innovation within the border space, or use of innovative technologies within the supply chain or at ports/ border sites.	As the pilots are industry-led the Government needs to be confident in the consortium's ability to deliver autonomously.	Demonstrable technical ability (e.g. compatibility with existing APIs), experience and expertise as evidenced by history of prior success/ awards/ recognition etc.
2. Record of Trustworthiness		
A record of compliance and trustworthiness, where overall governance of the consortium is robust.	In order to pilot this model we are testing with a small sample of 'trusted traders', therefore demonstration of 'trustworthiness' is a pre-requisite of inclusion in this pilot.	Evidence of indication of trusted status/accreditation with Government departments; due diligence checks (including a 'fit and proper organisation' check); records of compliance; evidence of industry awards/ accolades.
Compliance with wider Government policy requirements such as sustainability, money laundering rules and modern slavery compliance	Government departments must be able to trust organisations with the support and access we are providing, and that a participant's involvement in the pilot will not cause damage to the Government's reputation.	Evidence of policies and practices on sustainability, money laundering rules and modern slavery compliance
3. Quality of Proposal		
A comprehensive project proposal including:	Proposals with the highest quality will be the ones which are taken forward to the piloting stage.	Feasibility of proposal being implemented, and whether they match estimated milestones and and levels of resourcing provided in your proposal.
A sound technical design showcasing interoperability with Government systems.	Solutions need to be internally coherent and able to integrate with Government systems.	The strength and detail of the technical design, following consultations

		with Government officials during Phase 2.
Fully costed and funded resource allocation plan.	Consortia need to have the means to carry out this industry-led pilot for its full duration.	Detail of costs and resourcing in project proposal.
Description of any change(s) that the Government may need to make to provide necessary benefits and to assure movements.	To ensure that the Government is able to help implement the pilot smoothly and punctually, and to test that changes are feasible within the timescales outlined in this document.	Clarity and feasibility of changes outlined in the implementation plan.
A plan for producing and articulating a set of data standards and policy recommendations that can be applied to the wider border model.	The goal of the pilot is to produce a set of data standards and policy changes which can be applied to the wider border model.	Quality of framework for data standards.
Demonstrated alignment with the Government's 2025 UK Border Strategy.	To ensure that the proposals tie in with Government border policy.	Reference to how the proposal fits with the 2025 Border Strategy.
Considerations of how the proposal ties in with wider governmental priority areas including Net Zero, Levelling Up and Innovation more broadly.	To ensure that the proposals link in with wider Government policy.	Reference to how the proposal fits wider governmental priority areas including Net Zero, Levelling Up and Innovation.
Plans for evaluating the success of the pilot, including in terms of a cost-benefit analysis for traders.	Consortia will be part of evaluating the pilot so it is important that proposals reflect thinking on ways to assess its impact, including on stakeholders. This allows us to draw the most from the pilot and to weigh up whether and how the pilot could be scaled up.	Quality assurance/performance criteria mentioned in the evaluation plan (examples are provided later in this document); resources allocated to assessment.

Plans for assessing the implementation of the pilot and the benefits/risks for stakeholders, including relevant measures.	Examples of criteria are mentioned in the indicative evaluation plan below at paragraph 48.	Quality assurance/performance criteria mentioned in the indicative evaluation plan below at paragraph 48.
4. Wider Benefits		
Provide a strong rationale for the added value you would bring to the pilot and broader border innovation, due to e.g. port location, routing, commodity type, wider impact of technology proposed etc.	To ensure relevance and value added by consortium members of participation in the pilot and interlinkages with other government priority areas.	Explanation of strong rationale for wider impact of your proposal based on geographic, commodity or technology considerations.

42. Final criteria will be shared during Phase 1; we may adapt the above criteria based on discussions with government and industry stakeholders around the detail of specific proposals.

XI How to submit an expression of interest

43. Annex A explains how to submit an expression of interest. The form at Annex B will need to be returned by the 31st of January if you wish to be involved.

44. Following a consultative design phase workshop, during which organisations (ports, hauliers, traders, tech companies etc.) will have the opportunity to form consortia and engage with Government, consortia will be invited to submit technical proposals.

XII Post-pilot evaluation and measures of success

45. This expression of interest looks to industry for ideas around how technology can be used to verify the measures that will determine the success of the Ecosystem of Trust model against its aims. This should include the different means consortia would use to assure the Government of the veracity of goods and trustability of movements, including for example technology and data collection.

46. The table below sets out some examples of the sort of information we might collect to allow for a robust evaluation process. We are aware that due to the

small scale, and controlled test group involved in the pilot it may be difficult to objectively verify some of the model's aims.

47. Consortia will also be encouraged to identify and propose changes that could be made to ports or inland border sites, for example green lanes or prioritisation of movements for trusted traders providing end-to-end supply chain data.

48. A fuller evaluation plan will be developed and agreed upon with consortia during the course of the pilot.

Indicative example

Ecosystem of Trust model's aims	Example Performance measures	Example Objectively verifiable indicator(s)	Example means of verification
To make trade more predictable and transparent	Government departments and relevant agencies are provided with greater supply chain visibility	Government departments and relevant agencies are provided with the data we require (the 28+ data elements) to enable effective risking to determine whether traders can be given the badge of trust upfront or in real time.	Date in which data is received, ability to complete risking ahead of time and pre-notify driver/haulage company of outcome (pre-clearance or check)
To make trade more economic for traders	Does it reduce border-related expenses?	Reduction in average cost to trader of supplying data via Ecosystem of Trust model vs current system	Evidence from cost benefit analysis (cost of tech vs reduction in delays to consignments from providing data in advance)

Ecosystem of Trust model's aims	Example Performance measures	Example Objectively verifiable indicator(s)	Example means of verification
To make trade more resilient	Does the new model allow enough time for risking to be carried out ahead of the arrival of goods by the relevant departments and border agencies. Does it increase the predictability of arrival times at end destinations for traders?	Increase in the amount of time before goods arrive at the border that the border agencies and relevant departments know the goods are coming. Percentage of hauliers and traders reporting they are able to better predict and plan times of consignments arriving in warehouses	Chart compiling evidence from a data tracker which showed on average 23 hours prior notification vs baseline (current system) Feedback from hauliers and traders Feedback from border force officials - greater quality of data, more complete picture etc. reported
To effectively collect the correct amount of customs revenues collections at the right time and reduce the tax gap through greater accuracy of trade data	Greater and more timely access to data should lead to greater accuracy in collecting the right amount of revenue at the right time.	Reduction in the tax gap for goods in scope of the pilot. Increase in the timeliness of revenue collections.	Assessment of accuracy, timeliness (and potential increase) of revenue collection figures.
To increase the accuracy and relevancy of checks - better targeting of checks	Is tech helping to improve the accuracy/ efficiency of checks - e.g. checking via virtual link low risk commodities, prioritising higher risk commodities for in person checks. More easily able to identify high harm goods? -Is the hit rate for checks higher? - Are fewer checks necessary at ports?	Increase in hit rates for high harm goods Fewer false positives Percentage of pilot staff respondents who feel the EoT model led to benefits in increased accuracy and relevancy of checks.	Interviews with border force staff to provide an assessment of the accuracy and relevancy of checks BFID provided data (not releasable to industry)

Ecosystem of Trust model's aims	Example Performance measures	Example Objectively verifiable indicator(s)	Example means of verification
To make trade environmentally greener/ cleaner in line with our Net Zero targets by 2030.	- Does it reduce the amount of times HGVs have to stop at ports, reducing the amount of CO_2 emissions produced?	Reduction in the percentage of dwell time. Reduction in estimates of CO_2 emissions (for those on pilot vs normal) Reduction in sorties to the scanner, fewer false positives and therefore a reduction in emissions.	Figures of dwell times in Ports (taken from Port data) vs traditional declarations/ checks processes
To make trade more secure and provide greater assurances through the use of new technology.	Does it assure that goods have not been tampered with in transit? Does it demonstrate country of origin by monitoring when goods get to the port and tracking consignment movements until the goods reach their final destination? Do border agencies have more accurate and timely information about where goods are on their journey?	Digital seals, geotagging and other technology to prove that goods have not been tampered with since the last check [at departure port e.g.]. Percentage increased in the amount and reliability of information on the movement of goods.	Assessment from risking teams across relevant government departments (HMRC, Defra, Home Office) and Border Force. Use of digitals seals, ANPR, geotagging, AI and other technology to track the movement of goods. Survey of border staff and compliance and risking teams.

Ecosystem of Trust model's aims	Example Performance measures	Example Objectively verifiable indicator(s)	Example means of verification
To make trade more time-efficient	Is there a reduction in dwell times, time spent at port; frequency and length of time of checks for trusted trader; total time spent reviewing customs documentation; man-hours spent checking goods and reviewing customs documentation	Reduction in dwell times, time spent at port; frequency and length of time of checks for trusted trader; total time spent reviewing customs documentation; man-hours spent checking goods and reviewing customs documentation versus current system	Time spent in port as reported by trader and verified by border agencies.
To ensure data is secure	Some demonstration of GDPR compliance in relation to the collection, use, storage and sharing of any personal data involved as well as the powers and functions of the various government departments to collect and share non-personal data.	Pilots comply with UK GDPR standards	Feedback from pilot participants and government agency staff.

Annex A: Guidance on how to submit an expression of interest and assessment criteria

1. Expressions of interest are invited from individual organisations and/or self-organised consortia. We are inviting Expressions of Interest from all actors within the supply chain as well as academic bodies and technology producers. We expect applications from self-organised consortia, though do not preclude applications from individual organisations if you believe you can make a valuable contribution to the pilot. We will provide some facilitation for individual companies to find a consortium.

2. You can submit an Expression of Interest by completing the form in Annex B and emailing it to us at: border.innovation@cabinetoffice.gov.uk.

3. **Please submit applications no later than 17:00, 31st January 2022**.

4. Please include 'Ecosystem of Trust pilot application' and the name of your consortia in the subject line.

Annex B: Ecosystem of Trust Pilot: Expression of Interest application form

Please use this form to apply for the pilot Expression of Interest. Please refer to the accompanying guidance (above) which explains more about the pilot and what we are looking for from you. Please keep separate supplementary documentation to a maximum of 5-10 pages/slides at this stage. You will have the opportunity to present a full project proposal in due course.

Completing the form

Please answer each of the questions within the maximum word count, where stated. Content that exceeds the maximum word count will not be considered. Information in your application may be shared with Government departments or the Knowledge Transfer Network for the purpose of preparing for workshops and supporting the matching of partners. Please note, we will not share your information with any person/body who is not part of the pilot programme without approaching you for permission first.

Please provide answers to the following questions:

1. If applying as an interested entity, what is the name of your company/ organisation?	
2. Are you already in a complete consortium? If yes, who else is in that consortium? If no, who are you looking to join you in order to complete your consortium? A- Which port(s)? B- Which haulier(s)? C- Which trader(s) (including overseas partner)? D- Which tech company(/ies)? E- Which customs brokers? F- Which SME(s)?	

G - Any others?	

Your Ideas

Please set out what innovations you are interested in piloting within this project. This could include the outcomes you are trying to achieve, as well as the challenges you think are relevant and how you have previously tried to address them. If you would like to provide slides to set out your idea, please attach these alongside this form, however, this is not required.

(max 1000 words)

Annex C: Mandatory exclusion grounds from pilot participation

1. The Cabinet Office shall exclude an organisation from participation in this pilot, where it has been established that the organisation or any of its Directors has been convicted of any of the following offences:

   A. conspiracy within the meaning of section 1 or 1A of the Criminal Law Act 1977 or article 9 or 9A of the Criminal Attempts and Conspiracy (Northern Ireland) Order 1983 where that conspiracy relates to participation in a criminal organisation as defined in Article 2 of Council Framework Decision 2008/841/JHA on the fight against organised crime;
   B. corruption within the meaning of section 1(2) of the Public Bodies Corrupt Practices Act 1889 or section 1 of the Prevention of Corruption Act 1906 F5;
   C. the common law offence of bribery;
   D. bribery within the meaning of sections 1, 2 or 6 of the Bribery Act 2010, or section 113 of the Representation of the People Act 1983;

Any offence listed:

   A. in section 41 of the Counter Terrorism Act 2008; or
   B. in Schedule 2 to that Act where the court has determined that there is a terrorist connection;
   C. any offence under sections 44 to 46 of the Serious Crime Act 2007 which relates to an offence covered by subparagraph (f);
   D. money laundering within the meaning of sections 340(11) and 415 of the Proceeds of Crime Act 2002;
   E. an offence in connection with the proceeds of criminal conduct within the meaning of section 93A, 93B or 93C of the Criminal Justice Act 1988 or article 45, 46 or 47 of the Proceeds of Crime (Northern Ireland) Order 1996;
   F. an offence under section 4 of the Asylum and Immigration (Treatment of Claimants, etc.) Act 2004;
   G. an offence under section 59A of the Sexual Offences Act 2003;
   H. an offence under section 71 of the Coroners and Justice Act 2009;
   I. an offence in connection with the proceeds of drug trafficking within the meaning of section 49, 50 or 51 of the Drug Trafficking Act 1994;
   J. an offence under section 1, 2 or 4 of the Modern Slavery Act 2015;

Exclusion for tax or payment issues

The decision to exclude an organisation also applies where the person convicted is a member of the administrative, management or supervisory body of that organisation or has powers of representation, decision or control in the organisation.

An organisation shall be excluded from participation where:

(a)the Cabinet Office is aware that the organisation is in breach of its obligations relating to the payment of taxes or social security contributions; and

(b)the breach has been established by a judicial or administrative decision having final and binding effect in accordance with the legal provisions of the country in which it is established or with those of any of the jurisdictions of the United Kingdom.

(4) Contracting authorities may exclude an organisation from participation where the Cabinet Office can demonstrate by any appropriate means that the organisation is in breach of its obligations relating to the payment of taxes or social security contributions.

(5) Paragraphs (3) and (4) cease to apply when the organisation has fulfilled its obligations by paying, or entering into a binding arrangement with a view to paying, the taxes or social security contributions due, including, where applicable, any interest accrued or fines.

Exceptions to exclusion

The Cabinet Office may disregard any of the prohibitions imposed on an exceptional basis, for overriding reasons relating to the public interest such as public health or protection of the environment.

The Cabinet Office may also disregard the prohibition imposed by these exclusions where an exclusion would be clearly disproportionate, in particular—

(a)where only minor amounts of taxes or social security contributions are unpaid; or

(b)where the organisation was informed of the exact amount due following its breach of its obligations relating to the payment of taxes or social security contributions at such time that it did not have the possibility of fulfilling its obligations in a manner described in paragraph (5) before expiration of the deadline for requesting participation or, in open procedures, the deadline for submitting its tender.

(c)where the organisation is bankrupt or is the subject of insolvency or winding-up proceedings, where its assets are being administered by a liquidator or by the court, where it is in an arrangement with creditors, where its business activities are suspended or it is in any analogous situation arising from a similar procedure under the laws and regulations of any State;

(c)where the Cabinet Office can demonstrate by appropriate means that the organisation is guilty of grave professional misconduct, which renders its integrity questionable;

(d)where the Cabinet Office has sufficiently plausible indications to conclude that the organisation has entered into agreements with other organisations aimed at distorting competition.