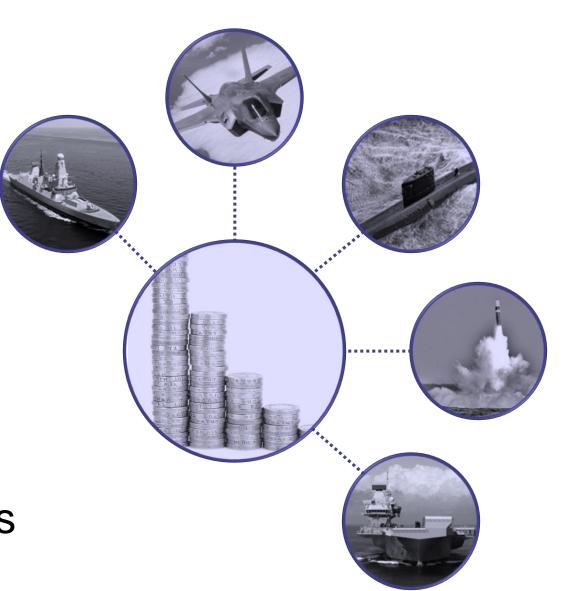


SSRO

Single Source Regulations Office

Stakeholder Survey
Draft Summary Presentation

by Opinion Research Services March 2022



About the research

SSRO commissioned ORS to undertake research into users of the DefCARS system and other stakeholders.

This was in order to:

- measure performance against several of its key performance indicators;
- understand how it is perceived by stakeholders;
- set its strategic direction; and
- plan stakeholder engagement.

270 respondents took part in an online survey between 13th January and 27th February 2022.

29 respondents also took part in an in-depth qualitative interview between 11th March and 11th April 2022.

The graphics (and quotations) on the following slides highlight some of the key findings. A detailed report of the survey findings is also available.

Due to a small number of interviews, results should be treated with caution especially when broken down by subgroup.

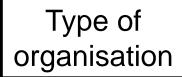
Please note, although results can still be compared over time, there are subtle differences between some of the questions asked this year (e.g. asking respondents to think about their experiences over the last 2 years in 2022 vs. asking respondents to think about their experiences over the last 12 months in 2020 and 2018), meaning some comparisons must be treated with caution.



Respondent profile

Type of user

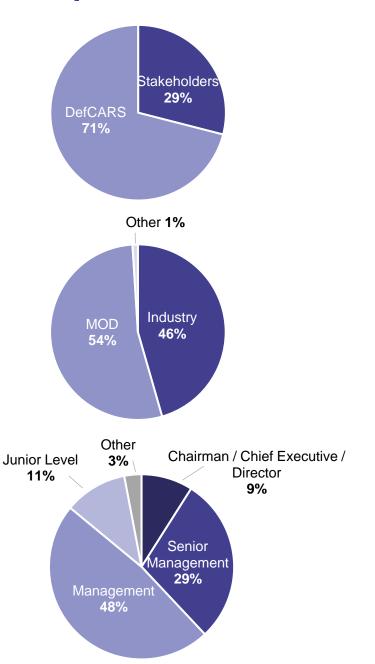
Base: 270



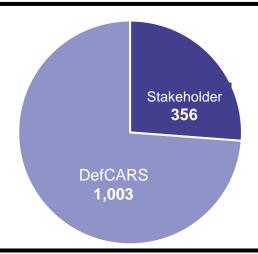
Base: 270



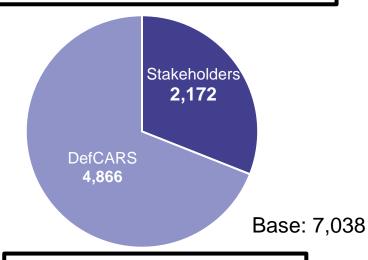
Base: 269



Invitees – by type



Total number of invites sent – by type of user



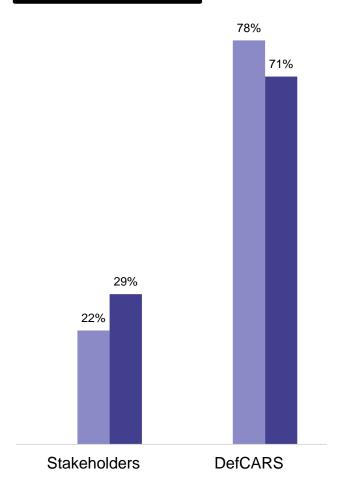
Note: number of invites includes reminder emails

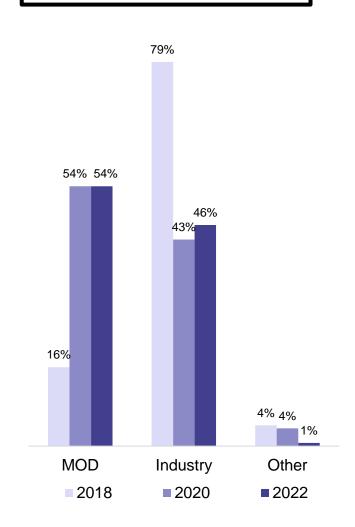


Respondent profile – over the years

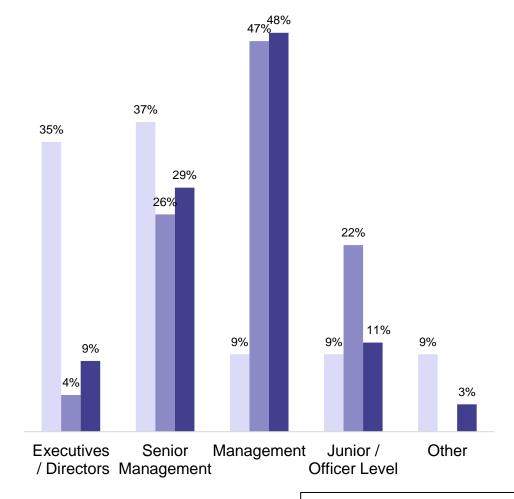
Type of user

Type of organisation





Position within organisation



Base number of respondents

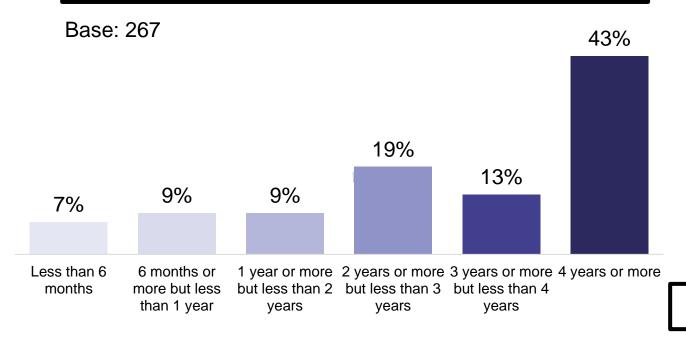
2022: 270 2020: 256 2018: 92

Please note: Breakdown for 'type of user' is not available for the 2018 survey.

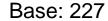


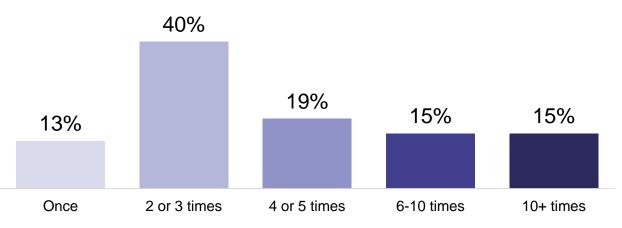
Respondent profile

Length of time working/involved with SSRO



How often engaged with SSRO







Overall top-level findings (1 of 3 - further detail in later slides)

	2018	2020	2022
Performance			
% who would rate the SSRO's performance as good	73%	89%	90%
SSRO engagement			
% who would say the SSRO has engaged with them well	89%	91%	93%
How people would speak of the SSRO to others			
% who would speak highly of the SSRO to other people	20% (91)	29%	35% (266)
Usefulness of pricing guidance in agreeing contract prices that support value for			

% who agree the guidance is useful

money and fair and reasonable prices +

(164)



Overall top-level findings (2 of 3 - further detail in later slides)

Agreement that SSRO demonstrates values	2018	2020	2022
Inclusive	-	-	91% (154)
Independence	79% ₍₈₂₎	94% (183)	90% (203)
Fair and impartial	66% (68)	90% (173)	89% (200)
Open and transparent	76% (78)	90% (185)	88% (202)
Expert in regulation	-	-	88% (202)
Authoritative	68% (74)	85% (183)	85% (200)
Pro-active	72% (81)	73% (173)	73% (184)
Agile	=	-	58% (153)
Top method of engagement with the SSRO	84% visiting the SSRO website (92)	63% visiting the SSRO website	55% visiting the SSRO website

See slide 24 for breakdown of results by respondent type



Overall top-level findings (3 of 3 - further detail in later slides)

Guidance	% who used the guidance			% agree it is clear & applicable*			
Guidance	2018	2020	2022	2018	2020	2022	
Allowable costs	83% (92)	70% (240)	66% (248)	64% (76)	80% (162)	85% (160)	
Baseline profit rate and its adjustment	84% (92)	65% (240)	66% (248)	74% (73)	83% (149)	90% (160)	
Reporting and DefCARS user guide	64% (92)	71% (240)	65% (248)	87% (54)	77% (153)	76% (156)	
Referrals procedures guidance	13% (92)	8% (240)	11% (248)	91%	94% (18)	96% (24)	

^{*} Wording on the 'clear and applicable' set of questions has changed slightly over time, so please treat comparisons with caution.

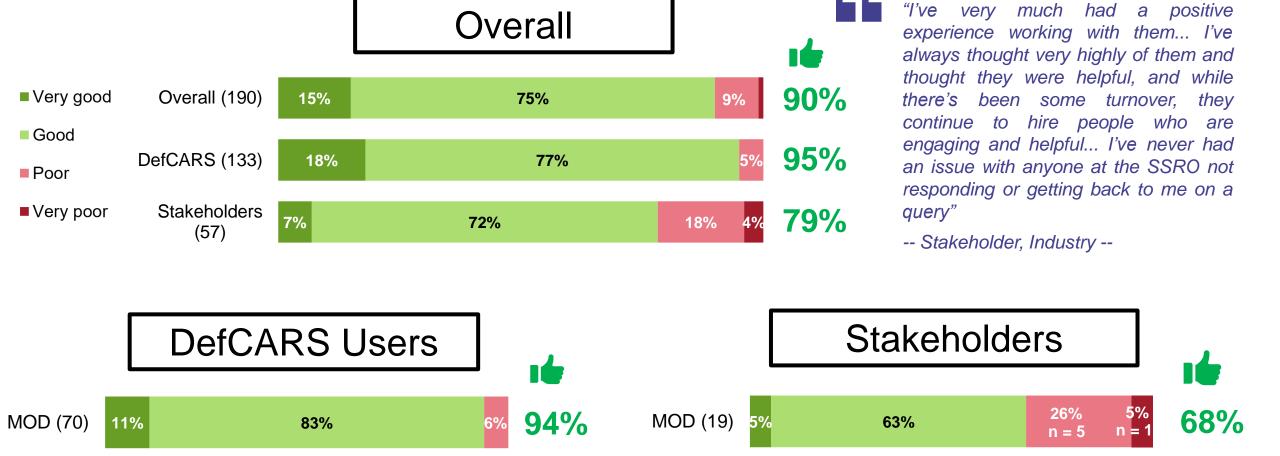


Industry

(63)

25%

9 in 10 rate the SSRO's overall performance over the past 2 years as good



NQ33 How would you rate the SSRO's overall performance over the past 2 years?

70%

Please note that where percentages do not sum to 100 or separate response percentages do not sum to a given total (e.g. positive sentiment total), this is either due to rounding, the exclusion of 'don't know' categories, or multiple answers. Respondent numbers may not sum due to the exclusion of 'other' respondents. The raw data can be interrogated on ORS Results Online – please request access via Peter Regan.

95%

Industry

(36)

8%

78%

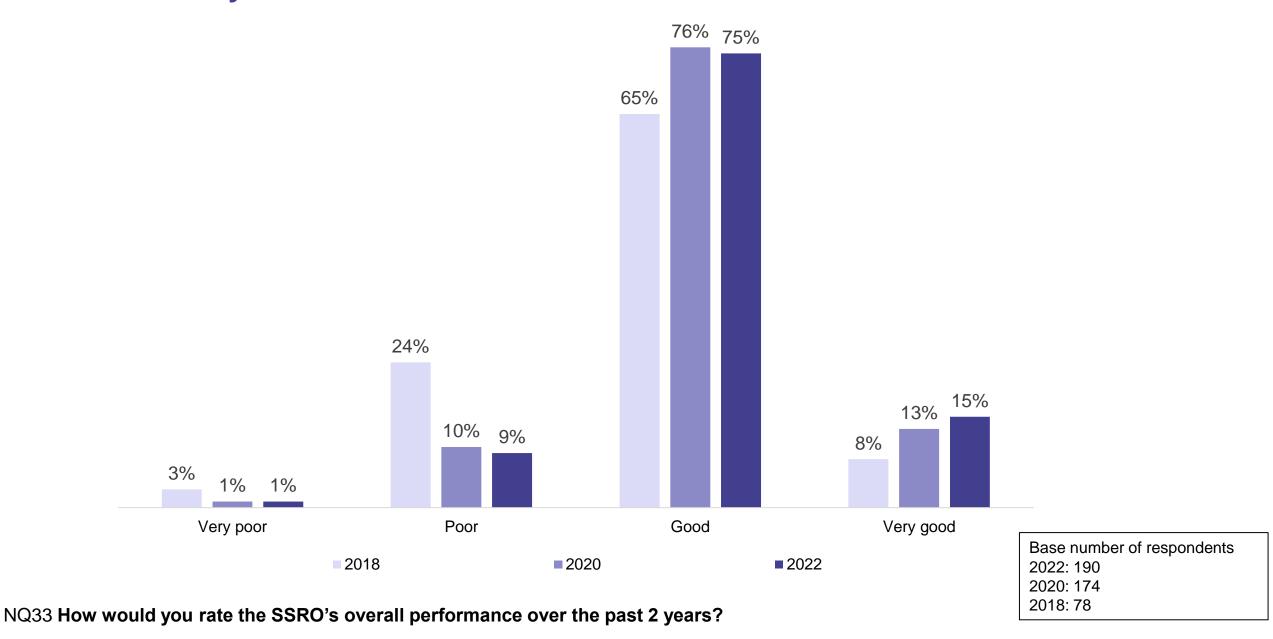
86%

14%

n = 5

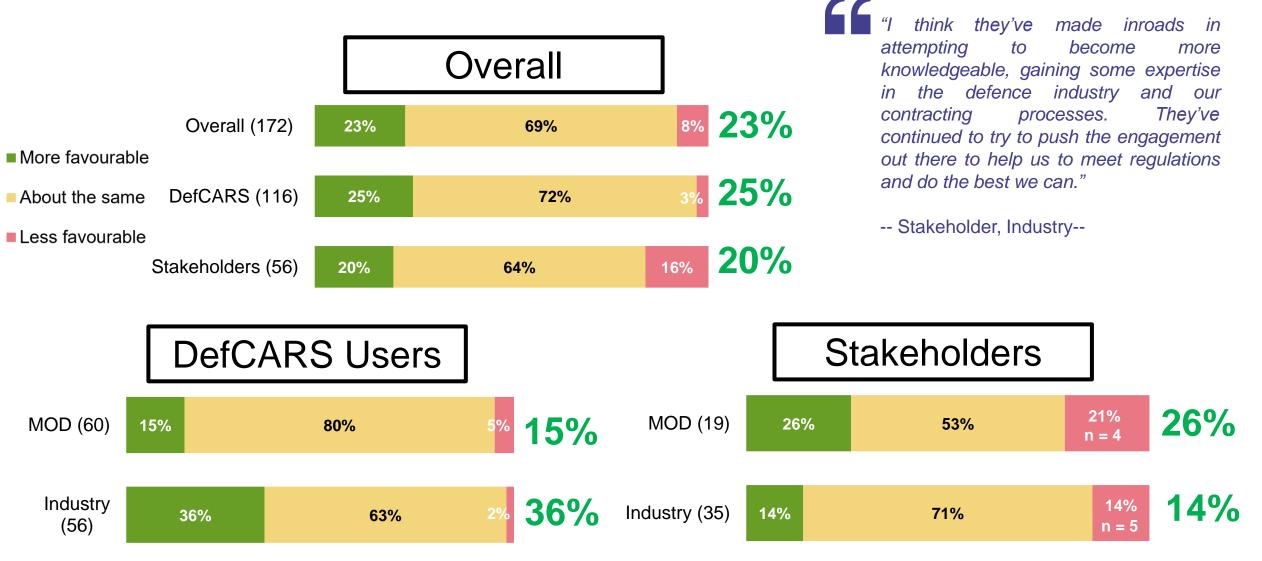


Perception of the SSRO's performance has remained stable over the past two surveys





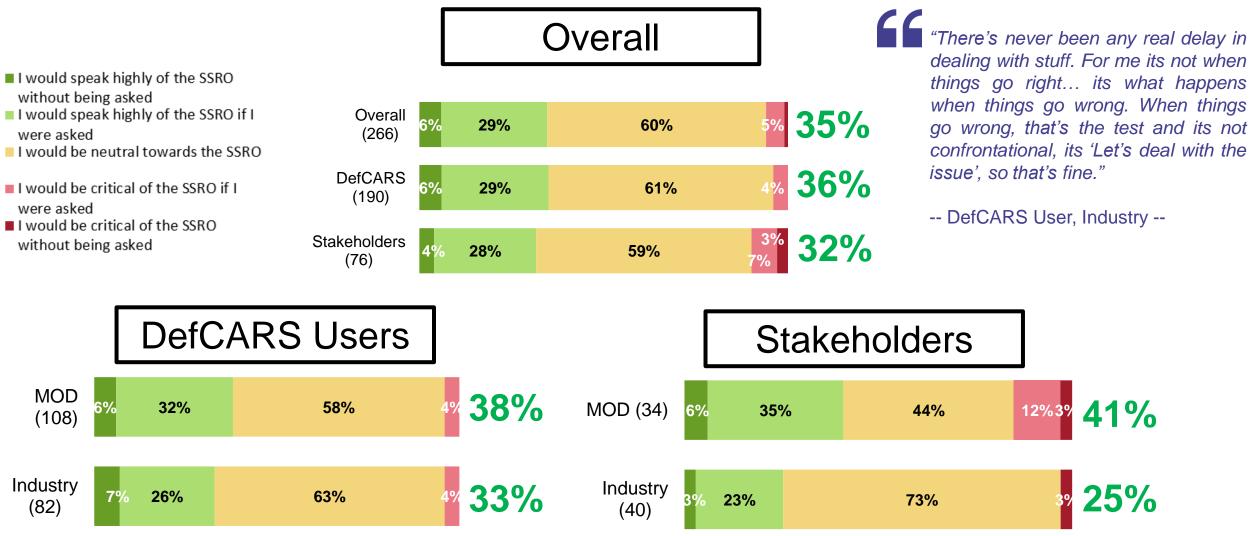
Over a fifth would say that they have a more favourable opinion of the SSRO now than 2 years ago



NQ34 Would you say you have a more or less favourable opinion of the SSRO now than 2 years ago, or is it about the same?



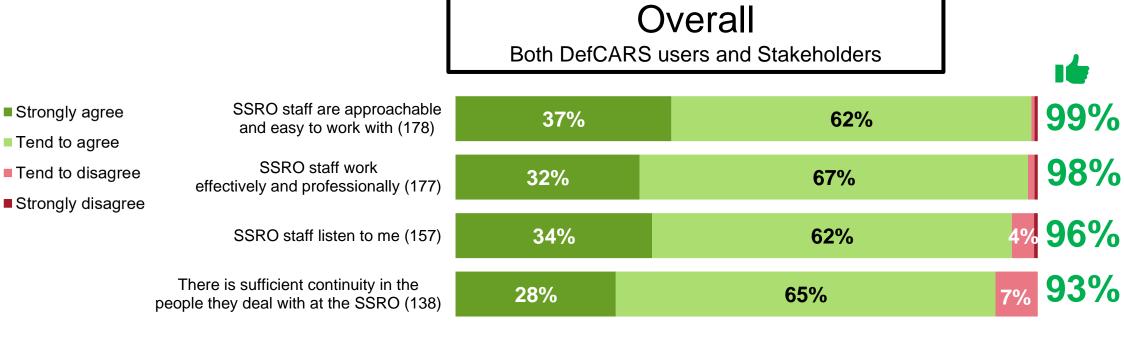
The vast majority of DefCARS users and stakeholders would either speak highly or be neutral about the SSRO to other people



Q6 Which of these phrases best describes the way you would speak of the SSRO to other people?



Almost all think SSRO staff are approachable and professional





"I've always come across a very professional set of people who clearly know the rules well and interact in that professional way. I think that inspires confidence in the organisation, so they're well represented, I think their people are good.



"I don't think I was expecting them to have people who know what they're talking about answering the phone... Straight through who knows what I'm someone talking about, knows what I'm looking for, is able just to advise"



"Whenever I've engaged with the SSRO they've been incredibly helpful. When I've had any particular challenges or issues, they've been helpful and sorted things out.

-- DefCARS User, MOD --

-- DefCARS User. MOD --

Q31 Thinking about your relationship with the SSRO, to what extent do you agree or disagree with each of the following statements...?

⁻⁻ Stakeholder, Industry--



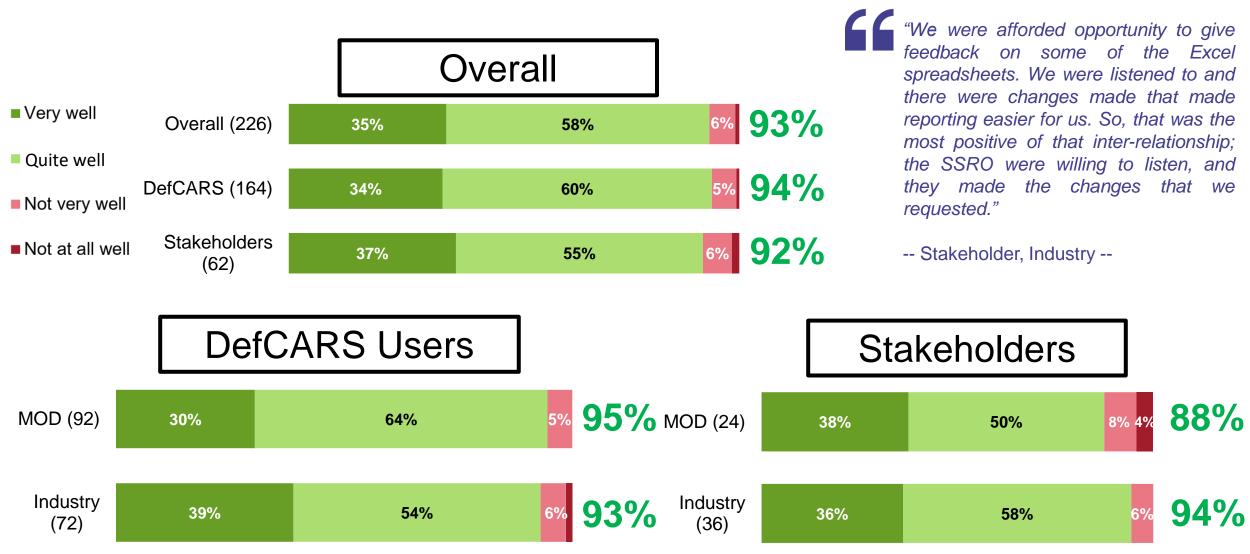
The proportion of respondents who agree with each of the statements about SSRO staff has increased since 2020 and 2018

Thinking about your relationship with the SSRO, to what extent do you agree or disagree with the following statements?	2018	2020	2022	Difference between 2020 – 2022 (%)
SSRO staff are approachable and easy to work with	89% (84)	93% (176)	99% (178)	+6%*
SSRO staff work effectively and professionally	88% (80)	94% (171)	98% (177)	+4%*
SSRO staff listen to me	74% (81)	88% (161)	96% (157)	+8%*
There is sufficient continuity in the people I deal with at the SSRO	84% (76)	90% (147)	93% (138)	+3%

^{*} Difference is particularly notable



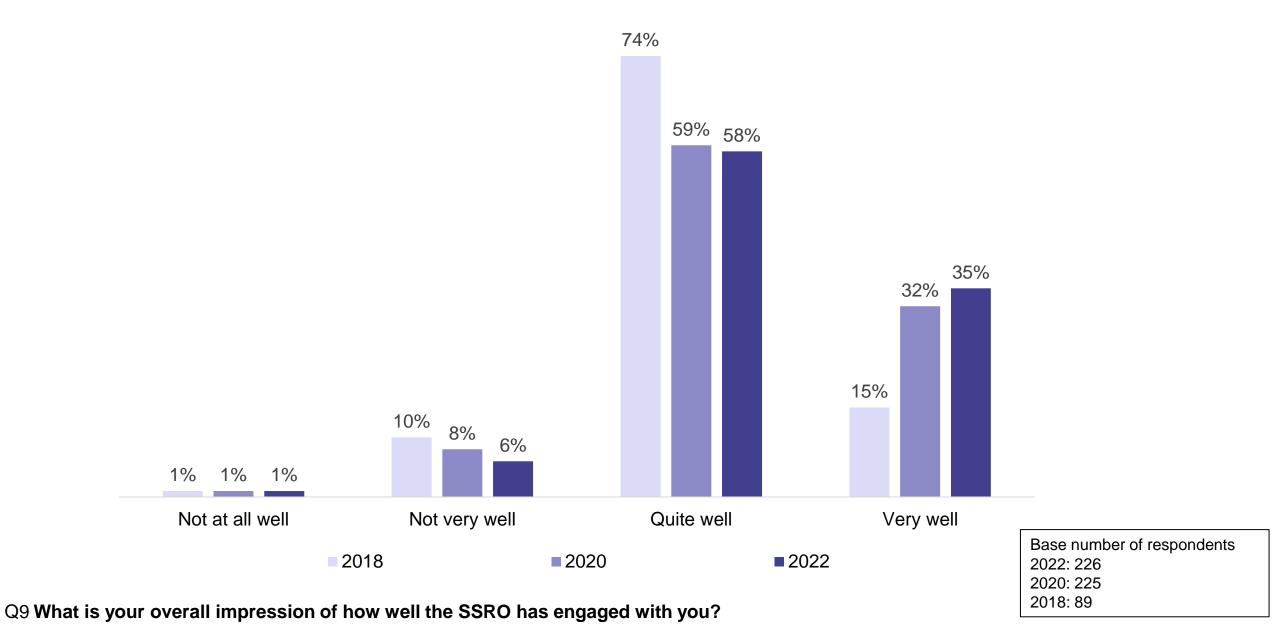
More than 9 in 10 think the SSRO has engaged well with them



Q9 What is your overall impression of how well the SSRO has engaged with you?

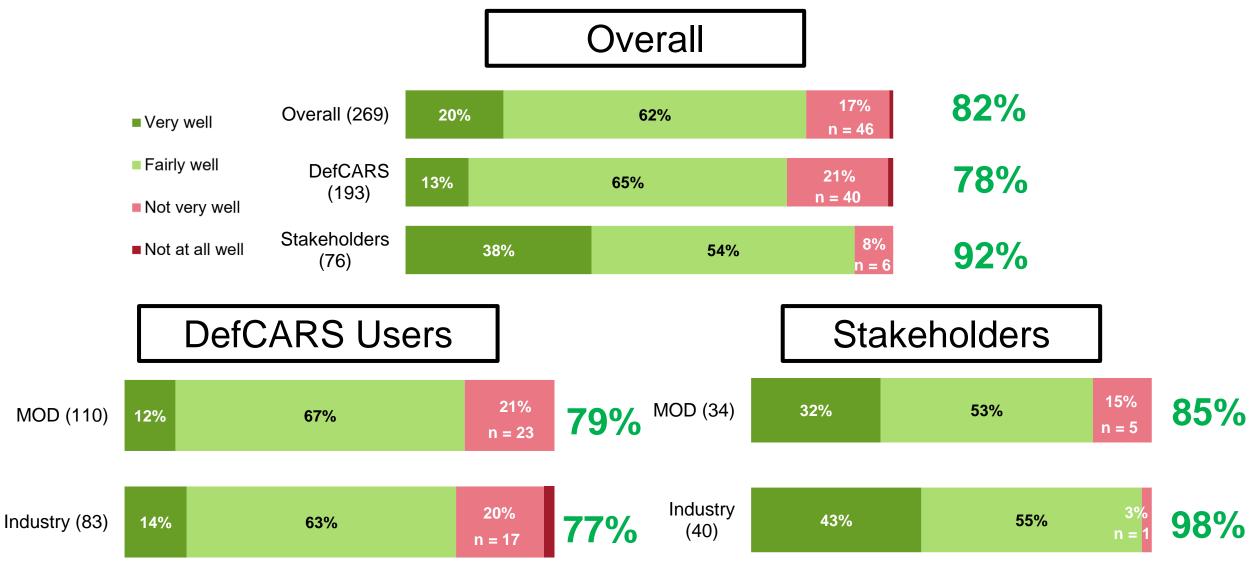


Respondents' views on SSRO engagement have remained stable over the past two surveys





Over 8 in 10 feel that they understand the SSRO's role and what it is aiming to achieve



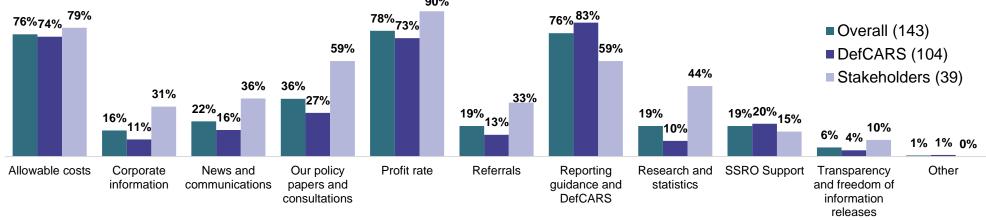
Q5 How well do you feel you understand the SSRO's role and what it is aiming to achieve?



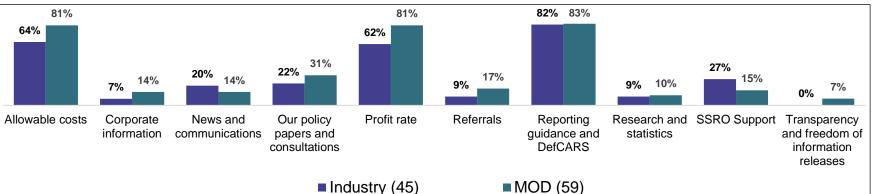
The section most commonly accessed on the website is Profit rate

NQ19 Which of the following sections of the SSRO website have you accessed?

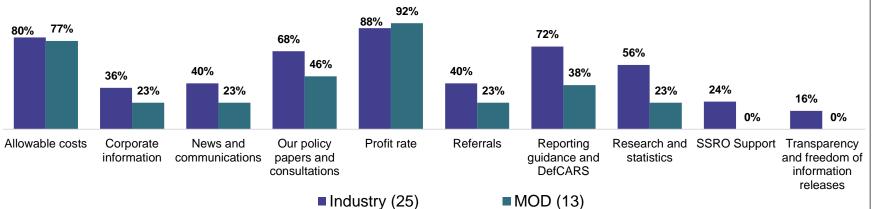
Overall



DefCARS Users



Stakeholders



"It is very useful for us to have SSRO's guidance, opinion and support in our investigations. Guidance is updated every year. and we need to be up to date with the latest regulations. Our work wouldn't be as useful if we didn't have the SSRO quidance"

-- DefCARS User, MOD --



Vast majority of DefCARS users and stakeholders found each section on the website useful and informative

DefCARS Users (104)



56% visited the SSRO Website



Useful or informative

\rightarrow	96%
\rightarrow	95%
\rightarrow	86%
\rightarrow	85%
\rightarrow	95%
\rightarrow	89%
\rightarrow	90%
\rightarrow	91%
\rightarrow	94%
\rightarrow	100%

Stakeholders (39)



54% visited the SSRO Website

Allowable costs (31)
Profit rate (35)
Referrals (13)
Reporting guidance and DefCARS (23)
SSRO Support (6)
SSRO policy papers and consultations (23)
Research and statistics (17)
Corporation information (12)
News and communications (14)
Transparency and freedom of information releases (4)

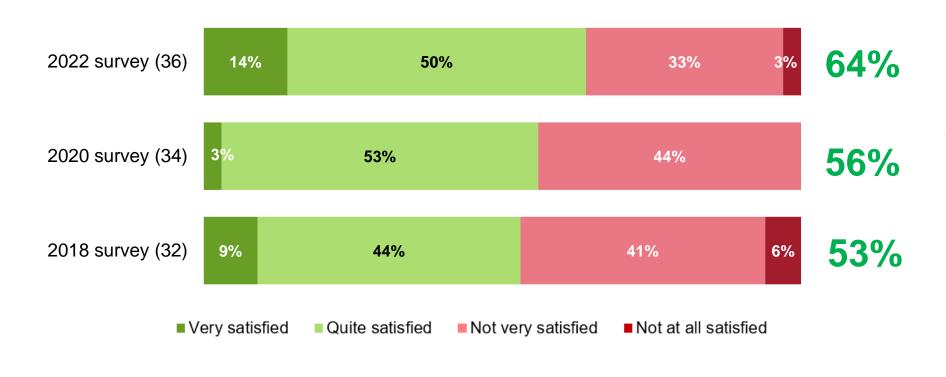
Useful or informative

\rightarrow	90%
\rightarrow	100%
\rightarrow	100%
\rightarrow	91%
\rightarrow	100%
\rightarrow	96%
\rightarrow	100%
\rightarrow	100%
\rightarrow	100%
→	100%

NQ20 How useful or informative did you find the website section for...?



Stakeholders' satisfaction with experience of participating in an SSRO consultation remains mixed



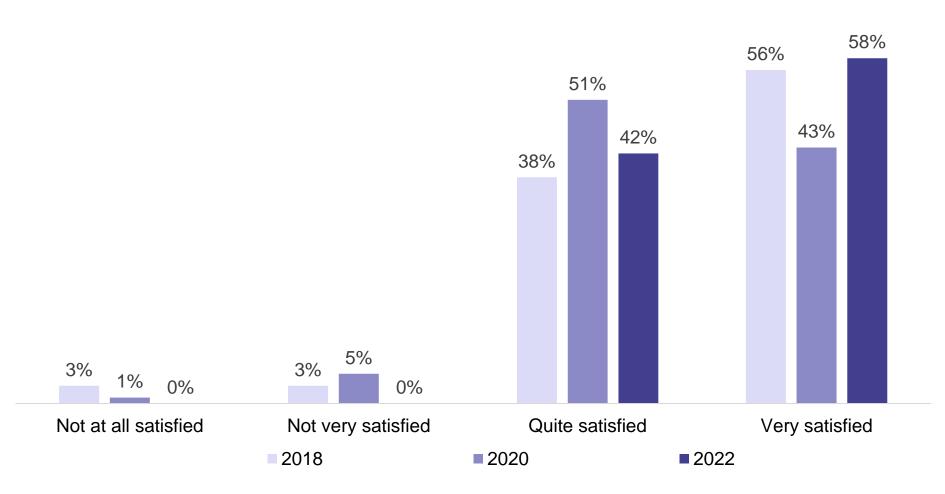


"... The consultation needs to be a consultation... Ask more open questions... gather information first, simulate it and then discuss it with all parties before writing papers and going public. That way they can test what they've understood... That's not to say they're always going to agree with me, I'm sure they won't, but they would disagree from knowledge base and the sound logic. So, more pre-consultation and more time to operate a working group... adding adequate time to conclude engagement in consultations..."

-- Stakeholder, Industry --



In 2022, all respondents were satisfied with assistance provided by the SSRO helpdesk





"When I have an issue or something doesn't seem to be functioning properly... I can send a message to the help desk and they immediately respond, get right back to me, fix things that aren't working properly or make enhancements based on my suggestions..."

-- Stakeholder, Industry --

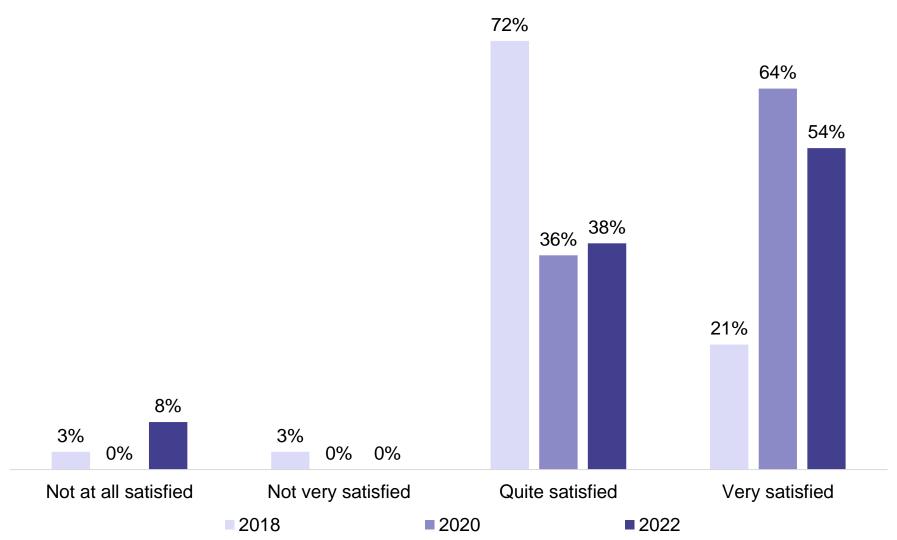
Base number of respondents

2022: 86 2020: 80 2018: 34

Q16 - How satisfied were you with the assistance provided (in general) by the SSRO helpdesk?



In 2022, 9 out of 10 respondents were quite or very satisfied with onboarding assistance provided by the SSRO



Q17 - How satisfied, if at all, were you with the onboarding assistance and support provided by the SSRO when you first entered into a QDC or QSC?

"... I know they give onboarding **DefCARS** sessions suppliers, but that'll just be a once off at the start... If it was a recorded 'how to' session, then you can refresh yourself on it, you can keep referencing back it. And it should cover content and approach not just, 'This is the system, this is where things are on the system, this is what a report looks like'. Making it easy for people to use it and engage with it, that's the important bit"

-- DefCARS user, MOD --

Base number of respondents

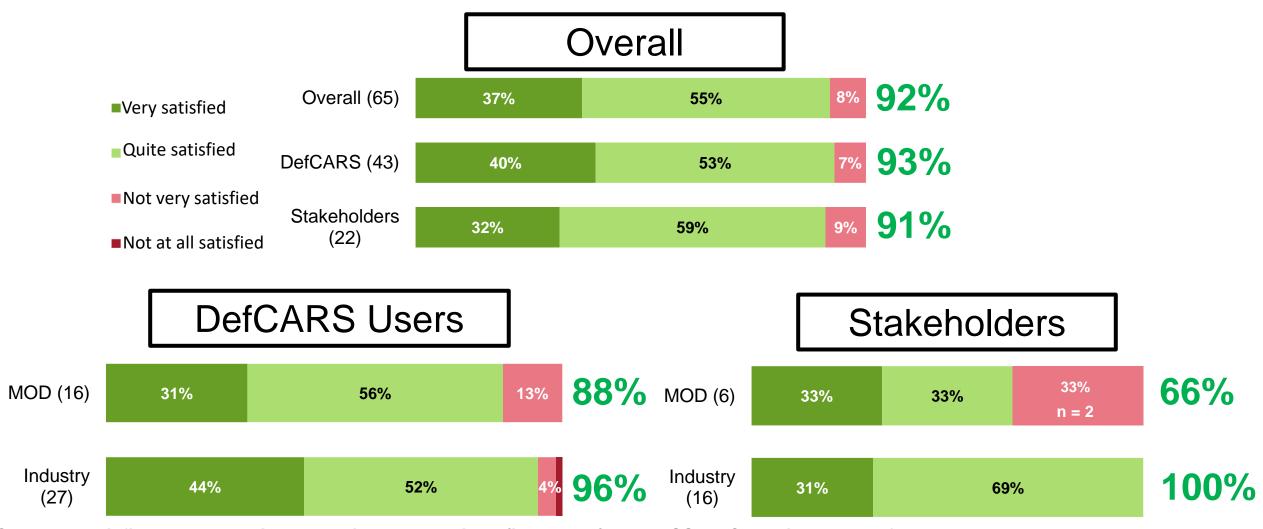
2022: 13 2020: 14 2018: 29

Note – this question has the lowest

base number of respondents:

caution advised.

More than 9 in 10 are satisfied with the assistance provided by the SSRO Compliance Team



Q39 How satisfied were you with the assistance provided (in general) by the SSRO Compliance Team?



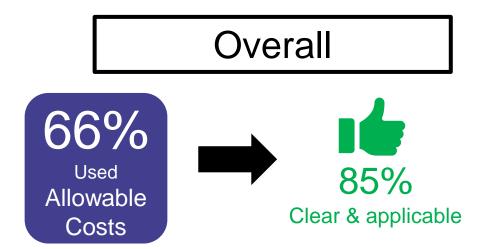
The majority are in agreement with all of the SSRO's values – 'The SSRO is inclusive, seeking input from a diverse range of stakeholders' has the highest level of agreement

	Overall agreement			DefCARS Users' agreement		Stakeholders' agreement	
	Overall	DefCARS users	Stakeholders	Industry	MOD	Industry	MOD
Inclusive, seeking input from a diverse range of stakeholders	91% (154)	95% (92)	85% (62)	95% (39)	94% (53)	84% (38)	86%
Independence	90% (203)	96% (135)	78% (68)	91% (53)	99% (82)	67% (39)	96% (27)
Fair and impartial	89% (200)	96% (137)	73% (63)	91% (56)	99%	62% (37)	92%
Open and transparent	88% (202)	93% (136)	79% (66)	88% (58)	96% (78)	82% (38)	77% (26)
Expert in the regulation of single source defence contracting	88% (202)	93% (137)	75% (65)	94% (54)	93% (83)	82% (38)	68% (25)
Authoritative	85% (200)	91% (132)	74% (68)	91% (54)	91% (78)	75% (40)	77% (26)
Pro-active	73% (184)	78% (120)	64% (64)	80% (51)	75% (69)	63% (40)	68% (22)
Agile in its approach to making changes and improvements	58% (153)	71% (96)	37% (57)	71% (45)	71% (51)	35% (37)	44% (18)

Q32A-H To what extent do you agree or disagree with the following statements...?



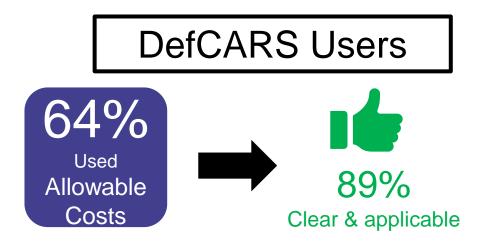
Over four fifths of Allowable Costs guidance users agree that it is clear and applicable





"It's clear and applicable in the sense that it does what it is meant to do... It is guidance-based not rules-based [and] it's quite clear what is meant to be an area for discussion and agreement between parties, and what is black and white... So, I think in general... it's really quite clear on all of those aspects"

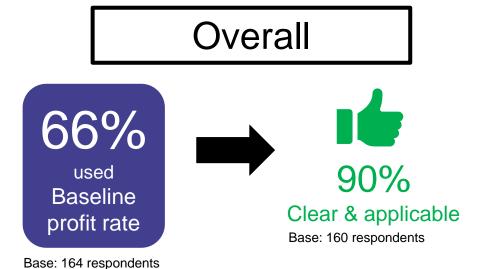
-- DefCARS user, MOD --

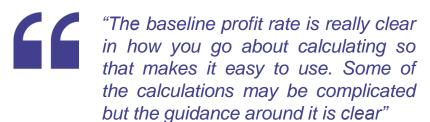






Nine out of ten Baseline Profit rate guidance users agree that it is clear and applicable

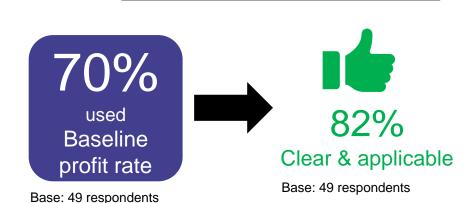




-- DefCARS user, MOD --

Stakeholders

DefCARS Users 65% used Baseline profit rate DefCARS Users 94% Clear & applicable



Q25 Have you used any of the following guidance?

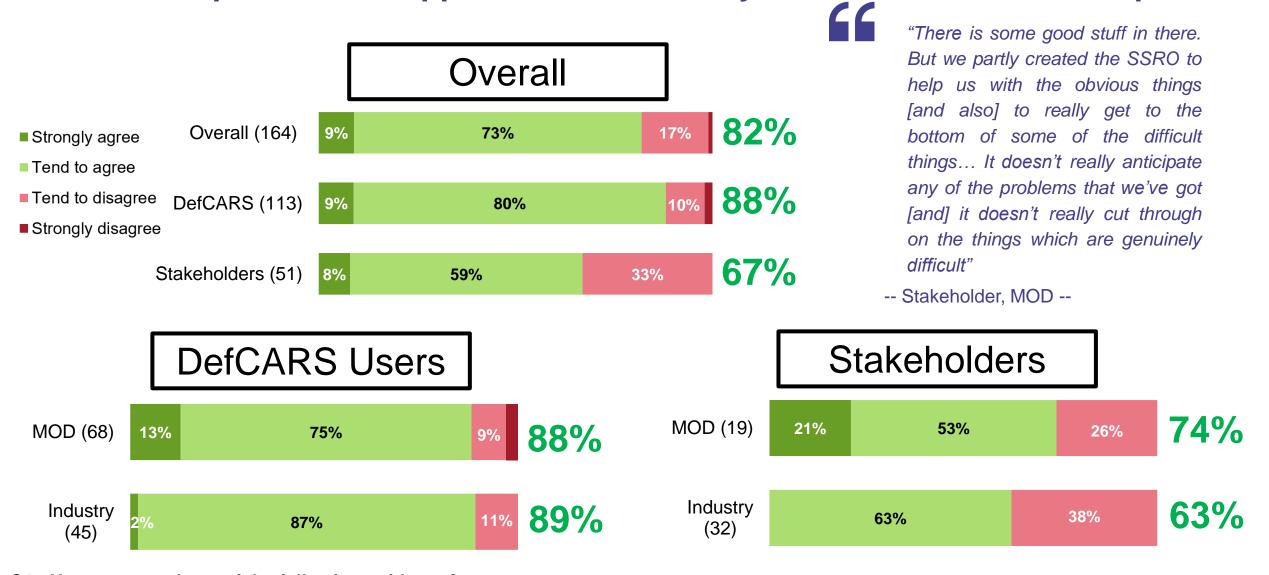
Base: 115 respondents

Q27 To what extent do you agree or disagree that the Baseline profit rate guidance is clear and applicable?

Base: 111 respondents



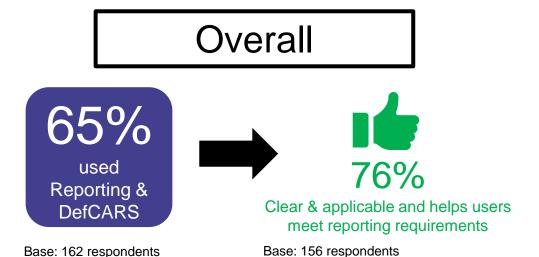
Over four fifths agree that the SSRO's pricing guidance is useful in agreeing contract prices that support value for money and fair and reasonable prices



Q25 Have you used any of the following guidance? Q40 To what extent do you agree or disagree that the SSRO's pricing guidance is useful in agreeing contract prices that support value for money and fair and reasonable prices?



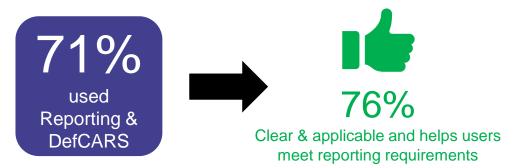
Around three quarters of reporting guidance and DefCARS guidance users agree that it is clear and applicable and helps users meet reporting requirements



"The mechanics of it are clear; 'this is how you use this element of the report, this is how you use the data'. I think where misunderstandings occur... [is around] the interpretation of exactly what's needed. So, they're clear in the mechanics requirement, they're less clear in some of the application..."

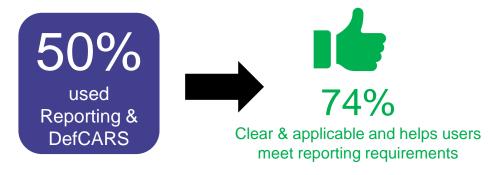
-- Stakeholder, Industry --

DefCARS Users



Base: 127 respondents Base: 122 respondents

Stakeholders



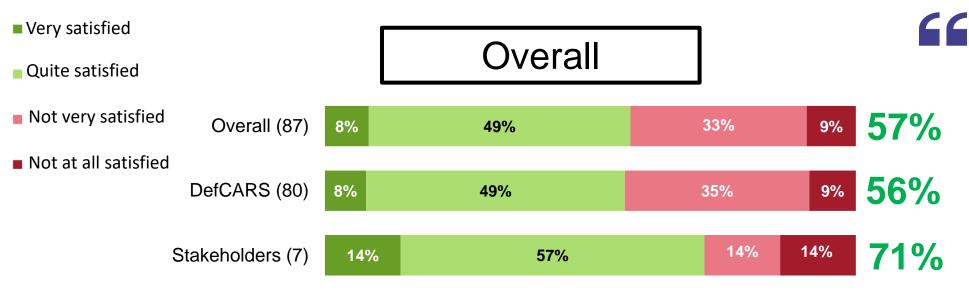
Base: 35 respondents Base: 34 respondents

Q25 Have you used any of the following guidance?

NQ28 To what extent do you agree or disagree that the reporting guidance and DefCARS user guide is clear and applicable and helps users meet reporting requirements?



Around three fifths are satisfied with the usefulness of the data contained within DefCARS



intuitive. It's not a difficult one to use... But it's still quite clunky in areas, and slow in its mechanisms...The system is very well set up when you're starting something brand new and fresh, but... it isn't very well set up to handle where you've got multiple changes..."

-- Stakeholder, Industry --



"DefCARS seems to work fine... It's all very good and very helpful and provides all the information I need to understand the actual cost against the agreed price. The system itself is relatively simple... I think it's intuitive in terms of finding stuff; it's got a search function, it's set out with the different suppliers, and it puts supplier bits together. So, from my view I can see there's the supplier reports and there's the contract reports... The report structure is also laid out intuitively for me... the flow and the sections make sense"



"I am looking for, at my level, really easy, digestible data. I almost want DefCARS to flag to me when there's an issue. All DefCARS does is give me the facts... I think when we open DefCARS we should be plugging in contract information, and then when the reports come through, DefCARS as a system can start to flag up what it thinks issues are, based on the information we fed it to begin with... At the minute, it's almost a data depository store. I'd like it to be a better tool"

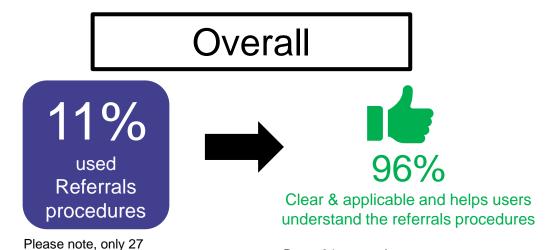
-- DefCARS user, MOD --

-- DefCARS user, MOD --

Q38 How satisfied are you with the usefulness of the data contained within DefCARS?



More than 9 in 10 of Referrals Procedures guidance users agree that it is clear and applicable and helps users understand the referrals procedures



Base: 24 respondents

Base: 11 respondents

"I think it's quite succinct in its output. It helps the user in understanding the mechanism for making a referral. So, I think from that perspective it provides everything."

-- Key Stakeholder, Industry --

Stakeholders said they had used

referrals procedures guidance

B9/6 used Referrals procedures Please note, only 14 DefCARS DefCARS Users 100% Clear & applicable and helps users understand the referrals procedures



Q25 Have you used any of the following guidance?

respondents said they had used referrals procedures guidance

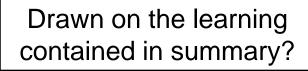
Users said they had used

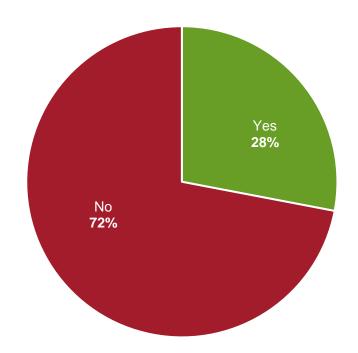
referrals procedures guidance

NQ29 To what extent do you agree or disagree that the referrals procedures guidance is clear and applicable and helps users understand the referrals procedures?

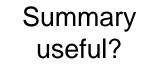


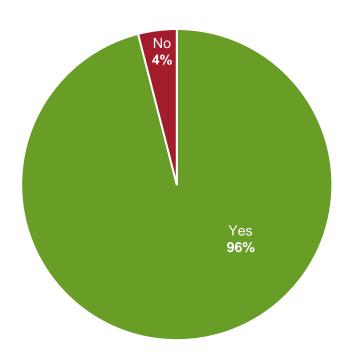
Almost all of those who have drawn on the learning contained in a published SSRO referral outcome summary found the summary useful





Base: 208 respondents





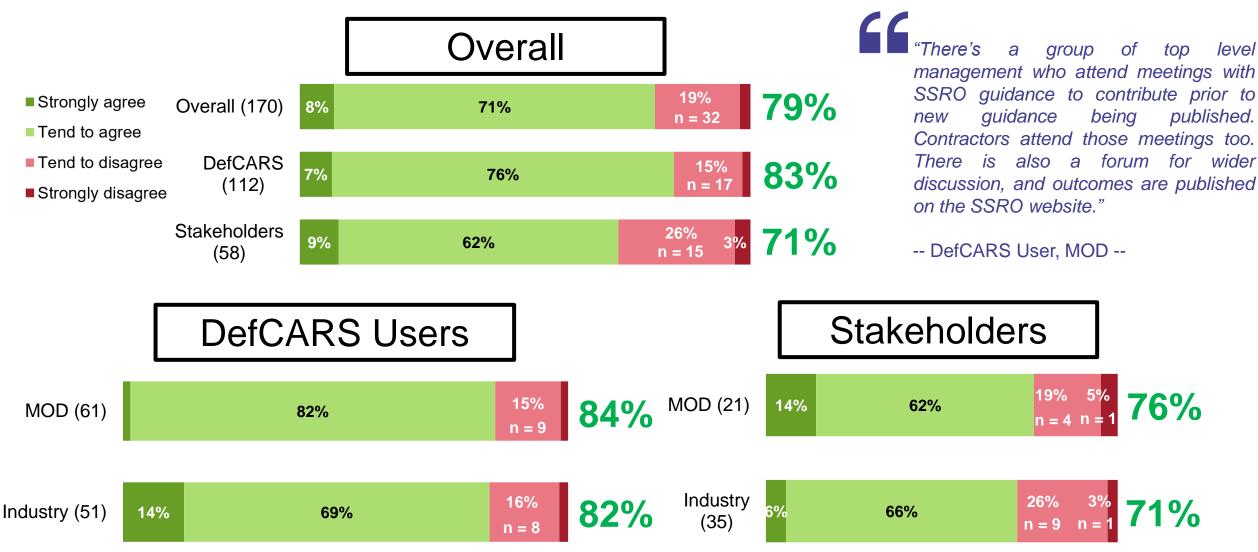
Base: 55 respondents

Q42 In agreeing, managing or delivering a contract, have you drawn on the learning contained in a published SSRO referral outcome summary?

Q43 Was the published summary useful?



Around four fifths agree that the SSRO's processes for reviewing its guidance is fit for purpose



Q30 Are the SSRO's processes for reviewing its guidance fit for purpose?