



Ministry
of Defence

Defence Digital Commercial

The Shop Window to Innovation

The Shop Window to Innovation

Defence Digital's ambition is to acquire and operate tomorrow's technology today. We seek to do this by welcoming digital and tech innovation and insights across traditional and non-traditional sectors into the defence enterprise.

By doing this we will drive greater pace and agility into how we acquire digital and technology capabilities. We will openly share our pipeline with the market and clearly communicate our needs, including the priority challenges we are seeking to address.

This will allow us to position ourselves to design and deliver effective digital and information technology (D&IT) for the military and business front line.

By building excellent relationships across industry, including small and medium-sized enterprises (SMEs); collaborating with Other Government Departments (OGDs) and Agencies; and engaging more routinely with academia, we will achieve our ambition.

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Introduction to Defence

Defence Digital

Defence Digital is responsible for providing digital and technology capabilities to our Armed Forces.

With an annual budget of over £2 billion and a diverse team of 2,500 colleagues, Defence Digital operates at scale to make our Armed Forces one of the most technologically advanced in the world. Led by the Chief Information Officer, [Charlie Forte](#), the Defence Digital organisation is responsible for ensuring that effective D&IT is put into the hands of the military and business front line. What we do and how we do it is guided by the [Digital Strategy for Defence](#).

The world is changing and Digital is at the heart of this change.

Defence Digital Commercial

Defence Digital Commercial, overseen by Victoria Cope (Commercial Director), is responsible for a vast portfolio of complex contracts worth £2 billion per year. This is delivered through our network of over 300 suppliers.

We lead digital commercial colleagues from across the enterprise to develop and deliver a single digital category strategy to deliver products and services that are aligned into [market defined categories](#). This will effectively manage the total £4.7 billion digital spend that sits across the whole of Defence.

Our Digital Categories

Military Technology

The Military Technology category procures a diverse range of Digital Defence equipment such as:

- Military satellites
- Battlefield and tactical communication and information systems
- High grade messaging
- Medium and high threat gateways
- Nuclear response warning systems.

Software & Cloud Services

The Software and Cloud Services category is responsible for direct software purchases and software procured under a service contract through a service integrator/prime/reseller. The landscape crosses specific category expertise and delivery against specific portfolios including: Cyber & Crypt Key, AI, Mission Information Exploitation, and corporate services.

Networks

The Networks category sources and manages contracts that provide:

- Fixed data and voice capabilities
- Mobile and radio services
- Non-satellite strategic communications system

Hardware & IT Services

The Hardware and IT Services category procures the supply and management of the MOD's enterprise IT in fixed (UK and overseas) and deployed environments. This also includes Business Enterprise Services, such as service integration and management, service centre, and testing environment; Foundation Services, such as local cloud and datacentre services; and IT Support Services.

Professional Services

This category procures all external assistance requirements from digital and technology strategy consultancy to individual contractors, including staff augmentation and all delivery support. The exceptions will be when we are buying a product or a service that requires original equipment manufacturer implementation or configuration.

Category Management

Defence Digital has improved the procurement of services and products through category management. This helps to deliver value for money and provides Defence with the opportunity to collaborate with industry.

By analysing spend data, customer needs, market intelligence and forward demand pipelines, it allows us to create targeted strategies and effective sourcing plans for our future needs.

This knowledge will serve as the cornerstone of our industry and market engagement strategy, enabling us to make informed decisions and procure goods and services with greater efficiency.

Delivering Category Management across Defence

Defence Digital is now leading the delivery of digital category management across the Defence enterprise as set out by the Permanent Under-Secretary of State for Defence. This means that teams across defence need to work collaboratively to deliver capability, innovation and cost savings.

We are making progress in developing and managing the digital category strategies by working collaboratively across Government. This is gathering momentum as we refine our approach, learn through experience and engage with Defence and wider industry stakeholders.

Defence Enterprise Space Case Study

The Defence Enterprise gathered at a cross-Government Space Category Day, led by Defence Digital Commercial, with the purpose of collectively delivering on the UK National Space strategy.

Teams worked together to share insights, intelligence and identify opportunities of how we can work together across the space value chain. We were able to understand individual requirements, identify common deliverables and share best practice in our approaches.

The day was deemed a success as it benefited all stakeholders by providing clarity about the benefits of cross-government category management, as well as working together across the sector and domain.

Our Future Roadmap

To maintain the pace with technological developments and tackle future threats, we need to build stronger relationships and work with our stakeholders to ensure that innovation is at the forefront of everything we do.

Engaging early and proactively with our stakeholders will enhance mutual understanding and enable better market supply, hence supporting the MOD capability planning and innovation into Defence.

To achieve this, we will:

- Work collaboratively and develop a stronger partnership with industry, leveraging digital capabilities and increasing agility in our acquisition process.
- Quickly implement next-generation capabilities, seizing opportunities to make digital advances to maintain our competitive edge.
- Extending our reach and engage early with our markets by holding events, forums and roundtables.
- Ensure our policies and processes are proportionate, maximising use of commercial acumen, best practice, and judgement to better manage risk.
- Consistently support all stakeholders to shape and enhance the UK digital and tech research sector, creating a mutually beneficial innovation ecosystem.

Engage with us

You can reach us through our dedicated mailbox:

UKStratComDD-CM-COO-Engagement@mod.gov.uk

Useful links

- Defence Procurement Process: [The Ministry of Defence Procurement process - GOV.UK](#)
- MOD Acquisition Pipeline: [MOD Acquisition Pipeline - GOV.UK \(www.gov.uk\)](#)
- The Defence Sourcing Portal: [Defence Sourcing Portal \(DSP\) \(mod.uk\)](#)
- SME action Plan: [Opportunity and Innovation: The Defence Small and Medium-sized Enterprise Action Plan](#)

Social Media

- Defence Procurement X: [Defence Procurement \(@defenceproc\) / X \(twitter.com\)](#)
- Defence Procurement LinkedIn: [Defence Procurement | LinkedIn](#)
- Defence Digital LinkedIn: [Defence Digital | LinkedIn](#)