
Exotopic

MoD Portal Practicalities (reminder of slides from boot camp)

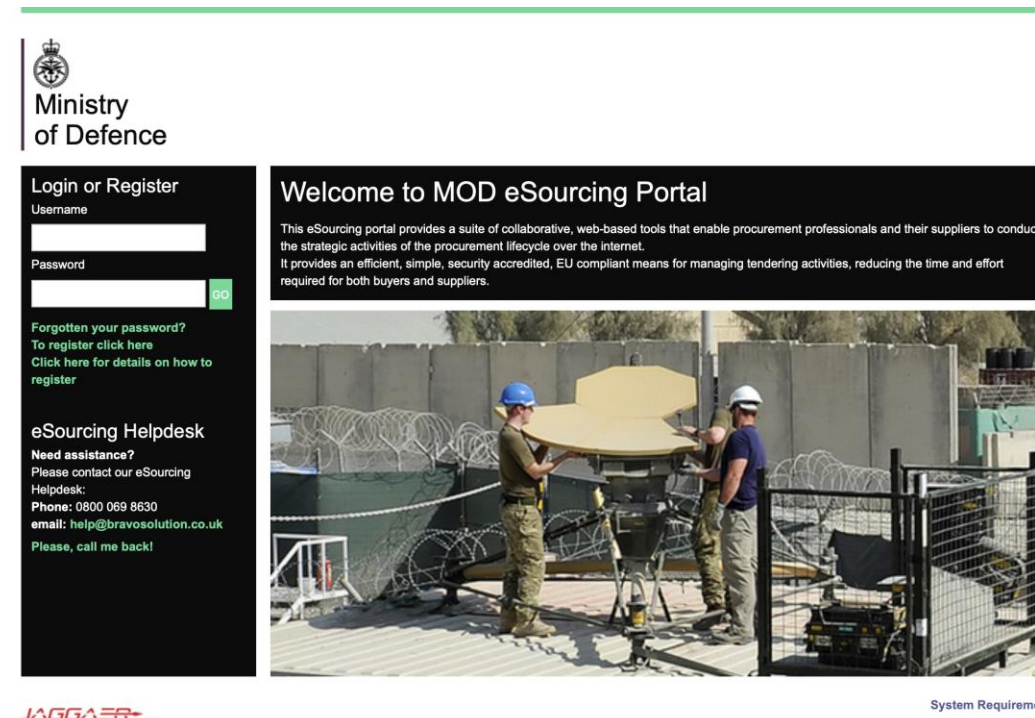
MOD Procurement portals

Main Portal: Defence Sourcing Portal

www.contracts.mod.uk

Portal summary

- Went live 15 Feb 2021
- All public opportunities valued over £10,000
- Requires one-time registration as long as you have some key requirements in place
 - Company registration
 - DUNS number (Dun & Bradstreet)
 - Cyber Essentials (more on this later)
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Supplier Registration Video



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MOD Procurement Portals – R-Cloud

Dstl centric portal for contract research

Access R-Cloud (Version 4)

Research Cloud (R-Cloud) is the Ministry of Defence (MOD) dynamic gateway for contracting science and technology research.

Managed by the Defence Science and Technology Laboratory (Dstl), R-Cloud offers an efficient and effective route to access the latest research opportunities in UK government defence and security.

If you are a supplier of research, whether a sole trader, small to medium-sized enterprise, academic institute or large defence organisation, applying to R-Cloud is your first step to accessing opportunities.

Use this service to:

- create a supplier account with R-Cloud
- access the latest research opportunities offered by the MOD (from 1st December 2020)

Start now

<https://rcloud.dstl.gov.uk>

Portal summary

- Strongly Dstl focused/centric
- TRL level 1-6, so naturally based on earlier stage research contracts
- As of Oct 2023, there's an extension to this: R-Cloud+

Expansion - Introducing R-Cloud+

R-Cloud+ is a brand new optional addition to R-Cloud launched in October 2023. R-Cloud+ allows access to even more opportunities to engage with UK government defence and security research.

Buyers can use R-Cloud (via R-Cloud+) to contract research requirements where it is necessary for some or all of the IPR generated to vest in the Crown. This means suppliers, who choose to apply, will be eligible to participate in even more R-Cloud tasks than before.

R-Cloud+ will use a new Annex to the R-Cloud Conditions of Contract (Schedule 3). This can be found at Annex B (Schedule 3) IPR Vesting in the Crown. This Annex will only apply to contracts awarded under R-Cloud+.

The Tasking Form will show which deliverables require Annex B, whether that is all or just some of those to be contracted.

Further information can be found in the R-Cloud [Guidance for Suppliers](#).

MOD Procurement Portals – Serapis

[dstl]

Guidance
Serapis framework
Updated 12 July 2024

A framework running to July 2025. Broken into “lots” managed by different industry primes. Front line commands, rapid exploitation of technologies.

Lot	Lead	Focus
Lot 1: Collect	Roke Manor	New ISTAR “collect” technology and techniques. Sensing focus.
Lot 2: Space	BAE Systems Applied Intelligence	Underpinning, fundamental applied space research, operations, broadly any space applications.
Lot 3: Decide	Qinetiq	Command and control (C2).
Lot 4: Assured information infrastructure	Qinetiq	Communication infrastructure and technology, assured information.
Lot 5: Simulation and synthetic environments	NSC	Tools and processes for any simulation activity within defence.
Lot 6: Understand	Frazer-Nash	Data analytics and information processing tools and techniques.

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Key Takeaways Related to Portals

- They're your window into what is happening in your field
- For SMEs, often they're most useful as the starting point for actioning a BD engagement plan (rather than directly bidding)
- Make a system! Lots of noise with tenders, organize your life so it's not overwhelming
- If you've never pursued an RFI or PQQ, just have a go! See the process, iterate and become better.

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Additional Resources Worth Looking At

- MOD drafted overview on how to work with them:
 - <https://www.gov.uk/government/publications/mod-procurement-an-overview/doing-business-with-defence>
 - Major suppliers
 - Lots of further links to relevant policies, guides on procurement
 - Facilities and security aspects
 - Accreditations (Cyber and other)
 - Contact details within MOD for people to help
- Understanding security aspects:
 - <https://www.gov.uk/government/collections/government-security>
- HMG drafted overview of how SMEs can work with government:
 - <https://www.gov.uk/government/publications/smes-a-guide-to-working-with-government>

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Bidding Tips – *Clarity is King*

Bidding Best Practice

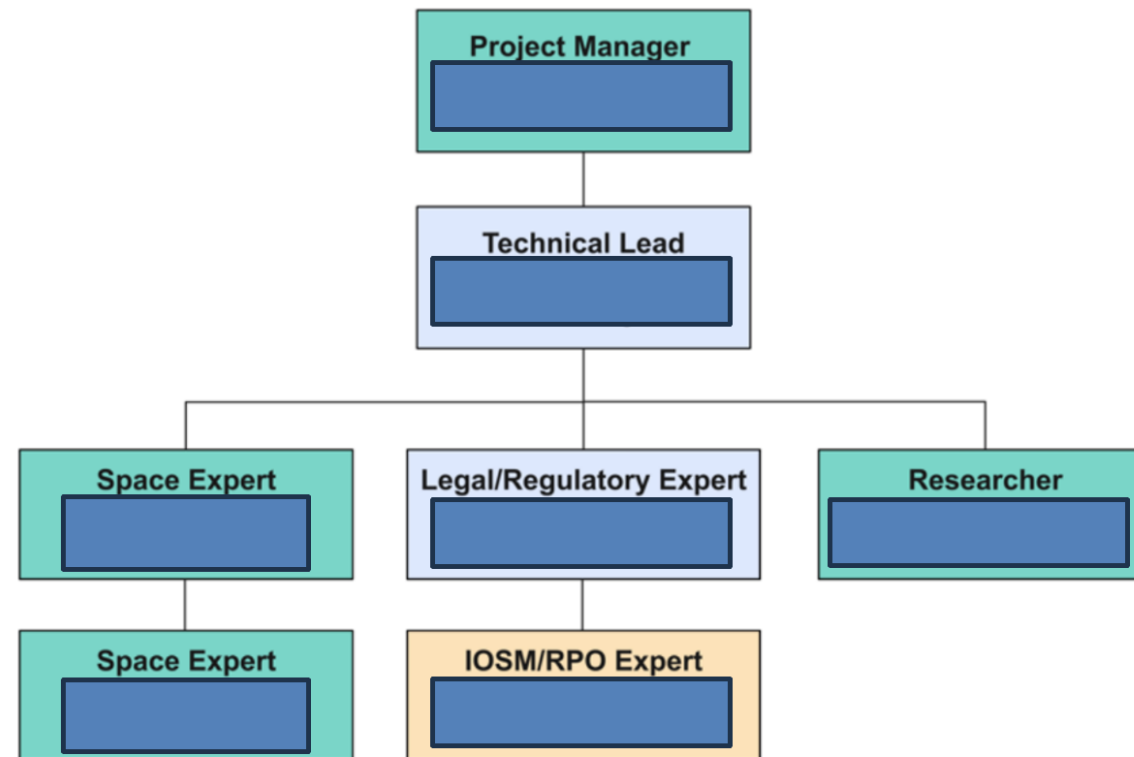
- Bidding can be challenging, and the cause of this can include:
 - Uncertainty
 - How/where do I access opportunities?
 - Who can I partner with?
 - Does it fit in my business?
 - Lack of resources
 - Time
 - Partners
 - Bidding ability/infrastructure
 - Lack of experience
 - What does good look like?
 - We'll discuss some examples today....

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Bidding Tips – Team Structure

Roles & Responsibilities

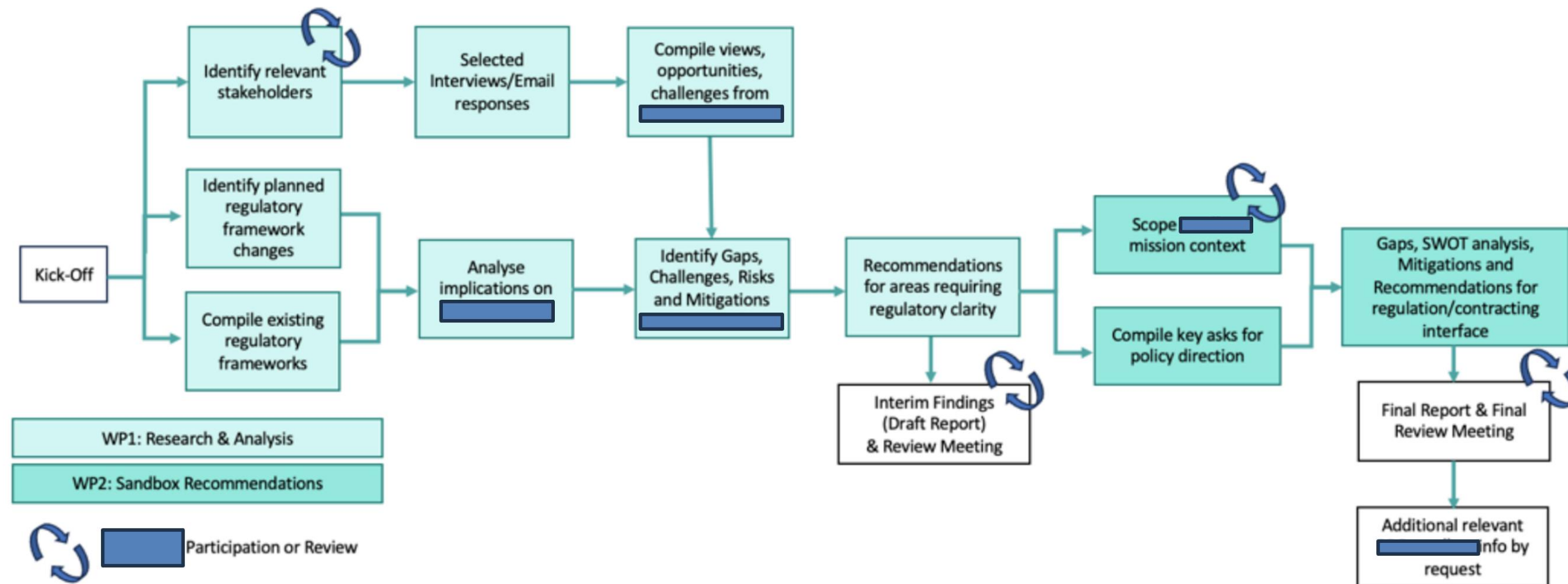
The team organigram is as follows:



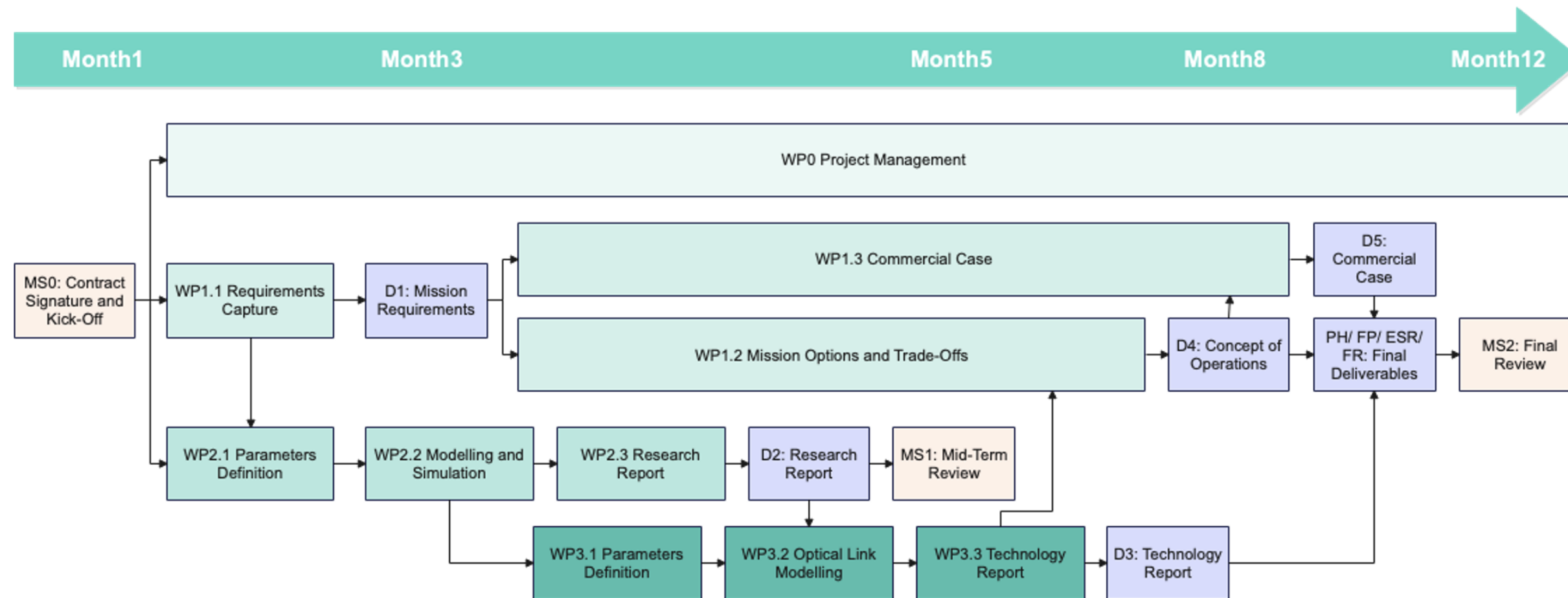
Exotopic is the prime of this contract, providing the Project Management, managing logistics, space expertise, and researcher resource which will directly support the Technical Lead. Exotopic will also be responsible for proofreading, consistency and ensuring effective language in, and presentation of, the final deliverables. It will manage sub-contract arrangements with [redacted], and ultimately be responsible for project delivery and quality.

The Exotopic PM will be the primary point of contact for all project matters.

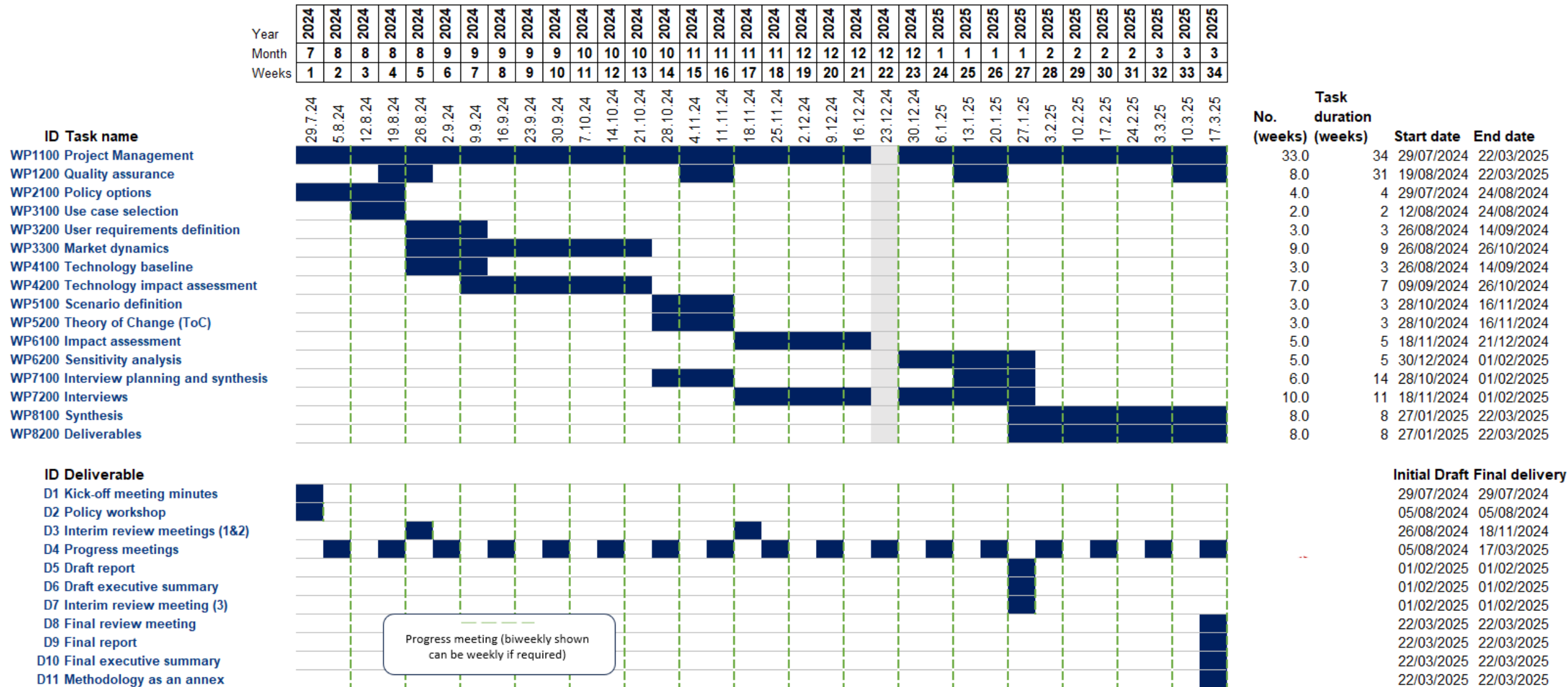
Bidding Tips – Work Logic



Bidding Tips – Work Logic



Bidding Tips – Project Overview



Bidding Tips – Risks

Key Risks and Mitigations

1. Sufficient breadth and quality cannot be achieved within restricted timescale

We will mitigate quality versus time issues by having senior regulation and space experts leading and carrying out the work, bringing into the project previous work which reduces the research burden. A researcher will supplement the experts allowing parallel research.

2. Stakeholders are non-responsive or cannot be contacted in sufficient time

We have strong existing relationships with the [redacted] as well as start-ups/small businesses developing the most novel [redacted] which we can immediately contact and are highly likely to engage. This ensures both information exchange, but also coverage of known and future [redacted] to make this [redacted] as futureproof as possible.

3. [redacted] considerations are evolving quickly and may be unclear

Our experts work at the leading edge of [redacted], ensuring we have both the most current knowledge but also knowledge of the gaps, uncertain areas, and faint signals for future regulation and [redacted] needs which will be brought into this project.

4. Key expert is unavailable due to illness or other project work

We have included a range of expertise (2 regulatory and 2 space experts) to mitigate availability and capacity issues. We have a strong dependency on [redacted] and as the lead has provisioned her workload in October/November to accommodate this project.

Bidding Tips – Understanding Project Environment

To fulfil this aim, we have identified the following objectives that the research will focus on:

- **Identify key players** in the [redacted] markets, including which sectors the main stakeholders are part of.
- **Identify three main case studies** and their strengths and weaknesses.
- **Analyse how the UK is positioned** compared to five prime countries in the market (to be approved by [redacted]).
- **Identify and analyse barriers to adoption**, including the risks involved with it and the mitigation for each one of them.
- **Develop a robust roadmap to commercialisation** of advanced materials, allowing for new markets and a more flourishing UK economy across diverse sectors.

Bidding Tips – Understanding Project Environment

For accurate and thorough research, the breadth of stakeholders positions we will engage with are outlined in four example stakeholder personas below.

STAKEHOLDER POSITION	CHARACTERISTICS
Operational worker	Full-time employed / self-employed; existing projects
Decision maker	Senior or Technical position; regularly contacted; has a team
Leader in technology	Technically savvy; technically literate; technology aware
Familiar/expert with use of advanced materials	Individual with wide knowledge of the technology and is aware of practices and / or ongoing discussions

Bidding Tips – Understanding Project Environment

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Based on these inputs we have initially set the following requirements for surveys, group interviews, workshops and 1-to-1 meetings:

1. Up to 100 closed text questions.
2. Up to 10 open text questions.
3. Maximum 20 mins per survey.
4. Maximum 30 mins per additional live interviews.
5. Financial or other type of incentive for qualifiable participants (qualification requirements to be finalised in collaboration with the department; e.g., size of the business, technical expertise etc.)

Bidding Tips – Understanding Project Environment

Our understanding of the relationship among the different actors in the ecosystem can be summarised on a high level in the figure below:

