



Ministry  
of Defence

Commercial 

Find opportunities to  
become a supplier with  
the Ministry of Defence

# Delivering for our frontline forces

Many businesses assume they wouldn't be able to work with the Ministry of Defence (MOD) due to security restrictions or other barriers. But this isn't the case. Today, thousands of small businesses across the UK are delivering for us. From data services and artificial intelligence to manufacturing and logistics, the MOD procures a wide range of goods and services.

And there is an ambition to help more businesses work with us and to help them grow. In the government's recent [Defence Industrial Strategy](#), it was announced that:

*"As defence spending rises in the UK and globally, we will significantly increase our support to SMEs, helping small businesses and start-ups with big ideas to grow into national powerhouse."*

In this leaflet you can learn about some of the ways you can work with Defence and who to contact for help so you can be part of the national effort to make Britain secure at home and strong abroad.



# Find current opportunities

The most direct way to work with us is to bid for published contracts.

The Ministry of Defence publishes many of its high value contracts on the cross-government website, [Find a Tender](#). All advertised MOD contracts are published on their [Defence Sourcing Portal \(DSP\)](#).

In some cases, to bid for contracts you first need to apply to join what's called a framework or dynamic market. These are platforms onto which successful suppliers can upload details about their services and who are then eligible to bid for any opportunities that get published.

They are often focussed around a specific technology, good or service which makes it easier for government buyers to quickly reach a targeted list of suppliers with expertise in that field.

Some of the frameworks are permanently open to join whilst others close which means you'll need to wait for it to reopen to join.

You can find more details on frameworks and other routes to market that the MOD uses specifically to buy technology and new innovations here:

[Find contracts in technology and research and development with the Ministry of Defence - GOV.UK](#)



# Respond to a security challenge

Another way of engaging with the Ministry of Defence is by responding to security challenges we pose for industry to solve. Some of the places these are published are:

## Accelerated Capability Environment

A Home Office-led community of businesses - largely SMEs and academia - who collaborate to solve public sector problems including defence and security challenges.

[Accelerated Capability Environment](#)

## The Ideas Marketplace

Supports collaboration between suppliers, academics, civil servants and international stakeholders to work with the MOD on tackling the UK's biggest defence challenges.

[The Ideas Marketplace](#)

## HMGCC Co-creation

Invites industry and academia to apply to take part in funded challenges. Projects are run at lower security classification levels, contracting times are short and suppliers are supported to retain their intellectual property.

[HMGCC Co-creation](#):

## Futures Lab

A network that brings together leading experts across industry and academia to provide solutions to complex MOD challenges. There's an [intro call](#) every month for new joiners.

Defence also runs competitions, offers innovation loans and has other initiatives which can be found [here](#).







## Join a community

The MOD works with a set of regional defence and security clusters which are a great place to start to build your network or share ideas.

Contact details are:

- [South West Regional Defence and Security Cluster](#)
- [East Regional Defence & Security Cluster](#)
- [Western Regional Defence & Security Cluster](#)
- [Greater Lincolnshire Defence and Security Cluster](#)
- [London Regional Defence and Security Cluster](#)
- [North East Regional Defence and Security Cluster](#)
- [North West Regional Defence and Security Cluster](#)
- [South Central Regional Defence and Security Cluster](#)

We also work closely with UK trade bodies. You can find details of which ones here:  
[MOD engagement with trade associations - GOV.UK](#)

# Contract through a prime supplier

The Ministry of Defence works with a handful of strategic suppliers many of whom engage SMEs on contracts they deliver for us. They are:

Airbus	Lockheed Martin
Babcock	MBDA
BAE	QinetiQ
Boeing	Raytheon
Capita	Serco
General Dynamics	Rolls-Royce
KBR	Thales
Leidos	DXC Technology
Leonardo	

There are also third-party organisations who help to connect small and medium sized businesses with other corporations in the defence, aerospace and security sectors who are looking to partner or sub-contract work.

Find out more about how to connect with our strategic suppliers, as well as organisations that link up SMEs with large defence organisations on the [Procurement at MOD page](#).





## Contacts to get help

### Commercial X

The MOD's programme for accelerating procurement of digital technologies and new innovations. They welcome suggestions from suppliers on how we can make the MOD easier to work with.

[Ministry of Defence - Commercial X - GOV.UK](#)

### Innovation partners

Defence and Security Accelerator is a MOD team with innovation partners based throughout the UK to scout out the best ideas and support suppliers to make them real.

[Find out more and contact your local innovation partner](#)

### UKDE Export Faculty

A government service supporting SMEs looking to export in the defence and dual-use sectors. It offers opportunities to participate in government trade missions, 'meet the buyer' events and more.

[UKDE Export Faculty](#)

### The Office for Small Business Growth

A new office dedicated to supporting start-ups and small and medium sized businesses working with Defence or trying to break into Defence.

[digital.mod.uk/sme-dosbg](https://digital.mod.uk/sme-dosbg)



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