



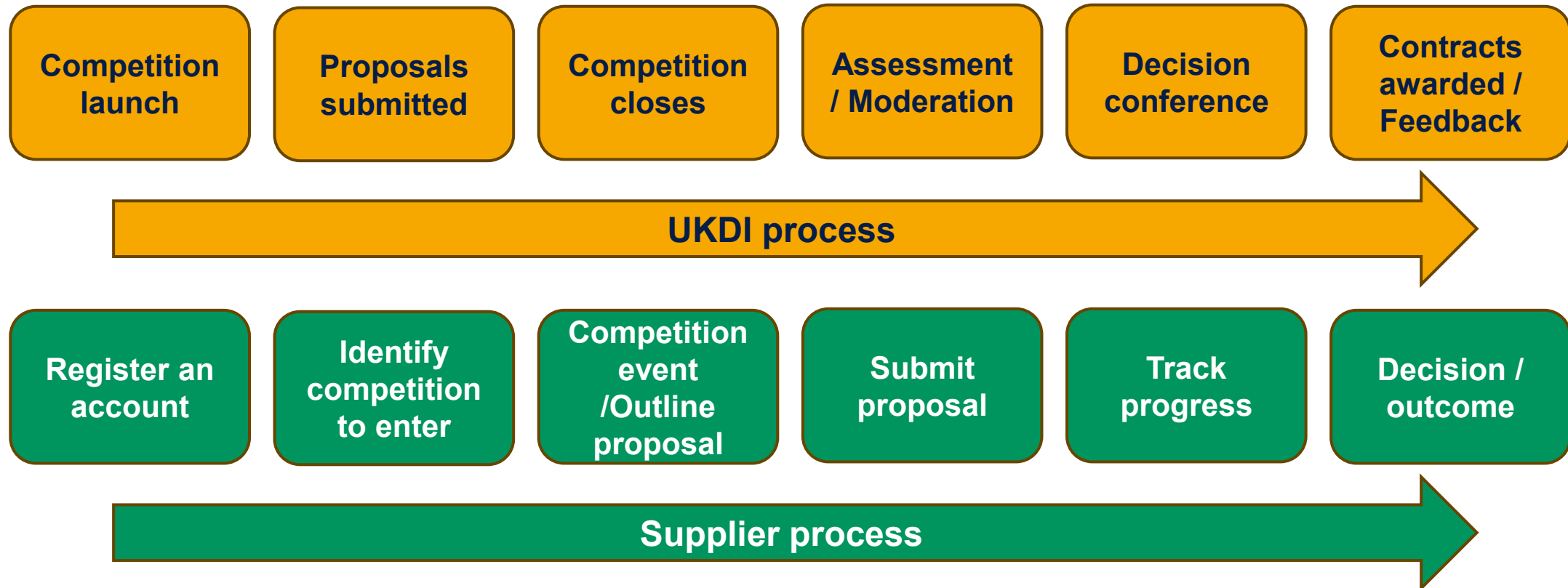
UK Defence Innovation

UK Defence Innovation (UKDI) Bid Writing Guidance

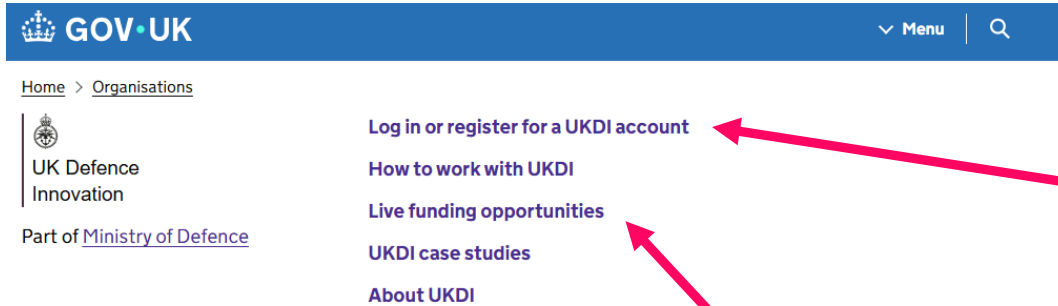


UKDI Competition Process

For live competitions on www.gov.uk/ukdi



UKDI homepage – www.gov.uk/ukdi



We recommend you use a Google Chrome browser when accessing the UKDI submission service.

Log in if you have an existing account or register for an Enterprise Collaboration Service (ECS) account.

Featured



28 July 2026 — News story
[Faster than the best, better than the rest: UKDI launches new cycle of Innovation Support to Operations](#)

UKDI launches Cycle 8 of Innovation Support to Operations - a fast paced competition to identify and accelerate innovative technologies for scalable manufacture and urgent defence deployment.



15 July 2026 — News story
[UKDI unifies innovation to accelerate frontline capabilities and drive national growth](#)

UK Defence Innovation (UKDI), the MOD's innovation team, announces its 5 innovation themes.



14 July 2026 — News story
[New and novel: call for multi-domain autonomous systems](#)

Dstl seeks early-stage novel and disruptive science and technology to advance defence robotics and autonomous systems

Login or Register

Login

If you already have an account.

Register

If you do not already have an account.

View live competition and funding opportunities.

Competitions and associated events

Service	Market Explorations	Themed Competitions	Open Call	Defence Innovation Loans
Purpose	Assessing market interest and the range of potential solutions	Customer 'Pull'. User defined challenges	Innovator 'Push'. Supplier propose the idea and the benefit	
Funding	No funding	Decided upon by customer		Business Loan up to £1 million.
Associated events	No events	Typically, a launch webinar is held on Teams (with Slido) around a week after launch. Bookable one-to-one sessions with the competition team are sometimes available, on a first come, first served basis, or otherwise arranged through your Innovation Partner.		
Regularity	Irregular – as and when need arises	Launched regularly – 15-25 per year	Cycles throughout the year	Cycles throughout the year
Timeframe	Open for fixed period	Open for fixed period		

Getting involved in competitions

- Find a Competition you'd like to submit to on our website
- Read the Competition Document
- Attend Competition Events
- Register on ECS
- Contact your Innovation Partner
- Submit a 'UKDI Innovation Outline' for review
- Begin a bid with the correct UKDI service (if in doubt speak to your local Innovation Partner)
- Each assessor has 90 minutes to assess your proposal
 - Minimum 3 assessors per proposal
 - Drawn from Dstl, user community
 - Assessments are moderated
 - Decision Conference

Supplier dashboard

Click the 'Start Now' button below to start your Submission to UKDI.

If you wish to submit a proposal for one of UKDI's competitions (including the Defence Innovation Loan), we strongly encourage you to discuss your idea with your local UKDI Innovation Partner if you have not done so already.

They will be able to provide guidance on the most appropriate UKDI competition and may be able to advise on the desirability of your idea in advance of a submission. To contact your local Innovation Partner please follow [these steps](#).

In the case of Proposal submissions for Competitions, please make sure you have considered the following:

1. Is your project at the right stage for our funding?
2. Is your work plan complete?
3. Have you directly addressed the specific needs in our competition document?
4. Have you got a fairly detailed breakdown of expected costs?
5. Are you aware of what information may be held or released by UKDI?

[Read more](#)

[Start now](#)

Guidance

[Submitting a to a competition](#)
[How your submission is assessed](#)
[How we protect your IP \(intellectual property\)](#)
[Terms and conditions](#)
[Contact UKDI Innovation Partner](#)

How to complete your submission

How to complete your submission

1. Service



Service

We operate a number of different services for a variety of UK Government organisations and partners. Please use this section to specify what your submission relates to.

[Market Explorations](#) look at the existing capability of suppliers in respect of specific defence and security challenges. There is no opportunity to secure funding directly through a Market Exploration submission.

[Themed competitions](#) call for proposals responding to specific defence and security challenges. These run for a limited time only.

[The Open Call for Innovation](#) calls for proposals addressing challenges of constant interest to defence and security. This competition is always open and submissions are assessed on a regular basis.

Innovation Outlines provide an opportunity to submit a brief summary of something you think may be appropriate for submission to the Open Call for Innovation or a Themed competition. A UKDI Innovation Partner will review your submission and discuss this with you.

[Defence Innovation Loans](#) are an opportunity for single small and medium enterprises (SMEs) with solutions to Defence themed problems to apply for a Defence Innovation Loan to help develop and convert their mature innovation into a viable business proposition. Innovation Loans will be open for applications all year round, with assessment dates scheduled across the year.

The [Defence Technology Exploitation Programme \(DTEP\)](#) offers up to 50% grant funding to small and medium-sized enterprises (SMEs) across the UK and is designed to support them develop innovative materials, technologies and processes, and to enhance defence supply chains. DTEP will be open for proposals year-round, with cycles closing at 3-month intervals for assessment of submissions.

AUKUS is a security and defence partnership between Australia, the US, and the UK to support a free and open Indo-Pacific by strengthening local global security. Competitions, are organised trilaterally across the [Advanced Strategic Capabilities Accelerator](#) (ASCA) in Australia, the [UK Defence Innovation](#) (UKDI) in the United Kingdom and the [Defence Innovation Unit](#) (DIU) in the United States. Competitions will be run sporadically with each competition open for a limited time only.

Once you leave this page you will not be able to select a different service for this submission.

Select service category

- ☒ UKDI Themed Competition
- ☐ UKDI Innovation Outline
- ☐ Defence Innovation Loan

Select service name

You've chosen to enter a UKDI Themed Competition. Tell us which one you're entering:

- ☐ Conflict Wounds - From Biology to Battlefield Solutions (Closing 24/03/2026)
- ☒ Countering Illegal Use of UAS Around Prisons and Sensitive Sites (Closing 31/03/2026)

Select Challenge(s)

Please select as appropriate

- ☐ Challenge Area 1: Higher TRL Solutions
- ☐ Challenge Area 2: Medium TRL Concepts for Future Capability

Previous Proposal

Have you already sent this submission in an earlier form?

- ☐ Yes
- ☐ No

☐ I have read and accept the terms and conditions relevant to the UKDI competition or service to which I am submitting a response.

Save

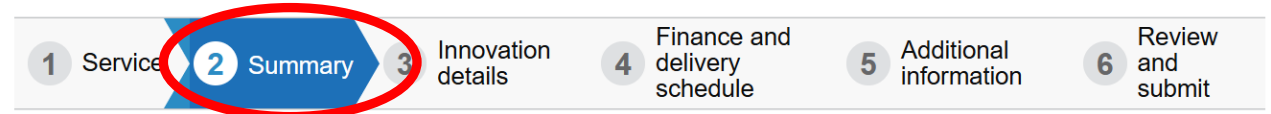
Save and continue

[Save and go to dashboard](#)

2. Summary

- The summary is a key tool for identifying subject matter experts for assessment
- All information must be OFFICIAL
- You will be automatically assigned an ACC number
- The title and abstract should be meaningful and describe 'what it says on the tin'

Step 2 of 6



Summary

- You must not submit any information classified above Official. Please contact [UKDI](#) well in advance of the competition closing date if you have any questions.
- Each Assessor should be able to read, understand and complete an assessment of your proposal within 90 minutes, unless otherwise stated in the competition document.
- Please provide full answers on the (Desirable/Feasible/Viable) criteria for your Innovation in the boxes provided. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition.
- You may attach images/figures/diagrams in support of your application. These attachments are limited to .png / .jpeg files only.
- Please ensure you read the Terms & Conditions for this competition and the proposal guidance provided on the [UKDI website](#).

This information will help us ensure the right experts see your submission.

Your Submission Number
ACC6223718

Your Submission Title

12 words remaining

- The Proposal Value Proposition Statement summarises why Defence and/or Security would be interested in your idea
- The Title and an Abstract are retained and can be shared across Defence and Security

Please provide a simple statement that summarises why a Defence and/or Security User would be interested in your idea. A good PVPS communicates the problem solved and the clearest benefits to the Defence and/or Security User. You will be able to expand your explanation on the next page, in the 'Desirable' section of the proposal.

Minimum 100 words

When submitting your proposal, you are required to include a proposal title and a short abstract. The title, abstract and PVPS you provide will be used by UKDI, and other government departments, to describe the project and its intended outcomes and benefits. It will be used at UKDI events in relation to this competition and included in documentation such as brochures, and to share with other parts of government with a view to generating additional funding.

Minimum 100 words.

[illegible]

2. Summary cont.

- Select your [Technology Readiness Level \(TRL\)](#) at the start and end of your proposed project
- Ensure the TRLs align to the specific competition

Technology Readiness Level (TRL)

UKDI provides funding to accelerate Technology Readiness Level (TRL). Please indicate the current TRL of your idea and, if your proposal is funded, the expected TRL at close of contract. Please see [grading page](#) for reference.

Project Start Technology Readiness Level

- Select Option -

Project End Technology Readiness Level

- Select Option -

- Select your Primary and Secondary areas of specialism
- Key tool for identifying Subject Matter Experts for assessment

Area(s) of Specialism

Please review the areas of specialism available in the list below and attempt to assign the closest possible match that describes the technical discipline to which your submission relates.

At least one primary category must be selected. If you are able to add a secondary, more detailed category, please do so.

You may optionally add an additional area of specialism in the same way.

Please note that the area of specialism will not impact the outcome of your submission in any way. Please just select the 'best fit' category

Area of Specialism 1*

Select a Primary Category - Required

Area of Specialism 2

Select a Primary Category - Optional

Area of Specialism 1*

Select a Primary Category - Required

Select a Primary Category - Required

Air Platforms

Analysis & Decision Support

Autonomy

CBRN

Civil Engineering

Communications technology & Satellites

Cyber and Electronic Warfare (EW)

Data Science, Computer and Cyber including C4I

Detection and Sensing

Electrical Engineering and Electronics

Energy and Power (E&P) Technologies

Ground Platforms including Vehicles

Human Systems

Integrated Survivability, Protection of Personnel, Platforms and Infrastructure

Life and Biomedical Sciences

Materials & Manufacturing Processes (M&MP)

Other Physical Sciences

Sea Platforms

Weapons Technologies

Area of Specialism 1*

Air Platforms

Select a Secondary Category - Optional

Select a Secondary Category - Optional

Aerodynamics and flight theory

Aircraft Propulsion, Power and Thermal

Avionics

Design

Fixed Wing Vehicles

High-Speed/Hypersonics

Lethality

Lighter-than-air Aircraft

Logistics

Maintainability/Sustainability

Mobility

Modularity

Propulsion

Rotary Wing Vehicles

Survivability

Unmanned and Autonomous Air Vehicles

Vulnerability

3. Innovation details

Step 3 of 6

1 Service 2 Summary 3 Innovation details 4 Finance and delivery schedule 5 Additional information 6 Review and submit

Innovation details

You must not submit any classified information to UKDI. [Find out more about government security classifications.](#)

A. Innovation Outline reference number	OPEN	✓
B. Desirability	OPEN	✓
C. Feasibility	OPEN	✓
D. Intellectual Property Rights, are all deliverables Full Rights Versions?	OPEN	✓
E. If all the deliverables are not Full Rights Versions provide further detail on Innovator Background Information or third party Information.	OPEN	✓
F. Viability	OPEN	✓

Desirable – does it solve a Defence or Security Challenge?

- Strategic fit
- Relevance to customer
- End user pull
- Defence and/or Security compatibility
- Exploitation beyond the project plan

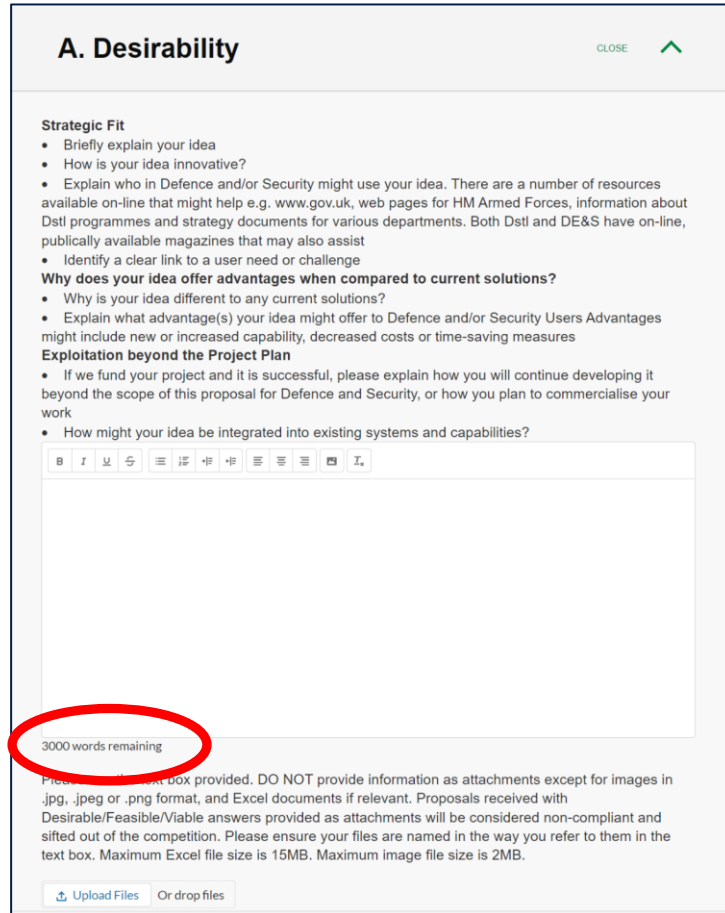
Feasible - Is there a reasonable chance of technical success?

- Technically credible
- Innovation and risk
- Expertise and capability

Viable – Are the work packages realistic?

- Project delivery
- Costs and value for money

3. Innovation details cont.



A. Desirability CLOSE 

Strategic Fit

- Briefly explain your idea
- How is your idea innovative?
- Explain who in Defence and/or Security might use your idea. There are a number of resources available on-line that might help e.g. www.gov.uk, web pages for HM Armed Forces, information about Dstl programmes and strategy documents for various departments. Both Dstl and DE&S have on-line, publically available magazines that may also assist
- Identify a clear link to a user need or challenge

Why does your idea offer advantages when compared to current solutions?

- Why is your idea different to any current solutions?
- Explain what advantage(s) your idea might offer to Defence and/or Security Users Advantages might include new or increased capability, decreased costs or time-saving measures

Exploitation beyond the Project Plan

- If we fund your project and it is successful, please explain how you will continue developing it beyond the scope of this proposal for Defence and Security, or how you plan to commercialise your work
- How might your idea be integrated into existing systems and capabilities?



3000 words remaining

Please ensure all content is provided in the text box. DO NOT provide information as attachments except for images in .jpg, .jpeg or .png format, and Excel documents if relevant. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition. Please ensure your files are named in the way you refer to them in the text box. Maximum Excel file size is 15MB. Maximum image file size is 2MB.

 Upload Files Or drop files

- Use each bold title section as a header in the main body of your proposal
- Make use of the formatting tools to aid readability for the assessor!
- If you are entering a themed competition, ensure this section is related to the challenge area(s) in the competition document and that your proposal is relevant
- If you are entering an open competition, state why your innovation is relevant to Defence and Security
- Letters of support are not necessary
- Provide answers in the text box, not as attachments unless they are images, which can be added under additional supporting data.
- Detail what your plan for exploitation is beyond the proposed project

3. Innovation details cont.

B. Feasibility

CLOSE

Technical Credibility

- Please provide details of the work completed to date and information about how that work was funded
- For the proposed project, provide all relevant technical details. Assessors need to be able to decide if your technology is going to work, so make sure you provide enough detail on how the technology will be developed and tested
- Assume that Assessors will have at least degree level education in relevant subjects. You can add figures if you feel they assist but use sparingly as they detract from Assessors reading the application
- Demonstrate that the proposal is scientifically, technically and practically feasible within the proposed project timescales, and has a robust testing regime with clear and quantifiable measures of progress and performance

Ambition, challenge and advantage

- Your proposal must demonstrate how you plan to undertake the work, your plans to address the challenges related to that work, how challenging and ambitious your approach is and what advantages your solution offers to the customer / stakeholder / end-user.

Expertise and Capability

- Please complete the 'Key Project and Technical Team' table (on the Additional information step)
- Please provide a brief overview of your physical resources (facilities, equipment, etc.) and capabilities which will be used to complete the project

3000 words remaining

Please provide a brief overview of your physical resources (facilities, equipment, etc.) and capabilities which will be used to complete the project. DO NOT provide information as attachments except for images in .jpg, .jpeg or .png format, and Excel documents if relevant. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition. Please ensure your files are named in the way you refer to them in the text box. Maximum Excel file size is 15MB. Maximum image file size is 2MB.

Or drop files

- Provide plenty of technical detail; a lack of detail is one of the major reasons projects don't get funded.
- Assume that Assessors will have at least a degree level education in relevant subjects
- Describe how you plan to undertake the work, how you will address the challenge areas and your level of ambition
- Provide names and nationalities of all the Key Project and Technical Team members and what their areas of expertise are – this detail should be carried to the finance section for costing later
- Provide an overview of your physical resources to be used
- Use figures sparingly – and embed within the text box if it aids readability for the assessor

3. Innovation details cont.

D. Intellectual Property Rights, are all deliverables Full Rights Versions?CLOSE

The IP condition for this competition is: **DEFCON 705**. Unless notified otherwise, we shall expect all Deliverables to be solely Full Rights Versions under DEFCON 705.

Please see the guidance on Intellectual Property at <https://www.gov.uk/guidance/defence-and-security-accelerator-terms-and-conditions-and-contract-guidance>

Please confirm that only Full Rights Versions are to be delivered.

E. If all the deliverables are not Full Rights Versions provide further detail on Innovator Background Information or third party Information.CLOSE

If you selected No to the 'Intellectual Property Rights' question, please provide further detail below as to any Innovator Background Information or third party Information.

Please provide as much information as possible as to any Innovator Background Information or third party Information to be included in Deliverables, and identify how inclusion of such information may or will limit our rights of certain Deliverables.

If such Innovator Background Information was generated or delivered under a previous UK Government/MOD contract, please provide detail, specifying contract number(s), and the associated IP contract condition, where known.

If you selected Yes to the 'Intellectual Property Rights' question, please enter N/A in the text box



- Read and understand the T&Cs
- Check the DEFCON for the competition
- Check you are content with the Intellectual Property (IP) conditions

3. Innovation details cont.

F. Viability CLOSE ^

Project Delivery:

- Include a clear project plan with milestones
- We need to be able to understand the different stages of the work planned, how they link together, where things are reliant on each other and how long each stage should take so that we are able to assess the viability of the output
- Provide a GANTT chart as an attachment (upload as a high resolution .jpg, .jpeg or .png)
- Fill in the Project Risk Register on the Additional Information step. Your proposal must demonstrate awareness of all the main risks the project will face (including contractor or equipment failure, recruitment delays, etc.), with realistic management, mitigation and impact minimisation plans for each risk.
- Fill in the Government Furnished Assets (GFA) on the Additional Information step if you require anything from the Government to complete your project. You should include an alternative plan in case it is not available.

Value for Money:

- Please explain why your work should be funded by DASA?
- What other funded sources have been considered, what private funding routes have you approached and why haven't you pursued those routes?
- Please explain the socio-economic impact the technology/solution could have to the UK
- You must make DASA aware should you plan to submit or have submitted the same project to any other funding body

Justification of Resources:

- Justify the expenditure you have proposed with reference to staffing, equipment, materials, consumables, laboratories and overheads and travel and subsistence

Maximum 3000 words

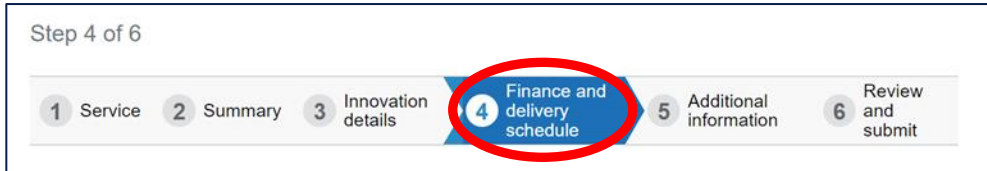


Please use the text box provided. DO NOT provide information as attachments except for images in .jpg, .jpeg or .png format. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition. Please ensure your files are named in the way you refer to them in the text box. Maximum image file size is 2MB.

[Upload Files](#) Or drop files

- Detail your project plan with milestones and linkages/dependencies
 - For each work package, tell us what you will do and how, how will you measure/test/ evaluate.
- Provide a clear GANTT chart as an attachment
- A risk register (technical and project risks) and Government Furnished Assets (GFA) requests (and plan B) to be completed in a later stage.
- Value for money – why should you receive UKDI funding and what other funding sources have you considered?
- What will you do with the innovation if you do not receive UKDI funding?
- Describe socio-economic impacts
- Justification of resources

4. Finance and delivery schedule



All costs submitted must be exclusive of VAT and provide an appropriate breakdown of costs:

- Labour –how many days of work you expect each of your team members to put in to the project and what their day rates are
- Capital - any significant pieces of equipment or machinery you'll need to buy. Your capital costs must not be disproportionate to the overall cost of your project
- Overheads - any business expenses not directly attributed to creating the product or service
- Travel and Subsistence - project costs incurred during business travel, accommodation and meals
- Material/consumables - any prices paid for raw material components and purchased finished goods, including any packaging necessary for the shipment of products, which are purchased from outside vendors as well as any freight and duty where applicable
- Subcontracting - project costs paid or due and payable to Subcontractors under the terms of any Subcontracts
- Other - any project costs not covered above

4. Finance and delivery schedule cont.

- Maximum of six payment stages (unless stated otherwise)
- Select a deliverable – associate with each stage payment
- The final stage payment must amount to at least 20% of the grand total (unless stated otherwise)
- No advanced payments
- This delivery schedule must correlate with your overall project plan
- Deliverable totals must match the Finance totals
- Make sure to include mandated deliverables. For many competitions these are a demonstration and a final report.
- State when you would be available to start work – relate this to the competition document

Delivery schedule

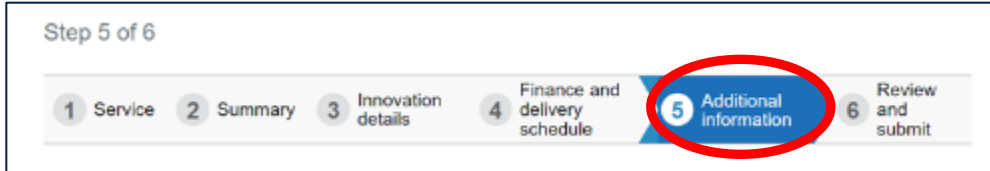
Please divide your project into the important deliverables (each should be fully explained in your work plan in step 3). We just need the names of the deliverables here, and whether they will be as full rights or full and limited rights versions.

You can specify up to 6 deliverables that you would like to receive a stage payment. Stage payment amounts should reflect the value of the work done at that point. Anything unusual should be thoroughly explained in your work plan in step 3.

The final stage payment must amount to at least 20% of the grand total.

Name of deliverable	Type	Month	Stage payment	Amount payable
	- Select Option -	1	Yes	
Description Please provide a brief description of your project. What reports / demos be delivering / showing				
+ Add a row				£0.00

5. Additional information



- A project risk register is mandatory
- Cover all main technical and non-technical risks
- Realistic mitigations and ratings
- Can state multiple risks – save after each one!

Project Risk Register: (Mandatory)

Your proposal must demonstrate awareness of all the main risks the project will face (including contractor or equipment failure, recruitment delays, etc.), with realistic management, mitigation and impact minimisation plans for each risk. If you receive funding, information provided here will form the basis of detailed project risk profiling. Please cover all technical and non-technical risks in this Register:

Title

Description

There is a risk that

500 words remaining

Current Rating
- Select Option -

Planned Mitigation

500 words remaining

Anticipated Risk Rating after Mitigation
- Select Option -

+ Add a row

5. Additional info cont.

- Ask for Government Furnished Assets (GFA) request list if needed – equipment, personnel, facilities, ranges, data etc.
- Tell us if you have already explored how you might get GFA – don't rely on us to do this for you!
- Justify why you need it
- What is Plan B if you do not get it?
 - Is it a show-stopper?
 - Relate to a project risk

Government Furnished Assets (GFA) Request List: (Optional)

Government Furnished Assets (GFA) could be equipment, information or resources that are government-owned and loaned (on a free-of-charge basis) to a contractor to assist in the completion of the contract. GFA is not provided lightly and only where there are substantial and pressing reasons (e.g. where there would be significant financial or quality benefits to the work as a result of using GFA). Therefore, if there is a demonstrable need that can only be met via GFA, this should be detailed in your proposal. Contingency plans should be factored into the proposal to show how it can progress without the provision of GFA. Please list items of Government Furnished Assets (GFA) required for the project:

When Required (TD-X Weeks) Duration (Weeks)

Description

500 words remaining

Reason for Requirement

500 words remaining

Impact if GFA is not Provided

500 words remaining

5. Additional info cont.

- Who is working on the project?
 - Name, role, nationality (if known), are they an employee or a subcontractor/collaborator?
- Summary of their expertise – why them?
- If not yet employed, describe the role and add to the risk register

Key Project and Technical Team: (Mandatory)

This list is mandatory. Tell us about your core research workers and their capabilities. Name all key members and explain what they are going to do and their expertise in a couple of sentences for each:

Team Member	Role
Directly undertaking research under the project?	Employee, Subcontractor or Collaboration Partner
- Select Option -	- Select Option -
Nationality	
- Select Option -	

Summary of Expertise

B I U S L R P A T E I.

500 words remaining

+ Add a row

5. Additional info cont.

Do you need MODREC? – this can take up to 5 months!

- clinical: conducting research on a human/animal participant, including (but not limited to) administering substances, taking blood or urine samples, removing biological tissue, radiological investigations, or obtaining responses to an imposed stress or experimental situation
- non-clinical: conducting research to collect data on an identifiable individual's behaviour, either directly or indirectly (such as by questionnaire or observation). All proposals must declare if there are potential ethical issues

Do you need RIPA?

- The Regulation of Investigatory Powers Act (RIPA)/Investigatory Powers Act 2016 is an act of the Parliament of the UK, regulating the powers of public bodies to carry out surveillance and investigation, and covering the interception of communications.

Ministry of Defence Research Ethics Committee (MODREC)
Is MODREC approval required for work undertaken as part of this application?
☐ Yes
☐ No

Regulation of Investigatory Powers Act (RIPA)
Is RIPA approval required for work undertaken as part of this application?
☐ Yes
☐ No

Reference List: (Optional)
To adhere to copyright rules, items listed here must be Open Source data for reference only. They are not part of the proposal, and will not influence Assessor scoring and/or Moderator recommendation. There is a 90 minute time limit for reading and assessing the proposal, so this section has been limited to 10 entries.
Document / Data Reference

+ Add a row

6. Review and submit

Step 6 of 6



- Check all your responses
- Once you submit you cannot make any changes
- Do not leave it till the last minute to submit – aim for the day before deadline if possible, at latest
- All submissions close at 12:00 midday GMT/BST on the day of the submission deadline
- There will be no extensions if you miss the submission deadline
- Contact the UKDI Help Center via [Get in touch with us - GOV.UK](#) if you are having any issues submitting

What happens next?

What happens next?

- Dates for decisions and feedback are stated on the competition document – you can track the progress of your proposal on the supplier dashboard
- The initial contact with bidders after a Decision Conference will be a simple FUND or NO FUND message via email
- Next actions will depend on whether your bid was successful or not

If you are successful

- You will be contacted by the UKDI commercial team
- Once on contract, UKDI staff, a project manager and a technical partner will support and advise you throughout your project

If you are fundable, but not funded due to financial constraints

- We will circulate your abstract, title and Proposal Value Proposition Statement to other Government department budget holders for 12 months
- If proposals are of interest, we can share the full submission with them within 60 days of the original no fund decision
- If it is over 60 days, we will seek your permission before sharing the full proposal

If you are not successful

- Depending on the competition, you will receive limited feedback
- Feedback is drafted by the moderator, based on input throughout the decision-making process
- Feedback covers the main reasons for not funding, and suggests potential areas for improvement
- Resubmissions of proposals welcome only if explicitly stated in the feedback

Summary

Top 10 tips	Good proposals...	Bad proposals...
1. New to bidding? Ask first. 2. Detail wins bids. 3. Write for clarity, not complexity. 4. Make your bid impossible to ignore. 5. Know what assessors are scoring. 6. Check your figures add up. 7. Plan beyond the project's end. 8. Know the rules before you bid. 9. Submit early, not at the deadline.	• obtain consultation from a UKDI Innovation Partner • have a clear link to a defence/security need • have a clear project plan, with work packages, deliverables, risks and mitigations • have sufficient technical detail • are value for money • have judicious use of supporting images	• are too long and unstructured • lack clarity on what it will deliver and how • Are out of scope for the competition, TRL, costs, duration etc.) or UKDI T&Cs • have missing mandated deliverables • have large text-based attachments • are left to the last minute for submission

Contact us:



www.gov.uk/UKDI

Connect with us:



@UK Defence Innovation



01980 950000 option 3