

Digital and IT Professional Services 2 (DIPS 2) RM6413

Supplier Surgery
5th October 2026



Government
Commercial
Agency

value for the nation

Housekeeping

- This is a pre-market engagement and GCA makes no commitment to the procurement of DIPS 2
- Everything discussed in this engagement is subject to change
- Treat this as an open and collaborative environment
- We will use Menti to gather feedback and engage

Agenda

- ❑ TechUK Housekeeping
- ❑ Welcome and introductions
- ❑ Indicative procurement timeline
- ❑ Recap of previous engagements
- ❑ DIPS 2 TAC overview
- ❑ DIPS 2 Consortia bids
- ❑ Neutral vendor lot overview
- ❑ Next steps and closing remarks

Indicative procurement timeline



Indicative procurement timeline: Lot 1 and 2



Indicative procurement timeline: Lot 3



Recap of previous engagements



DIPS 2

Overview

KEY OBJECTIVES

- adopts competition by default
- effectively uses co-creation
- contracts for outcomes by default
- supports a transition to conflict scenario
- a one stop shop for Defence’s digital and IT professional services needs

Area	Proposal
Commercial vehicle	Defence and Security framework, which provides for the future award of public contracts that are defence and security contracts ❑ 4+1+1 year term ❑ £2.8bn FTS inc VAT
Scope	❑ IT and digital professional services across full services lifecycle design, transition, deployment, testing, management, exit ❑ Includes programme and project management provisions ❑ Includes consultancy services, end user services, application services, cloud services, infrastructure services, networks, cyber and security services, RUN services, specialist and emerging technology services ❑ Ability to provide services across all security classifications and to deploy SC, DV, sole UK nationals ❑ Transition to conflict enablement
Framework structure	❑ Defence and security standard framework ❑ Lotting structure aligned to MoD requirements and enabling speed to market
Call-off mechanisms	❑ No minimum or maximum term for call offs and flexibility to choose appropriate extension ❑ Incorporation of competitive flexible procedure into further competition allowing POC, POV, discovery, negotiation, presentations etc to be used as part of a call off mechanism ❑ Competitive selection procedure, AWOC, rapid call off, downselection
Terms and conditions	❑ Possibility to use a ‘Defence Call Off Schedule’ ❑ Consideration given to flexibility in selecting appropriate terms ❑ Statements of Work

Draft DIPS 2 Scope

Requirements in scope:

1. Digital Delivery
2. Software Engineering & Application Development
3. Data, AI, and Analytics
4. Knowledge and Information Management
5. Cyber Security & Information Assurance
6. Cloud, Infrastructure & Network Services
7. Technical Assurance & Architecture Services
8. Project, Programme and Portfolio Management
9. IT Service Management & Operational Support
10. Business Analysis, Transformation and Change Services

The following are **excluded** from DIPS 2 scope:

- contingent labour (including resource augmentation),
- hardware or software procurement.

DIPS 2 structure

DIPS 1

Standard
framework up to 4
years

Framework
type

4 years with no
extensions

Term

Lot restrictions
resulting in 17
suppliers across
all lots

Supplier
numbers

6 lots

Framework
structure

DIPS 2

Defence and
security framework
Up to 8 years

No minimum or
maximum call off
term
4+1+1

Lot level
restrictions
Lot 1: 10
Lot 2: 30

3 lots

Technical Ability Certificates

Please remember that the information provided in these slides are for information purposes only and any information contained within these slides will be superseded by the published bid pack.



Technical Ability Certificates

Assessing conditions of participation

The conditions of participation relate to the legal and financial capacity and technical ability to perform the contract.

Every condition of participation, including those that apply to consortia members must be satisfied in order for you to be awarded a place on the framework.

Any tender that fails to satisfy all of the conditions will be disregarded and will not progress in the competition.

We will assess your legal and financial capacity and technical ability to perform the contract, using the tender responses to the conditions of participation questions.

Technical Ability Certificates are one part of the Procurement Specific Questionnaire (PSQ) which will fulfil a similar role to the Standard Selection Questionnaire used under PCR 2015. PSQs ensure Contracting Authorities receive the necessary supplier information regarding conditions of participation, as well as exclusion and debarment information. TACs are backwards looking, considering the experience bidders have of delivering services within the scope of the contract or Lot(s) they are bidding for. By verifying technical ability upfront, procurement teams can minimise the chance of selecting a supplier who lacks the necessary expertise to deliver the required quality. TACs are used to confirm suppliers have completed certain work, and met certain requirements, to the satisfaction of the buyer. This gives confidence in their ability.

More information can be found here: [What suppliers need to know about Technical Ability Certificates \(TAC\)](#)

Technical Ability Certificates* Lot 1 and 2

DIPS 2	Minimum number of service lines	Minimum Contract Value	Number of TACs permitted	Work conducted within the last 'X' Years	Cumulative value applied?
Lot 1	9/10	£20m	3	3	No , if more than one TAC is provided, all TACs need to evidence the minimum contract value required per lot
Lot 2	5/10	£5m	2	5	Yes , Suppliers will be able to provide 2 TACs where the cumulative total contract value for both will have to exceed £5m ie £4m + £1m

If more than 1 TAC will be provided, Suppliers will need to demonstrate 9 service lines across ALL submitted TACs

Suppliers will be able to use both public and private sector contracts for TACs

Suppliers won't be restricted to providing services included in TACs

TAC approach* Lot 1 and 2

We require you to demonstrate that you have delivered the services within the scope of this requirement.

1. Digital Delivery Services	☐
2. Software and application development	☐
3. Data, Artificial Intelligence (AI) and analytics services	☐
4. Information and Knowledge Management Services	☐
5. Cyber Security and Information Assurance	☐
6. Cloud, Hosting, Infrastructure and Network Services	☐
7. Technical Assurance and Architecture Services	☐
8. IT Project, Programme and Portfolio Management (P3M) Services	☐
9. Business Analysis, Transformation & Change Management Services	☐
10. Specialist and Emerging Technology Services	☐

**Customer signature
required for listed
Services on each lot**

Tick box only

Section B - To be completed by the customer

Technical Ability Certificate - Customer contact details

Customer contact name:	[name of customer contact]
Customer address:	[customer address]
Customer direct line:	[customer telephone number]
Customer email:	[customer email]

Customer confirmation:

We hereby certify that, to the best of our knowledge and belief, the supplier has satisfactorily supplied the services and delivered the deliverables and the outcomes described above at Section A in accordance with the contract.	Authorised signature (either double-click on signature box below to digitally sign or copy & paste in an image file of your signature):
---	--

*This is a draft and therefore GCA reserves the right to change the TACs

Defence and security above OS contracts TAC support

1

Issue

Supplier feedback suggests there might be potential issues with securing signature for above OS contracts.

2

Support

MoD, MET and NCA agreed to review and take steps to support suppliers with TACs for above OS contracts.

3

Potential approach

To be confirmed at the next Supplier Surgery.

Technical Ability Certificates* Lot 3 Neutral Vendor Lot

DIPS 2	Minimum technical requirements	Min total contract transacted value	Minimum number of call offs /SoWs per annum	Number of TACs permitted	Work conducted within the last 'X' Years	Cumulative value applied?
Lot 3 Neutral Vendor	7/8	£150m (transacted spend, excluding charges)	Circa 70*	2	4	No , if more than one TAC is provided, all TACs need to evidence the minimum contract value required per lot

If more than 1 TAC will be provided, Suppliers will need to demonstrate 7 service lines across ALL submitted TACs

Suppliers will be required to demonstrate Public Sector procurement / PA 2023 legislation expertise

Suppliers will NOT be able to use private sector contracts for TACs

TAC approach*

We require you to demonstrate that you have delivered the services within the scope of this requirement.

Column A	Column B
1. On time and on budget Neutral Vendor service and platform Implementation, Integration, Testing & Go-Live	☐
2. Sourcing Management & Order Form Execution	☐
3. Financial Management, Billing & Prompt Payment	☐
4. Delivery Partner Onboarding & Supply Chain Management	☐
5. Reporting and MI	☐
6. Call-Off Contract Management	☐
7. Specialist Public Sector Procurement Services	☐



Section B - To be completed by the customer

Technical Ability Certificate - Customer contact details

Customer contact name:	[name of customer contact]
Customer address:	[customer address]
Customer direct line:	[customer telephone number]
Customer email:	[customer email]

Customer confirmation:

We hereby certify that, to the best of our knowledge and belief, the supplier has satisfactorily supplied the services and delivered the deliverables and the outcomes described above at Section A in accordance with the contract.

Authorised signature (either double-click on signature box below to digitally sign or copy & paste in an image file of your signature):

*This is a draft and therefore GCA reserves the right to change the TACs

Technical Ability Certificates* Customer liability

Liability for customer certifying Technical Ability Certificate:

In signing this Technical Ability Certificate, I confirm that I have the necessary authority to do so on behalf of the organisation for which the works and services were provided and I am aware that my personal data will be processed for the purposes of evaluation.

Whilst the information in this certificate has been provided in good faith in the belief that it is truthful and accurate, the customer does not assume any responsibility or any liability nor make any guarantee, representation or warranty as to the contents of this certificate. The customer shall not be liable for and hereby excludes liability for any loss, damage (including any special, exemplary, indirect, incidental, consequential damages, costs or associated legal fees) that may be suffered as a result of use of the certificate and its content, to the fullest extent permitted by law.

Nothing in this certificate shall affect, or constitute a waiver of, the customer's rights or remedies in relation to the contract.

Technical Ability Certificates* Supplier Questions

- **Conflict of Interest with Primes:**

SMEs highlight that the TAC process relies heavily on customers (frequently Primes) signing off on them. Because these Primes are also bidding for DIPS 2, they feel Primes lack incentive to sign TACs that enable SMEs to compete against them.

- **High Contract Value Thresholds vs. Delivered Value:**

SMEs note that achieving high contract values across TACs (e.g., £5m across two TACs) is difficult for smaller businesses. Could evaluators focus on the value and capability delivered rather than the overall contract value associated with the TAC.

- **Need for Process Clarity & Timelines:**

There is "TAC confusion" among participating SMEs, requesting calls for dedicated TAC sessions and clearer guidance on how and when the process will run.

- **Broad Scope of Technical Assurance:**

Suppliers noted that *"Technical Assurance is broad"* and queried when specific details and Lot specifications will be finalised to clarify exact technical expectations.

Consortia bids

Please remember that the information provided in these slides are for information purposes only and any information contained within these slides will be superseded by the published bid pack.



DIPS 2 - who can bid

- Suppliers will be able to submit a tender:
 - as a single legal entity,
 - with named subcontractors to deliver parts of the deliverables (this applies whether you are bidding as a single legal entity or as a consortium).
 - together with other legal entities as part of a consortium.

Restrictions

- You cannot bid as a single entity and as a consortium member **in the same lot**.
- You cannot be a member of **more than one consortium** for the same lot.
- Bidders are permitted to bid as a single entity or as a consortium member and be a named subcontractor in another tender in the same lot.
- If you are bidding as a single entity on one lot and as the lead bidder for a consortium on another lot, you will need to set up a separate account for each bidding entity within the GCA eSourcing tool.

Consortia bids

Consortium proposals

The terms consortia or consortium may be used throughout the ITT to refer to a situation where two or more organisations choose to submit a joint tender.

If you are considering bidding as a consortium, you should take your own legal advice on the structure of the consortium, and where appropriate to ensure suitable arrangements are in place between consortium members.

In the event of a consortium-based tender, we will require the tender to be submitted by:

- a special purpose vehicle (SPV) or
- a lead bidder on behalf of a jointly bidding consortium

Consortia bids - Special Purpose Vehicle

Special Purpose Vehicle

- Where a special purpose vehicle (SPV) already legally exists, the consortium will designate the SPV as the lead bidder to complete the tender in its name and 'voice' (except where the instructions in this ITT specifically state otherwise).
- The SPV will sign the framework award form and enter into the framework contract. Each call-off contract will be signed and managed by the SPV and the buyer.
- The SPV will be contractually responsible for delivery of the framework contract and each call-off contract.
- The SPV will need to create an account in the eSourcing tool in the name of the SPV.
- The SPV will register and complete all supplier information on the Central Digital Platform. The SPV will be responsible for ensuring that details regarding each consortium member is captured and provided in the central digital platform.

Consortia bids - lead bidder

Lead bidder on behalf of the consortium

- Where multiple suppliers are coming together to form a consortium but have not formed an SPV, then the consortium will nominate a **lead bidder to complete and submit the tender**
- The lead bidder shall be the representative for the other members of the consortium and shall be responsible for the preparation and submission of the tender in the consortium's name and 'voice' (except where the instructions in this ITT specifically state otherwise, e.g. conditions of participation).
- The lead bidder will sign the framework award form and enter into the framework contract.
- Each call-off contract will be signed and managed by the lead bidder and the buyer.

Submitting a tender as a consortium lead bidder

Submitting a tender as the lead bidder of a consortium

You need to provide the details of all consortia members.

If any consortia member is being relied upon to satisfy the **condition of participation relating to the technical ability certificates** they will also be an associated person. They will be considered a consortia member for the assessment of the tender.

You need to provide the following details for each consortia member:

- name
- organisation identifier, name of the register and registration number
- a brief description of the consortia members intended role in the delivery of the contract and their % share of the total contract value
- is the consortia member also an associated person?
- confirmation that you have submitted all the consortia members core supplier information as downloaded from the Central Digital Platform as part of the tender.
- confirmation that you have submitted a completed Attachment 4b Consortia workbook (including the declaration).

If the consortia member is also an associated person you also need to provide:

- details on the specific technical elements in the technical ability certificates you are relying on them for and confirm you have incorporated the relevant information into the procurement specific questionnaire
-

All consortia members are required to satisfy the conditions of participation, including the financial viability risk assessment (FVRA) in their own right. Note: If one consortia member fails to satisfy a condition of participation, then that tender will be deemed non-compliant and disregarded

Mandatory requirements



Certification

Certification	Description	Lot	When to be provided by
ISO 14001 2015 - “Environmental Management System”	Provides a framework for organisations to design and implement an EMS, and continually improve their environmental performance.	1, 2, 3	Prior to framework award
ISO/IEC 20000-1 2018	ISO/IEC 20000 is the international ITSM (IT service management) standard. It enables IT departments to ensure that their ITSM processes are aligned with the business's needs and international best practices.	1 only	
ISO/IEC 27001	The ISO/IEC 27001 standard provides companies of any size and from all sectors of activity with guidance for establishing, implementing, maintaining and continually improving an information security management system.	1, 2, 3	
ISO 9001	Helps organizations of all sizes and sectors to improve their performance, meet customer expectations and demonstrate their commitment to quality.	1, 2, 3	
Cyber Essentials	Will help you to protect your organisation, whatever its size, against a whole range of the most common cyber attacks.	2	Buyers will be able to request additional certification/standards compliance at call off
Cyber Essentials Plus	Cyber Essentials Plus is the highest level of certification offered under the Cyber Essentials scheme. It is a more rigorous test of an organisation's cyber security systems where cyber security experts carry out vulnerability tests.	1 and 3	
Defence Cyber Certification	IASME Defence Cyber Certification	1, 2, 3	Buyers will be able to request additional certification/standards compliance at call off

*GCA reserves the right to change the certifications and standards as required

Mandatory requirements - Neutral Vendor Delivery Partner Onboarding

	Description	When to be provided by
Cyber Essentials	to protect your organisation, whatever its size, against a range of the most common cyber attacks.	Onboarding
Central Digital Platform registration	WIP	Onboarding
Insurance Employers Liability	UK Employers' Liability (aggregate per annum) All lots - £5m prior to framework award as this is legally required for all UK businesses	Onboarding

*GCA reserves the right to change the certifications and standards as required

Mandatory requirements

Standard	Description	Lot	Adherence to legislation/ regulations required by
Carbon Reduction Plan	Suppliers shall provide and maintain a Carbon Reduction Plan in accordance with Procurement Policy Note 06/21: Taking account of Carbon Reduction Plans in the procurement of major government contracts - GOV.UK	1,2,3	ITT submission
Modern Slavery	The Supplier shall at all times be compliant with the provisions of the Modern Slavery Act 2015. Modern Slavery Act 2015 - Legislation.gov.uk The Supplier shall annually complete the modern slavery assessment tool as directed by the Authority. Modern Slavery Assessment Tool - Supplier Registration Service	1,2,3	ITT submission
Insurance EL	UK Employers' Liability (aggregate per annum) All lots - £5m prior to framework award as this is legally required for all UK businesses	1,2,3	Prior to framework award
Insurance TPL	Third Party Public Liability (aggregate per annum) Lot 2 - £1m Lot 1,3 - £3m	N/A	Prior to first call off go live or within 12 months from the award date

*GCA reserves the right to change the certifications and standards as required

Neutral vendor overview



MoD requirement overview - neutral vendor

- 
- 01 100% supplier neutrality
 - 02 End to end auditability
 - 03 Easy to use and accessible digital tools
 - 04 Demonstrable ability to deliver against the framework SLAs
 - 05 Robust transparency reporting
 - 06 Public sector procurement and supply chain management experience

- 
- 01 Technology forms part of business offering (now or in the future)
 - 02 No digital platform / inflexible platform offering
 - 03 Acting as a prime contractor

Delivering compliance and transparency - neutral vendor



**End user
(supplier)
requirements
gathering
for Neutral
Vendor platform**



**Neutral Vendor
KPIs publication
UK9 PA 2023
notice**



**GCA set Neutral
Vendor Key-
subcontractor
onboarding
process**



**Robust Neutral
Vendor
management
provisions**

Next steps



Closing remarks and next steps

- Next pre-market event is planned for November with the objective to review DIPS 2 ITT design and timescales, how to bid and neutral vendor lot
- Neutral Vendor supplier 1-2-1 pre-market engagement is under way
- 121 supplier engagement to continue throughout the pre-market engagement period



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 Government Commercial Agency



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Appendix & slides shared in prior pre-market engagements

Slides from August pre-market engagement



Indicative procurement timeline



Procurement timeline



Recap of previous engagement



DIPS 2

Overview

KEY OBJECTIVES

- adopts competition by default
- effectively uses co-creation
- contracts for outcomes by default
- supports a transition to conflict scenario
- a one stop shop for Defence’s digital and IT professional services needs

Area	Proposal
Commercial vehicle	Defence and Security framework, which provides for the future award of public contracts that are defence and security contracts ❑ 4+1+1 year term ❑ £2.8bn FTS inc VAT
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Framework structure	❑ Defence and security standard framework ❑ Lotting structure aligned to MoD requirements and enabling speed to market
Call-off mechanisms	❑ No minimum or maximum term for call offs and flexibility to choose appropriate extension ❑ Incorporation of competitive flexible procedure into further competition allowing POC, POV, discovery, negotiation, presentations etc to be used as part of a call off mechanism ❑ Competitive selection procedure, AWOC, rapid call off, downselection
Terms and conditions	❑ Possibility to use a ‘Defence Call Off Schedule’ ❑ Consideration given to flexibility in selecting appropriate terms ❑ Statements of Work

Draft DIPS 2 Scope

Requirements in scope:

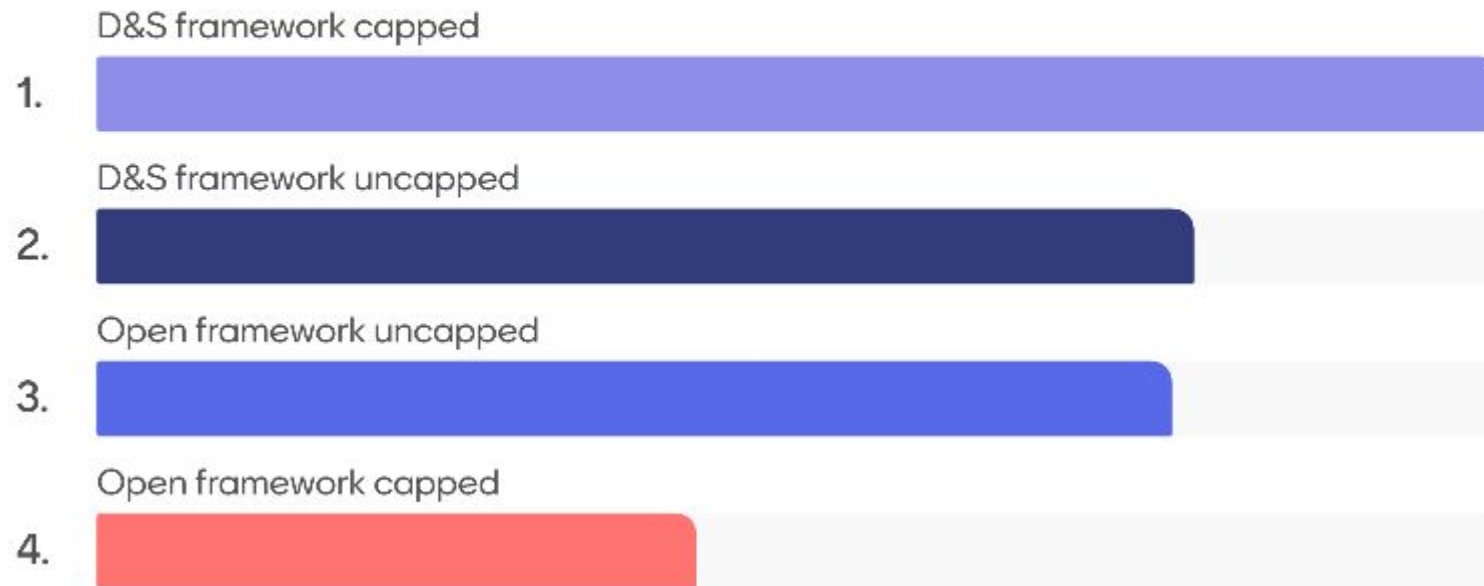
1. Digital Delivery
2. Software Engineering & Application Development
3. Data, AI, and Analytics
4. Information and Knowledge Management
5. Cyber Security & Information Assurance
6. Cloud, Infrastructure & Network Services
7. Technical Assurance & Architecture Services
8. Project, Programme and Portfolio Management
9. IT Service Management & Operational Support
10. Business Analysis, Transformation and Change Services

The following are **excluded** from DIPS 2 scope:

- contingent labour (including resource augmentation),
- hardware or software procurement.

Commercial vehicle options - market feedback

Please rank the Commercial Vehicle options



Lotting structure design options - market feedback

Please rank the lotting structure options in order of preference

1. Option 2 - 3 lots, capped suppliers per lot, lot 3 for NV suppliers uncapped for onboarding
2. Option 3 - 3 lots, capped suppliers per lot, no NV lot
3. Option 1 - 2 lots, with lot being NV lot

DIPS 2 structure

DIPS 1

Standard
framework up to 4
years

Framework
type

4 years with no
extensions

Term

Lot restrictions
resulting in 17
suppliers across
all lots

Supplier
numbers

6 lots

Framework
structure

DIPS 2

Defence and
security framework
Up to 8 years

No minimum or
maximum call off
term
4+1+1

Lot level
restrictions
Lot 1: 10
Lot 2: 30

3 lots

DIPS 2 proposed call off mechanisms overview



Call off mechanisms - Overview

Competitive selection process

- ❑ Competitive selection process including:
- ❑ Single stage
- ❑ Two stage
- ❑ Multi stage

AWOC

AWOC
available on all
lots

Downselection

Enabled through
application of multi
stage competitive
flexible process.

Rapid call off

Available on all
lots, supporting
transition to
conflict

Competitive selection process overview

Single stage

Buyers will invite tenders

Determine if any suppliers are excluded or excludable

Apply conditions of participation, if applicable

Apply award criteria

Two stage

Stage 1

Invite requests to participate

Apply conditions of participation, if applicable

Determine if any suppliers are excluded or excludable

Stage 2

Invite tenders

Apply award criteria

Multi stage

initial Stage - Mandatory

Invite requests to participate

Determine if any suppliers are excluded or excludable

Optional Stages

Conditions of participation

Tendering

Presentation/Demonstration

Site Visit

Dialogue

Negotiation

Final Tendering Stage - Mandatory

Apply award criteria

DIPS 2 high level ITT design

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Lotting structure considerations

DIPS 2	Lot 1 Above £20m	Lot 2 £5m - £20m	Lot 3 Neutral Vendor Below £5m
No of suppliers (capped)	10	30	Uncapped for onboarding
Call off mechanism	☐ Competitive selection process ☐ AWOC ☐ Rapid call off ☐ Downselection		
Recommended max total contract value	N/A	£20m	£5m
Recommended min total contract value	£20m	£5m	No min
Max call off term	No max	No max	Recommended max 3 years
Evaluation approach	Gold FVRA	Silver FVRA	Gold FVRA (The NV)
	High barrier to entry	Medium barrier to entry	Low barrier to entry

*This is a draft and therefore GCA reserves the right to change the lotting structure

High level ITT process overview

01

ITT structure

- ❑ Competitive flexible procedure
- ❑ Multi stage
- ❑ Potential negotiation and / or dialogue stages for neutral vendor lot

...

02

ITT timeline

- ❑ Lot 1 and 2 will follow the standard approach 6 month timeline
- ❑ Potential longer timescale to be considered for the neutral vendor lot

...

03

ITT stages

Lot 1 and 2

Stage 1 CoP
Stage 2

Neutral vendor lot

Stage 1 CoP
Stage 2
Stage 3
Stage 4

...

04

Lot 1 and 2 compliance

Stage 1: FVRA, TAC, EL Insurance, Prompt Payment, CDP + PSQ

Stage 2: Quality assessment, certification, Cyber Essentials, Price assessment, (Carbon reduction plan) CRP, Modern Slavery, Social Value

...

05

Neutral Vendor lot compliance

Stage 1: FVRA, TAC, EL Insurance, Prompt Payment, CDP + PSQ, Modern Slavery, CRP

Stage 2: Quality assessment, certification, Cyber Essentials, Price assessment,

...

Technical Ability Certificates*

Suppliers will be able to use both public and private sector contracts

Suppliers won't be restricted to providing services included in TACs

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Lot 1	9/10	£20m	3	3	No, if more than one TAC is provided, all TACs need to evidence the minimum contract value required per lot
Lot 2	5/10	£5m	2	5	

DIPS 2	Minimum technical requirements	Minimum Contract Value	Minimum number of call offs /SoWs per annum	Number of TACs permitted	Work conducted within the last 'X' Years	Cumulative value applied?
Lot 3 Neutral Vendor	TBC	£5m	TBC	2	3	No, if more than one TAC is provided, all TACs need to evidence the minimum contract value required per lot

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Neutral vendor overview



MoD requirement overview - neutral vendor

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 - 02 No digital platform / inflexible platform offering
 - 03 Acting as a prime contractor

Next steps



Closing remarks and next steps

- Next pre-market event is planned for September with the objective to review ITT design and timescales, mandatory requirements, certification, neutral vendor lot
- SME event planned for late August
- Neutral Vendor supplier 1-2-1 pre-market engagement to start in September, link to register interest can be found on techUK and GCA DIPS 2 webpage
- 121 supplier engagement to continue throughout the pre-market engagement period

Slides from June pre-market engagement



DIPS 2 Overview

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Framework structure	❑ Change to lotting structure from DIPS 1 to ensure clarity and ease of procurement ❑ Different commercial vehicles to be considered ie open framework, standard framework ❑ Lotting structure aligned to MoD requirements and enabling speed to market
Call-off mechanisms	❑ No minimum or maximum term for call offs and flexibility to choose appropriate extension ❑ Incorporation of competitive flexible procedure into further competition allowing POC, POV, discovery, negotiation, presentations etc to be used as part of a call off mechanism
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Draft DIPS 2

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DIPS 2 commercial vehicle options



Commercial vehicle options

Framework type	1 Open framework	2 Open framework	3 D&S framework	4 D&S framework
Duration	8 years	8 years	8 years	4+1+1
New entrants	Yes	Yes	No	No
AWOC available	Yes			
Material t&c change	No	No	At call-off	At call-off
Supplier numbers	Uncapped	Capped	Uncapped	Capped
Below threshold	Yes			

Commercial vehicle options continued

Framework type	1 Open framework <u>uncapped</u>	2 Open framework <u>capped</u>	3 D&S framework <u>uncapped</u>	4 D&S framework <u>capped</u>
Pros	New entrants	Improved speed to market	D&S specific terms	High speed to market
	High competitive tension	High competitive tension	High competitive tension	D&S specific terms
	High access to innovation	Higher barriers to entry	Good access to innovation	Higher barriers to entry
Cons	Speed to market	Impact on SMEs	Speed to market	Innovation
	High supplier numbers	New supply base at re-opening	High supplier numbers	Impact on SMEs
	No material changes	Impact on co-creation	Impact on co-creation	

DIPS 2 lotting structure options



Lotting structure options presented to date

Three options to be considered:

1. 2 lots split by value
2. 4 lots split per technology category; all lots will include transition and project/programme management provisions; all lots to include ancillary consultancy services; all lots to cover innovation
3. 3 lots including all above requirements+consultancy and assurance services; split by value

Option 1A

Lot 1
Core service delivery
(above £5m)

Lot 2
Core service delivery
(below £5m)

Option 1B

Lot 1
Core service delivery
(above £5m)

Lot 2 NEUTRAL
VENDOR LOT
Core service delivery
(below £5m)

Option 2

Lot 1
Tech strategy,
design consultancy
and assurance
services

Lot 2
Infrastructure,
data centre,
cloud and
networks services

Lot 3
Cyber security,
end user and IT
service
management

Lot 4
Application
management and
data services

Option 3

Lot 1
Infrastructure,
data centre,
cloud and
networks services
Above £5m

Lot 2
Cyber security,
end user and IT service
management

Lot 3
Application management and
data services

Lot 1b
Below £5m

Lot 2b
Below £5m

Lot 3b
Below £5m

Key approaches to lotting structure design

Lotting Options Diagnostic

The Mega-Lot (Single Lot / Broad Scope)

Highly attractive for suppliers via a single bid.

Critical Risk
15–20 suppliers demanding pre-ITT co-creation will collapse MOD commercial bandwidth.

Forces a PQQ phase, heavily extending the procurement timeline.

Thematic Lots (App Dev / Cyber / Cloud / P3M)

Familiar, established structural boundaries.

Critical Risk: Blurred boundaries (e.g., DevSecOps crossing multiple lots).

Creates buyer confusion and supplier "feast or famine".

Blueprint Mandate: A new model is required that balances broad scope with manageable supplier volumes per procurement.

Lotting structure options considerations

Three options to be considered:

1. 2 lots including a neutral vendor lot
2. 3 lots including a neutral vendor lot
3. 3 lots NO neutral vendor lot

Option 1

Lot 1 Core service delivery (above £5m)	Lot 2 NEUTRAL VENDOR LOT Core service delivery (below £5m)
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Option 2

Lot 1 High value and complexity (above £20m)	Lot 2 Medium value and complexity (Between £5m and £20m)	Lot 3 NEUTRAL VENDOR LOT Low value and complexity (below £5m)
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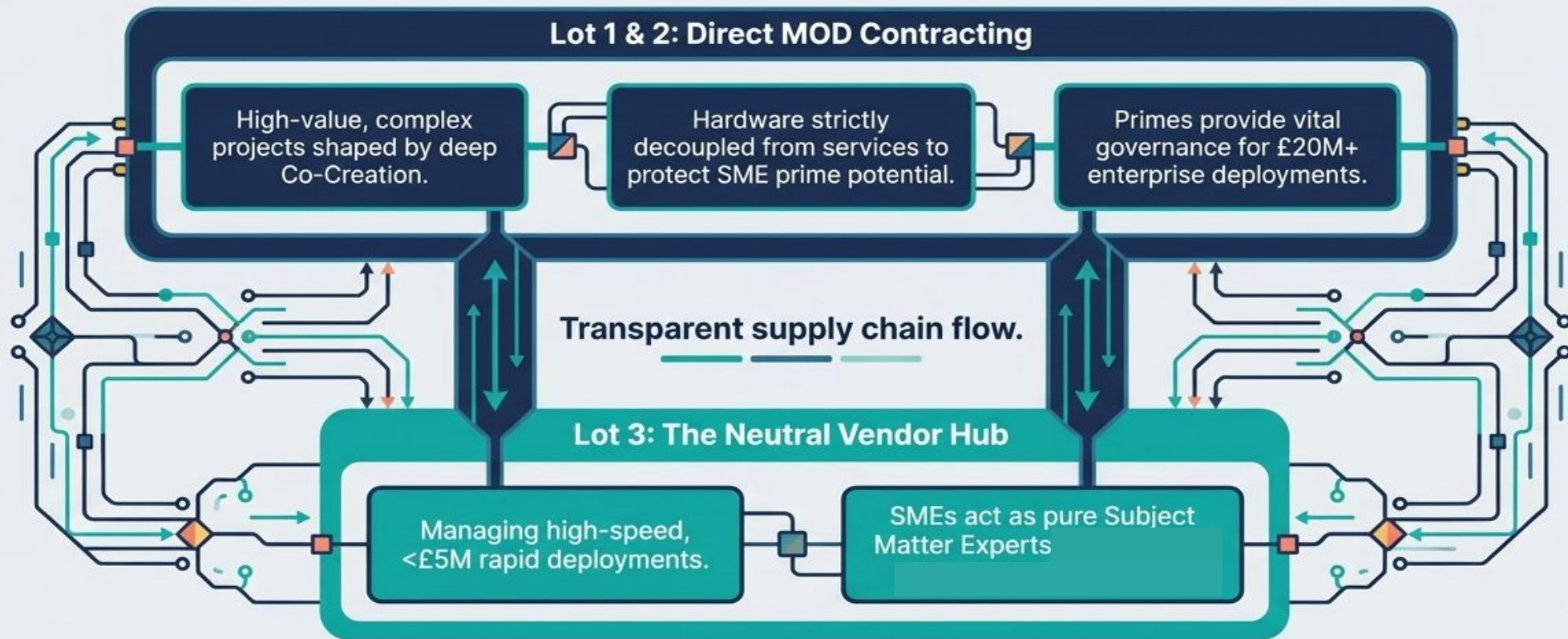
Option 3

Lot 1 High value and complexity (£20m+)	Lot 2 Medium value and complexity (Between £5m and £20m)	Lot 3 Low value and complexity (below £5m)
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Target operating model

The DIPS 2 Operating Model

A holistic, engineered system balancing MOD commercial capacity with market realities.



Key Takeaway: A fully engineered system. A 3-Lot value-tiered structure, underpinned by an NV for lower-value rapid deployments, solves the Prime bottleneck, satisfies SME access needs, and meets the 'Enterprise by Design' mandate.

Lotting structure options considerations Option 1

Option 1	Lot 1	Lot 2 NV
Value threshold	Above £5m	Below £5m
High barrier to entry	Yes	No
Medium barrier to entry	No	No
Low barriers to entry	No	Yes
Supplier number	Capped at 20	Uncapped for onboarding

Lot 1 Core service delivery (above £5m)	Lot 2 NEUTRAL VENDOR LOT Core service delivery (below £5m)
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Lotting structure options considerations Option 2

Option 2	Lot 1	Lot 2	Lot 3 NV
Value threshold	Above £20m	£5m - £20m	Below £5m
High barrier to entry	Yes	No	No
Med barrier to entry	No	Yes	No
Low barrier to entry	No	No	Yes
Supplier number	Capped at 10	Capped at 30	Uncapped for onboarding

Lot 1 High value and complexity (above £20m)	Lot 2 Medium value and complexity (Between £5m and £20m)	Lot 3 NEUTRAL VENDOR LOT Low value and complexity (below £5m)
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Lotting structure options considerations Option 3

Option 2	Lot 1	Lot 2	Lot 3
Value threshold	Above £20m	£5m - £20m	Below £5m
High barrier to entry	Yes	No	No
Med barrier to entry	No	Yes	No
Low barrier to entry	No	No	Yes
Supplier number	Capped at 10	Capped at 30	Capped at 40

Lot 1 High value and complexity (above £20m)	Lot 2 Medium value and complexity (Between £5m and £20m)	Lot 3 Low value and complexity (below £5m)
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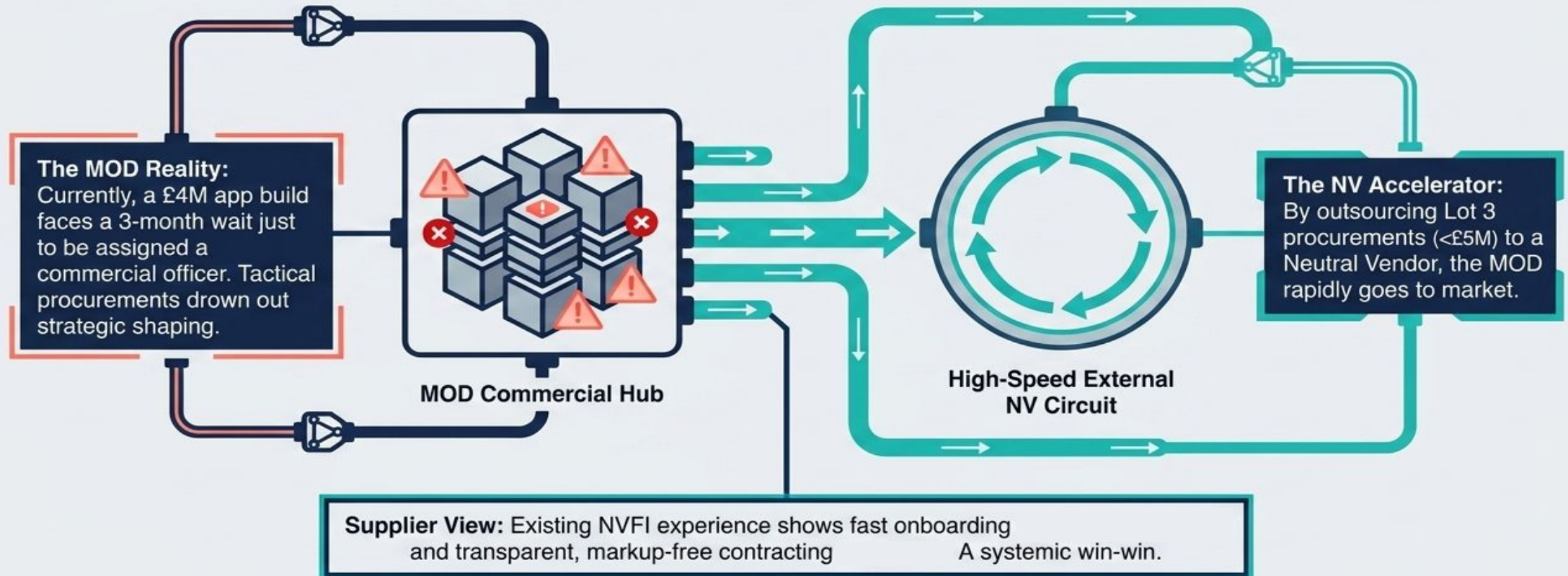
Neutral vendor overview



MoD requirement overview - neutral vendor lot

The Neutral Vendor Accelerator

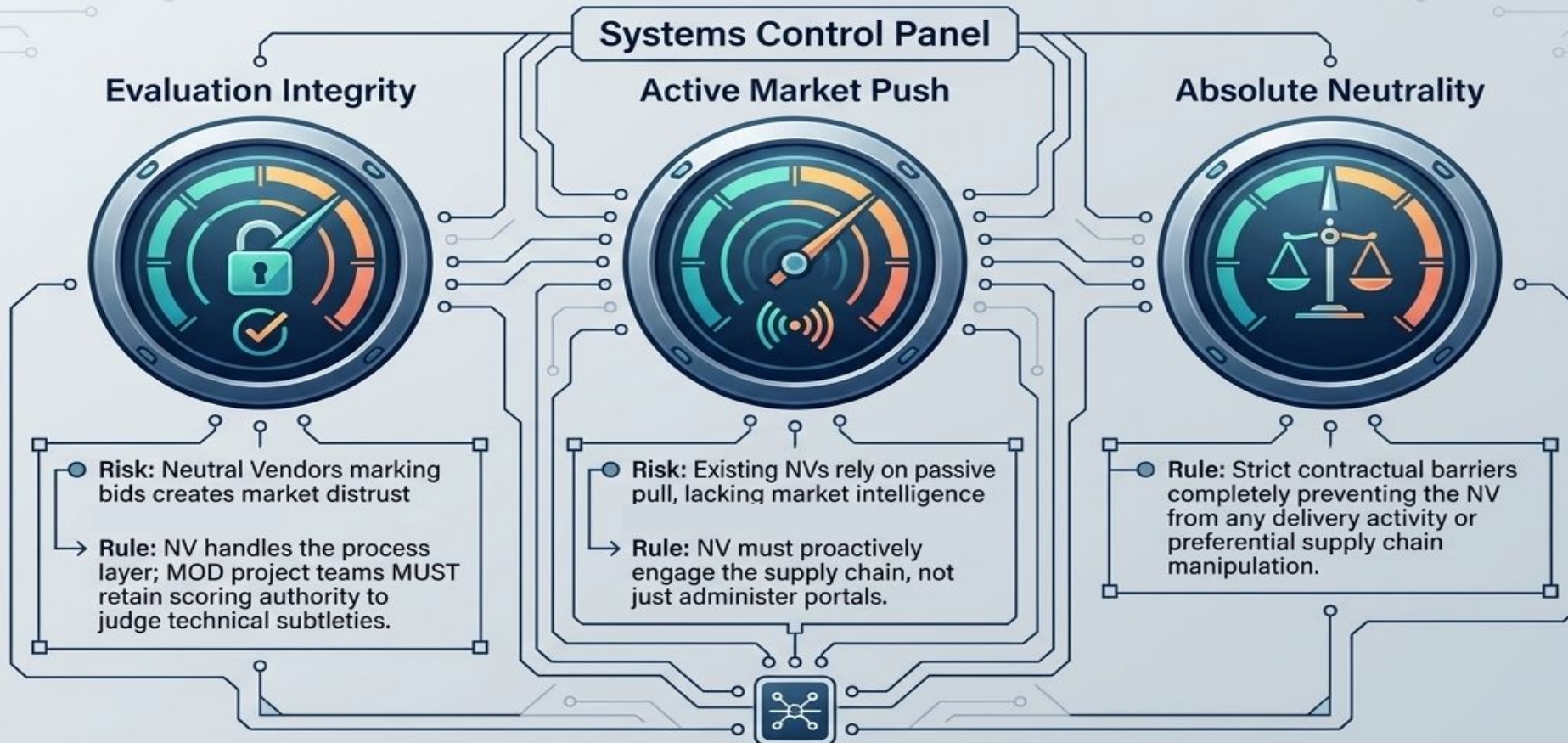
Systemic resource offload for Lot 3 procurements.



Supplier feedback to date - neutral vendor lot

Neutral Vendor Guardrails

Mitigating market risks through strict system controls.



Slides from May / April pre-market engagement



Professional Services, Consultancy, and Contingent Labour

Professional Services

- Not primarily advisory in nature.
 - Used for delivery of BAU, projects, and programmes.
 - Delivery-focussed against outcomes/outputs.
- Example use case: delivery partner for a complex systems upgrade.
- **Key route to market:**
DIPS (for Digital and IT Professional Services).

Consultancy

- Generally advisory in nature.
- Used to fill a knowledge gap.
 - Identifies options and recommendations.
- Example use cases include business change and transformation.
- **Key route to market:**
Management Consultancy Framework 4 (MCF4)

Professional Services, Consultancy, and Contingent Labour

Professional Services

- Not primarily advisory in nature.
 - Used for delivery of BAU, projects, and programmes.
 - Delivery-focussed against outcomes/outputs.
- Example use case: delivery partner for a complex systems upgrade.
- **Key route to market:** DIPS (for Digital and IT Professional Services).

Contingent Labour

- Generally not advisory in nature.
- Used to fill a post that is not or cannot be filled by a Civil Servant.
- Use cases include named individual contractors and temporary staff.
- **Key route to market:** Workforce Solutions (aka PSR)

Requirement 1:

Digital Delivery & Product Development

Service Outputs (including, but not limited to)

- Discovery, Alpha, Beta, Live delivery
- User research, testing and human-centred design
- Product roadmaps, backlogs and acceptance criteria
- Service blueprints, journey maps, prototypes
- Preparation and support for Service Standard Assessments

Indicative Roles (including, but not limited to)

- Product Manager / Senior Product Manager / Product Lead
- Delivery Manager / Senior Delivery Manager
- Agile Coach / Scrum Master
- Business Analyst / Lead Business Analyst
- User Researcher / Senior User Researcher
- Service Designer / Interaction Designer
- Content Designer / Technical Writer
- Accessibility Specialist
- Design Lead / Head of Design

Requirement 2:

Software Engineering & Application Development

Service Outputs (including, but not limited to)

- Secure software development (cloud, on-prem, hybrid)
- API design and system integration
- Continuous Integration (CI)/ Continuous Deployment (CD) pipeline development
- Test automation frameworks
- Legacy remediation and modernisation
- Cloud-native and microservice architectures

Indicative Roles (including, but not limited to)

- Software Engineer (all levels)
- Senior/Lead Engineer
- Full-stack / Front-end / Back-end Engineer
- Application Programming Interface (API) / Integration Engineer
- Mobile Developer
- Test Engineer, Automation Tester, Performance Tester
- Quality Assurance (QA) Lead
- DevOps Engineer / Platform Engineer / Site Reliability Engineer (SRE)
- Technical, Solution and Enterprise Architects

Requirement 4:

Cyber Security & Information Assurance

Indicative Roles (including, but not limited to)

- Security Architect
- Cyber Security Specialist
- Information Security Analyst
- Penetration Tester / Ethical Hacker
- Security Operations Centre (SOC) Analyst
- Incident Response Specialist
- Information Assurance/Risk Specialist
- AI assurance

Service Outputs (including, but not limited to)

- Security architecture and secure design review
- National Cyber Security Centre (NCSC)-aligned security assessments
- Secure by Design accreditation artefacts and risk assessments
- Protective monitoring and Security Information and Event Management (SIEM) implementation
- Penetration testing and vulnerability assessments
- Business continuity and disaster recovery planning
- Zero Trust architecture support

Requirement 3:

Data, AI, & Analytics

Indicative Roles (including, but not limited to)

- Data Analyst / Senior Data Analyst
- Data Scientist / Machine Learning (ML) Engineer
- Data Engineer / Senior Data Engineer
- Data Architect / Data Modeller
- Statistician / Geospatial Analyst
- Data Visualisation Specialist

Service Outputs (including, but not limited to)

- Data pipelines, ingestion and Extract, Transform, Load (ETL)
- Data warehousing and data lake design
- Machine learning models and responsible AI assurance
- Business Intelligence (BI) dashboards and advanced analytics
- Data governance, metadata and cataloguing
- Master data management and Reference data management
- Data quality assessments, process revision

Requirement 5:

Cloud, Infrastructure & Network Services

Indicative Roles (including, but not limited to)

- Cloud Architect / Cloud Engineer
- Infrastructure Engineer
- Network Architect / Network Engineer
- Systems Administrator
- IT Operations Manager

Service Outputs (including, but not limited to)

- Cloud migration and optimisation
- Data centre transformation
- Network architecture and secure connectivity
- Endpoint management and device strategy
- Backup, storage and virtualisation platforms
- Operational resilience and Disaster Recovery (DR)/Business Continuity Planning (BCP) implementation

Requirement 6: Technical Assurance & Architecture Services

Service Outputs (including, but not limited to)

- Enterprise and solution architecture
- Technical options analysis and feasibility studies
- Technical assurance for programmes and projects
- Compliance assessments against Government Digital Service (GDS), NCSC and IT standards
- Technical roadmaps and standards development

Requirement 7:

Project, Programme and Portfolio Management

Service Outputs (including, but not limited to)

- Compliance assessments against Project Delivery Standards Gov 002 standards/APMQ
- Project, Programme and Portfolio (P3M) governance and reporting
- Business case development (Five-Case Model)
- Portfolio planning and prioritisation
- Risk and issue management
- Benefits management and realisation
- Digital transformation programme oversight
- Change management

Indicative Roles (including, but not limited to)

- Programme Manager
- Project Manager
- Project Management Office (PMO) Analyst / PMO Manager
- Portfolio Manager
- Risk Manager
- Change Manager
- Benefits Manager

Requirement 8:

IT Service Management & Operational Support

Service Outputs (including, but not limited to)

- IT service operations (ITIL4-aligned)
- Major incident, change and problem management
- Service transition, release and deployment management
- Service reporting, dashboards and Key Performance Indicators (KPI)
- Asset and configuration management

Indicative Roles (including, but not limited to)

- Service Manager
- Information Technology Infrastructure Library (ITIL) Process Specialist
- Operations Analyst
- Major Incident Manager
- Service Desk Analysts (1st/2nd/3rd Line)
- Release Manager / Change Manager

Requirement 9:

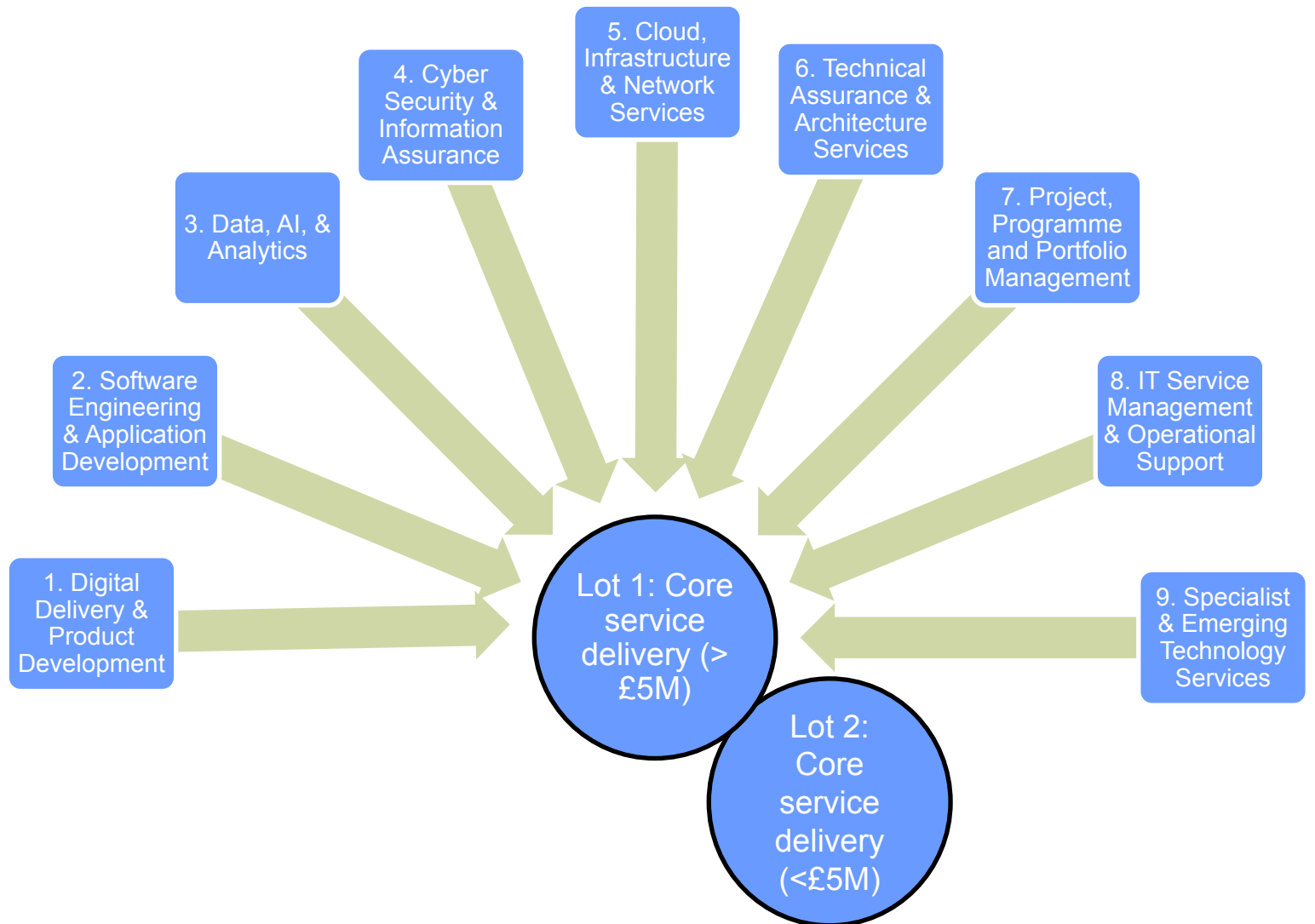
Specialist & Emerging Technology Services

Service Outputs (including, but not limited to)

- Artificial Intelligence and responsible AI frameworks
- Robotics Process Automation (RPA) implementation
- Digital twins and simulation
- Internet of Things (IoT) solutions and sensor integrations
- 5G and advanced connectivity advisory
- Blockchain / Distributed Ledger Technology (DLT) exploratory work
- Quantum computing readiness assessments
- Augmented Reality (AR)/Virtual Reality (VR) and immersive technology for training

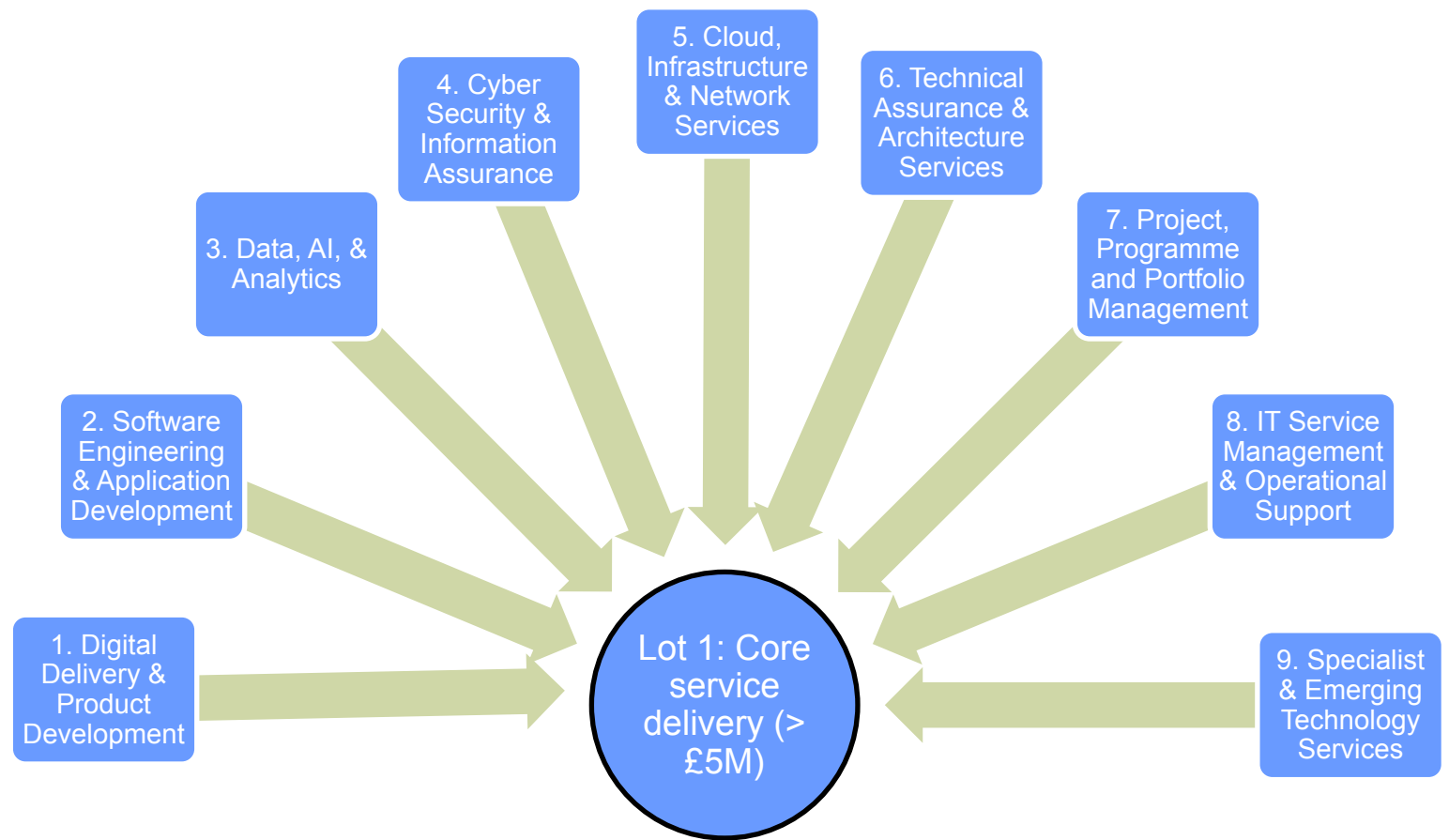
SME participation

Option 1



SME participation

Option 1

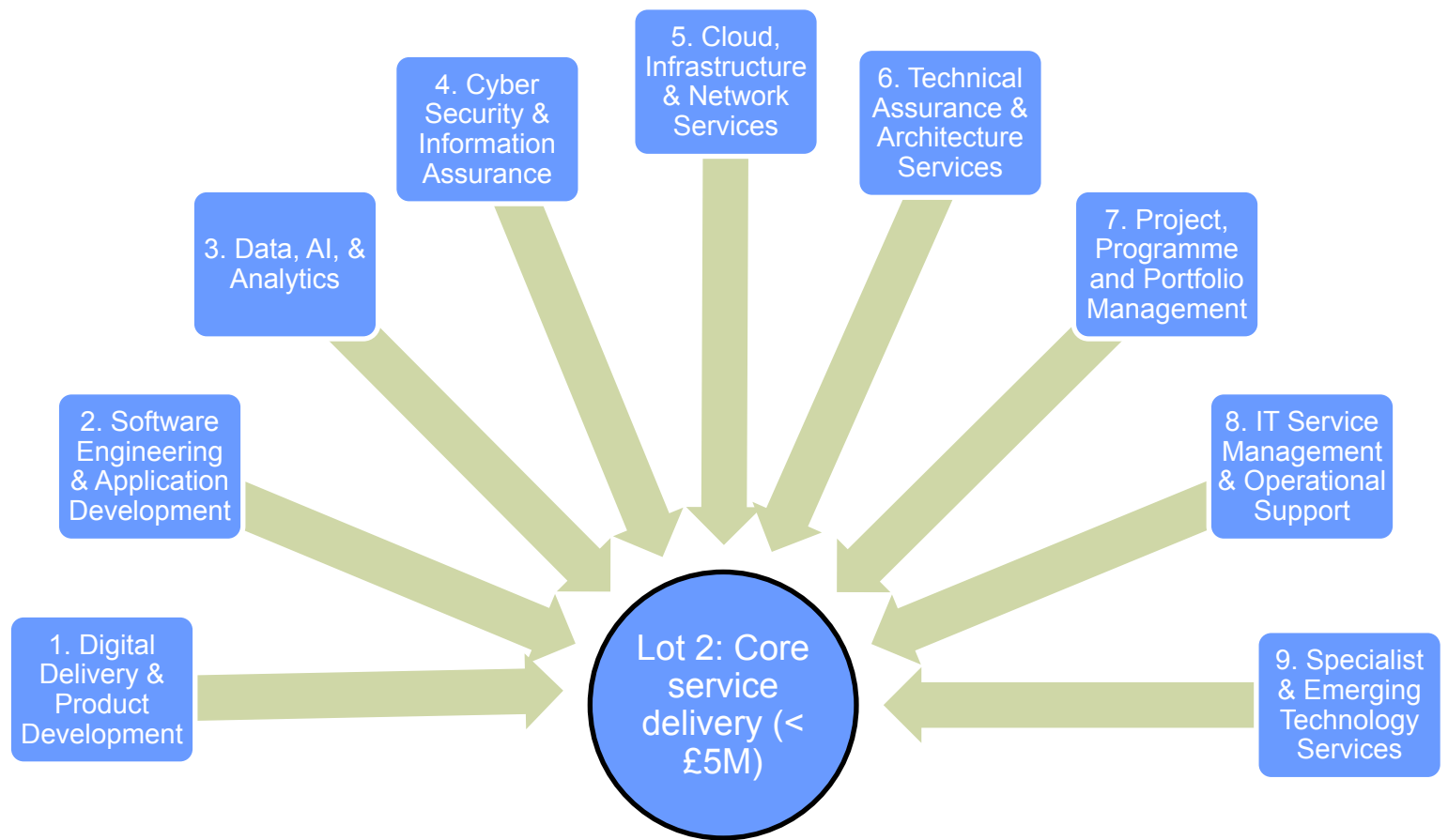


Lot 1: Core service delivery (>£5M) (Open or Closed Framework)

- Likely to be a high bar to entry, evidencing experience and capacity/capability to deliver against all 9 areas of the framework scope.
- Lends itself to partnerships, consortia, rather than individual companies.
- Ability to build closer, more strategic, relationships with a number of suppliers allowing for co-creation and investment into the MOD.
- Potential supplier number caps (depending on whether an Open, or Closed framework is chosen)

SME participation

Option 1

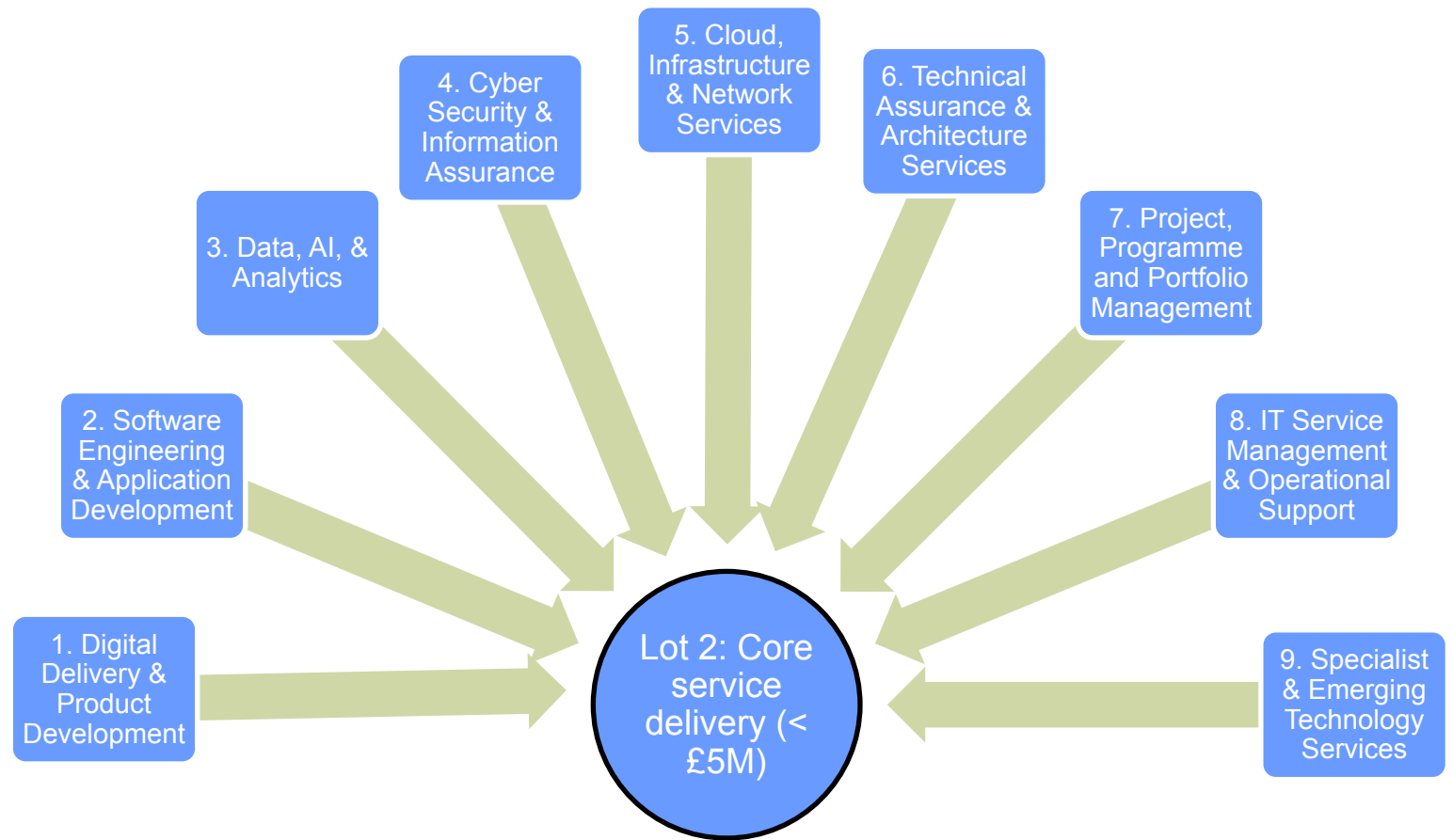


Lot 2: Core service delivery (<£5M) (Open or Closed Framework)

- Likely to be a lower bar to entry, evidencing experience and capacity/capability to deliver against at least 1 area of the framework's scope.
- Lends itself to individual companies, particularly SMEs.
- Ability to procure services from SMEs, and niche service providers.
- Potential to be an uncapped lot (depending on whether an Open, or Closed framework is chosen)

SME participation

Option 2 Neutral Vendor



Lot 2: Core service delivery (<£5M) – **Neutral Vendor** (Closed Framework)

- Single supplier Lot (the Neutral Vendor). Not a prime, the Neutral Vendor would not participate in delivery.
- Easier way of SMEs doing business with the MoD.
- Benefits suppliers through access to the MoD, requirements visibility, meet the buyer events, access to pipeline, and reduced administration.
- Allows for increased MoD focus on pipelining.
- A high bar to entry, evidencing experience and capacity/capability to deliver volume of procurements for digital and IT professional services.

Neutral vendor approach is
in a draft stage of review

Lotting structure options

Three options to be considered:

1. 2 lots split per value
2. 4 lots split per technology category; all lots will include transition and project/programme management provisions; all lots to include ancillary consultancy services; all lots to cover innovation
3. 3 lots including all above requirements+consultancy and assurance services; split per value

Option 1

Lot 1	Lot 2
Core service delivery (above £5m)	Core service delivery (below £5m)

Option 2

Lot 1	Lot 2	Lot 3	Lot 4
Tech strategy, design consultancy and assurance services	Infrastructure, data centre, cloud and networks services	Cyber security, end user and IT service management	Application management and data services

Option 3

Lot 1	Lot 2	Lot 3
Infrastructure, data centre, cloud and networks services Above £5m	Cyber security, end user and IT service management	Application management and data services
Lot 1b Below £5m	Lot 2b Below £5m	Lot 3b Below £5m