

# RM6235 Space-Enabled & Geospatial Services DPS

On-boarding – for new and prospective suppliers

26.11.2021

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# Introducing our solution...



... as seen in the **UK National Space Strategy** – Pillar One: Unlocking growth in the UK space sector

# Breaking it down – a DPS (Dynamic Purchasing System)

- Standard **Public Sector Contract** terms
- **Further competition** procedure
- **Always open** to new suppliers
- **Quality evaluation** required at call-off
- **Filters** enable supplier shortlisting

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**Special Terms**  
bespoke for this  
agreement cover the  
sharing of blended '**joint  
development**' IPR  
created through this  
agreement



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# Alignment to government policy as standard

- PPN 06/21 – Carbon Reduction
- PPN 06/20 – Social Value
- Small Medium Enterprises (SMEs)
- Modern Slavery
- Digital Inclusion & Accessibility
- Prompt Payment

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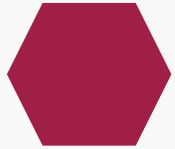
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# What you can sell

through RM6235 Space-Enabled & Geospatial  
Services Dynamic Purchasing System



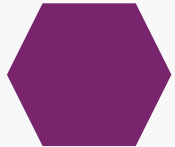
**Category of Requirement**



**Service/Product**

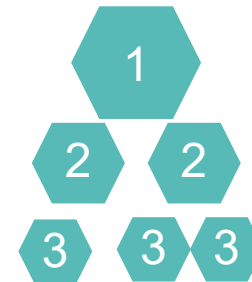


**Specialist Capabilities**



**Commercial Model**

An innovative **filter system**  
breaks up supplier  
capabilities into 4 filters  
and 3 levels



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# What you can sell

through RM6235 Space-Enabled & Geospatial  
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## Category of Requirement

- Satellite & Space-Enabled Communication
- Geospatial & Remote Sensing
- Unmanned Autonomous Vehicles
- Upstream (professional services only)

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# What you can sell

through RM6235 Space-Enabled & Geospatial  
Services Dynamic Purchasing System



## Service/Product

- ◆ Turnkey Solutions including Bandwidth & Capacity
- ◆ Hardware & Platforms
- ◆ Data Acquisition /capture, Products & Services
- ◆ Software, Applications and Solutions
- ◆ Advisory, Consultancy, and Training

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# What you can sell

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Services Dynamic Purchasing System



## Specialist Capabilities

- Specialist sector
- Data
- COTS/Software
- Locational

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# What you can sell

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**Commercial Model**

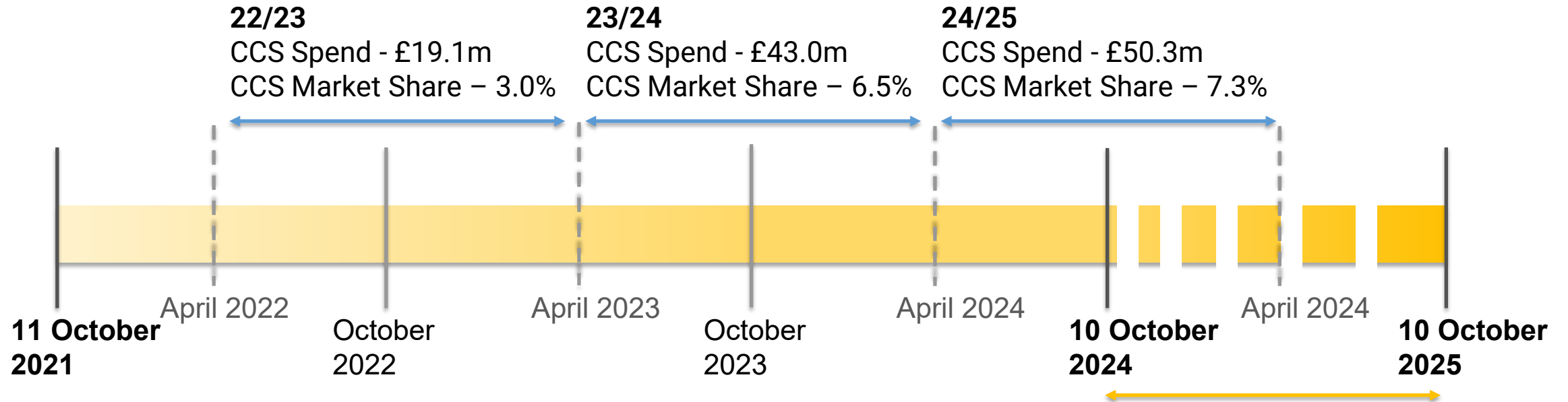
- ◆ Project/Milestone
- ◆ 'XaaS'

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# Forecasts for RM6235



20 suppliers so far, expected to grow to around 100

Open to the public sector  
**UK-wide**

**First** agreement to cover this market

Published FTS value of **£216m**

- ✓ Agreement initial term runs to October 2024, with a **1 year extension** available.
- ✓ Initial year spend **21/22** estimated at £3.3m (0.5% of UK Public Sector Market).
- ✓ Legacy Spend in 25/26 could reach £90m.



# The end-to-end process – for appointed suppliers

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# An overview of the fulfilment channel

## Multiple Suppliers Request to Participate (RtP) in the DPS

**Suppliers accepted to the DPS  
– DPS Agreement executed**



Suppliers can  
apply to join DPS  
at any point

DPS Selection  
criteria satisfied

DPS Agreement  
Terms & Conditions  
accepted

## Multiple Customers Call for Competition through the DPS

**Supplier(s) Awarded  
a Contract**

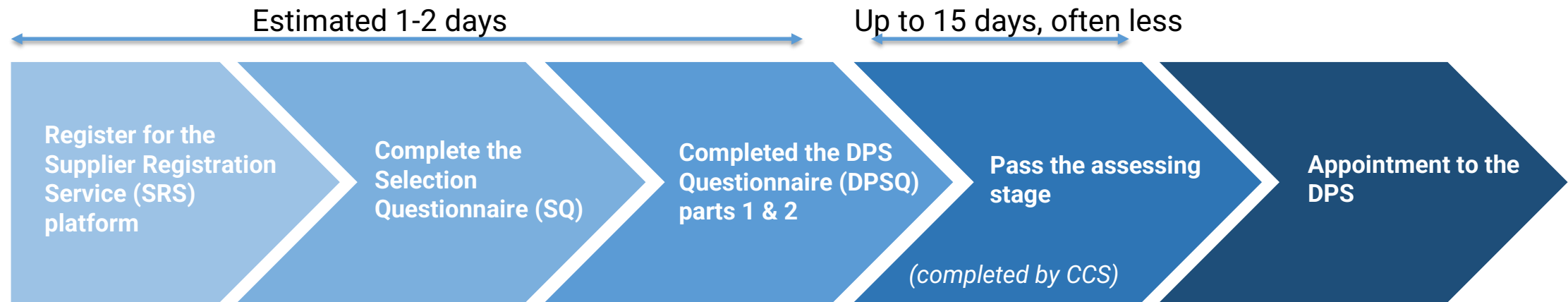


Publish Call for  
Competition

Capable DPS  
Suppliers respond

Customers  
evaluate Supplier  
responses

# The appointment process



## Supplier appointment is completed entirely within the SRS / DPS Marketplace



Supplier Registration

- The SRS and DPS Marketplace are part of the **same Gov.UK platform**
- All published documents and guidance available on the DPS Marketplace
- Before reviewing the DPS Questionnaire (DPSQ) - it is important that you familiarise yourself with the Terms and Conditions of this agreement – these are divided into the **DPS Schedules**, **Joint Schedules** and **Order Schedules**

Supplier registration **open**

Call-off available from **11 October 2021**



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# The buying process



## Part 1 – Planning & Shortlisting



Supplier Registration

- All published documents and guidance available on the [DPS Marketplace](#)
- Shortlisting can be as quick as **a few minutes**

## Part 2 – Evaluation & Award

- After shortlisting, create competitions on **the buyer's** chosen eProcurement / tendering system (or the free CCS eSourcing tool). [Guidance at Gov.UK](#)
- **The buyer** outlines the specification, evaluation criteria and contract format

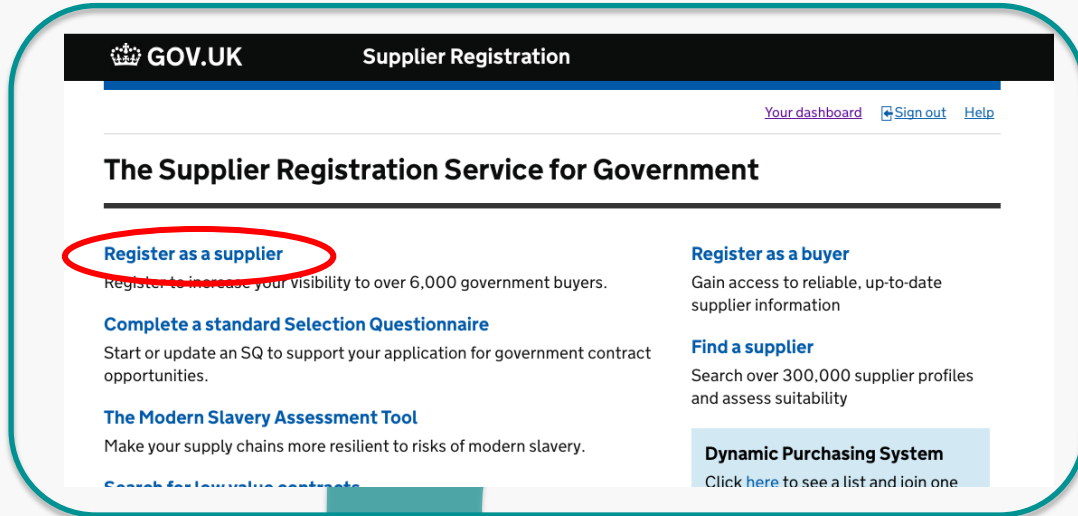
Supplier registration open

Call-off available from 11 October 2021

# The Digital Platforms

Register for the Supplier Registration Service (SRS) platform

1.



**GOV.UK** Supplier Registration

[Your dashboard](#) [Sign out](#) [Help](#)

## The Supplier Registration Service for Government

**Register as a supplier**  
Register to increase your visibility to over 6,000 government buyers.

**Complete a standard Selection Questionnaire**  
Start or update an SQ to support your application for government contract opportunities.

**The Modern Slavery Assessment Tool**  
Make your supply chains more resilient to risks of modern slavery.

**Register as a buyer**  
Gain access to reliable, up-to-date supplier information

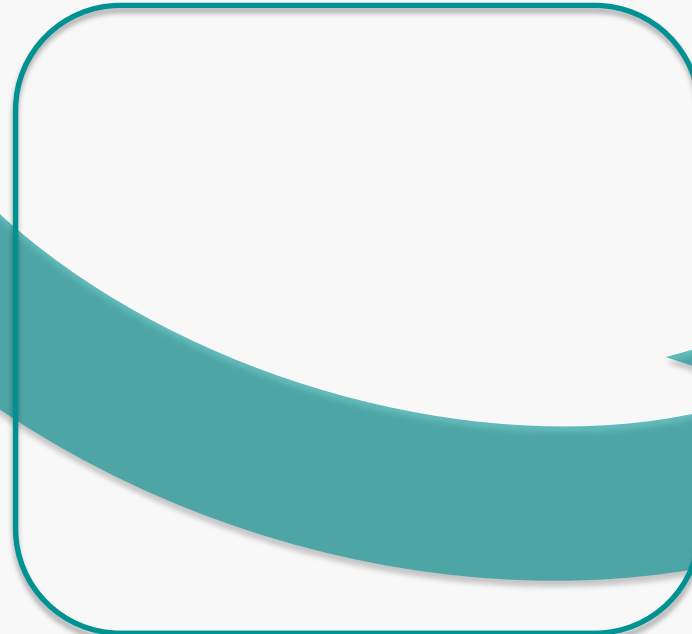
**Find a supplier**  
Search over 300,000 supplier profiles and assess suitability

**Dynamic Purching System**  
Click [here](#) to see a list and join one

3.



2.



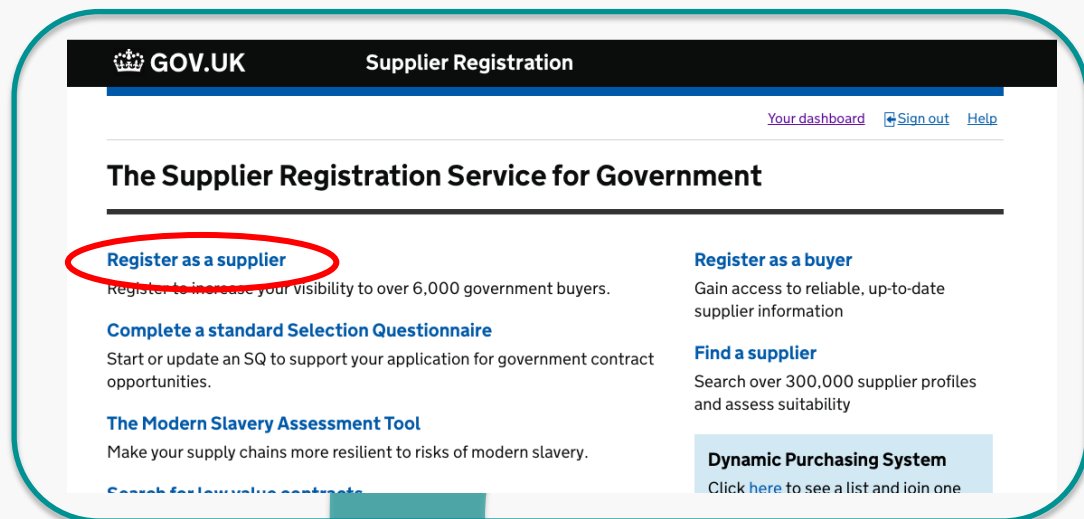
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# The Digital Platforms

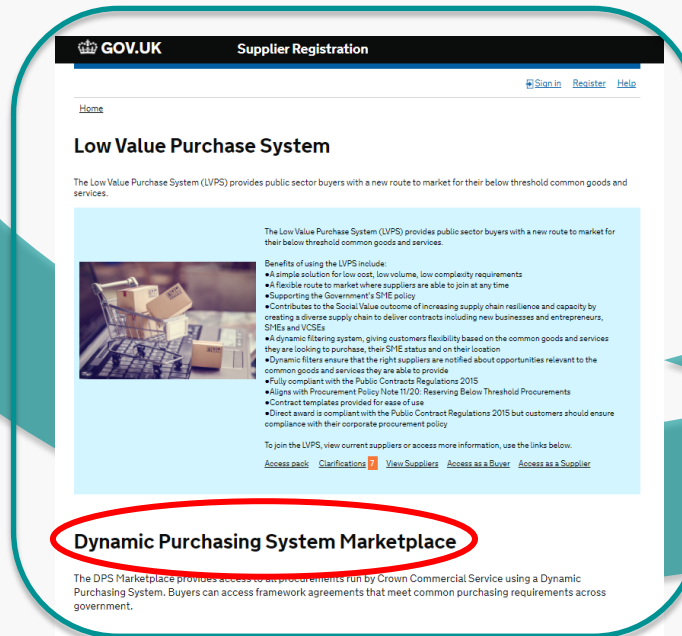
1.



The screenshot shows the GOV.UK Supplier Registration page. The header includes the GOV.UK logo and the title 'Supplier Registration'. Navigation links for 'Your dashboard', 'Sign out', and 'Help' are visible. The main heading is 'The Supplier Registration Service for Government'. Below this, there are four main sections: 'Register as a supplier' (highlighted with a red circle), 'Register as a buyer', 'Find a supplier', and 'Dynamic Purchasing System'. The 'Register as a supplier' section includes a sub-heading 'Complete a standard Selection Questionnaire' and a description: 'Start or update an SQ to support your application for government contract opportunities.' The 'Dynamic Purchasing System' section includes a link 'Click here to see a list and join one'.

3.

2.



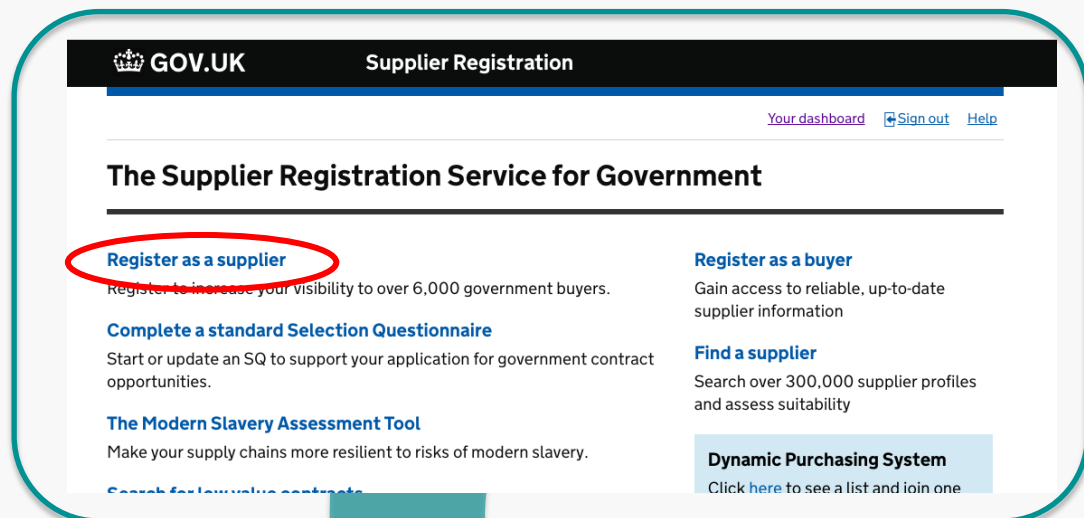
The screenshot shows the GOV.UK Low Value Purchase System page. The header includes the GOV.UK logo and the title 'Supplier Registration'. Navigation links for 'Sign in', 'Register', and 'Help' are visible. The main heading is 'Low Value Purchase System'. Below this, there is a description of the system and a list of benefits. The 'Dynamic Purchasing System Marketplace' is highlighted with a red circle. The page also includes a list of links: 'Access page', 'Clarifications', 'View Suppliers', 'Access as a Buyer', and 'Access as a Supplier'.

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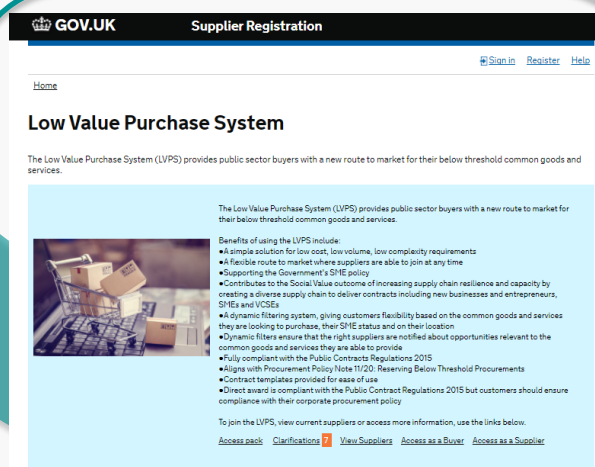
# The Digital Platforms

1.



The screenshot shows the GOV.UK Supplier Registration page. The header includes the GOV.UK logo and the text 'Supplier Registration'. Below the header, there are links for 'Your dashboard', 'Sign out', and 'Help'. The main heading is 'The Supplier Registration Service for Government'. There are four main sections: 'Register as a supplier' (circled in red), 'Complete a standard Selection Questionnaire', 'The Modern Slavery Assessment Tool', and 'Register as a buyer'. The 'Register as a supplier' section includes the text 'Register to increase your visibility to over 6,000 government buyers.' and a link to 'Complete a standard Selection Questionnaire'. The 'Register as a buyer' section includes the text 'Gain access to reliable, up-to-date supplier information' and a link to 'Find a supplier'. There is also a 'Dynamic Purchasing System' section with a link to 'Click here to see a list and join one'.

2.



The screenshot shows the GOV.UK Low Value Purchase System page. The header includes the GOV.UK logo and the text 'Supplier Registration'. Below the header, there are links for 'Sign in', 'Register', and 'Help'. The main heading is 'Low Value Purchase System'. The text describes the Low Value Purchase System (LVPS) as providing public sector buyers with a new route to market for their below threshold common goods and services. There is a section titled 'Benefits of using the LVPS include:' with a list of bullet points. At the bottom, there are links for 'Access pack', 'Clarifications', 'View Suppliers', 'Access as a Buyer', and 'Access as a Supplier'.

**Dynamic Purchasing System Marketplace**

The DPS Marketplace provides access to all procurements run by Crown Commercial Service using a Dynamic Purchasing System. Buyers can access framework agreements that meet common purchasing requirements across government.

3.



## Space Enabled and Geospatial Services

This DPS offers a simple route to purchase space-enabled & geospatial goods and services in the public sector, allowing customers to access a wide range of competition in an emerging market.

The services offered under this DPS will support customers to access data, technology and solutions that utilise remote geospatial, locational, communication and sensing capabilities of space, aerial and land-based platforms, to maximise public sector services. Customers are able to purchase solutions from commercial 'off the shelf' hardware or software, through to more involved development or data acquisition projects, and to professional services supporting the design, operation or assessment of services and solutions.

This agreement specifically serves customer requirements that require specialist knowledge, expertise or capability covering the key sub-categories of the agreement:

- Space-enabled/satellite communication and broadcasting
- Geospatial, Remote Sensing and PNT (Position Navigation, Timing)
- Unmanned Autonomous Vehicles (UAVs)
- Upstream Services (professional consulting services only, relating to launch or manufacture capabilities)

Benefits of using this DPS are:

- Access for the first time the wide ranging capabilities of specialist space-enabled & geospatial suppliers in one place, in line with the national Space and Geospatial strategies published in 2021
- The DPS has been developed with input from cross-government collaboration between current buyers and policy bodies including the Geospatial Commission, ensuring scope and terminology are reflective of the full range of industry capabilities
- Bespoke terms have been added to the standard Public Sector Contract terms, to support Intellectual Property Rights in the geospatial market, allowing for the terms of accessing and onward sharing of blended IPR to be agreed with customers at the outset
- This agreement ensures the appropriate suppliers are accessible to provide the right service offerings, to reduce procurement timescales and ultimately to provide an easier route to market for the type of space-enabled or geospatial product or service

To join this DPS, view current suppliers or access more information, use the links below

[Bid pack](#) [Clarifications](#) [View suppliers](#) [Access as a buyer](#) [Access as a supplier](#)

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# Minimum requirements for suppliers

- Insurances:
  1. Employer's (Compulsory) Liability Insurance of £5m minimum
  2. Public Liability Insurance of £1m minimum
  3. Professional Indemnity Insurance of £1m minimum
- Cyber Essentials or Plus
- Compliance with PPN06/21 and Carbon Reduction
- Supplier Code of Conduct
- Compliance with the Modern Slavery Act
- Equality & Diversity compliance

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# How we will work together

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# Supplier Relationship Management

- **Communication methods:**
  - Regular, all-supplier general updates
  - Business as usual communications
  - Supplier review meetings
- **Key considerations:**
  - KPI monitoring
  - MI reporting
  - Opportunities pipeline
  - Marketing and Case Studies
  - Areas to improve the DPS

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# Management Information (MI)

## Why collect MI?

- To **detail buyer activity** within the DPS for government monitoring
- To understand where the **public sector is spending** its money
- To demonstrate **best price and value** for money
- To ensure Government Procurement Policy and DPS **obligations are upheld**

## How do we collect MI?

- Using the **MI Template**



Microsoft Excel  
Worksheet

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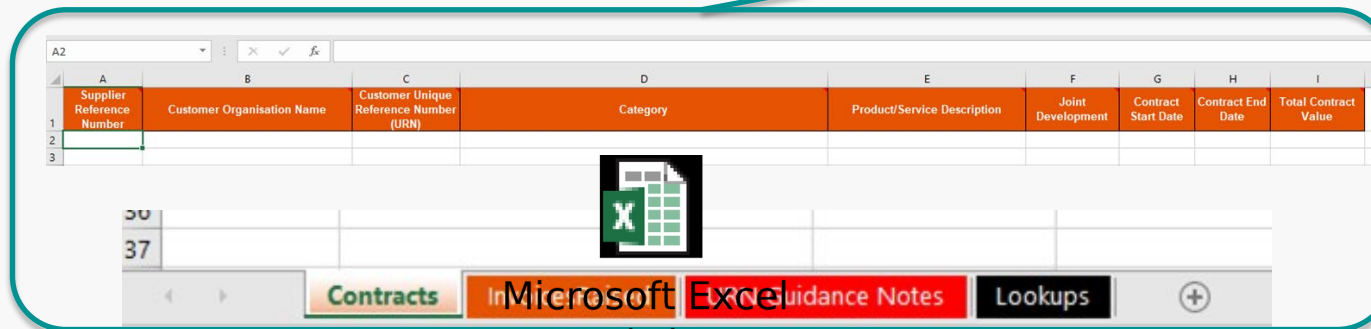
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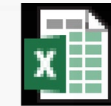
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## How do we collect MI?

- Using the **MI Template**



Supplier Reference Number	Customer Organisation Name	Customer Unique Reference Number (URN)	Category	Product/Service Description	Joint Development	Contract Start Date	Contract End Date	Total Contract Value



Microsoft Excel  
Worksheet

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Worksheet



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# Management Charge

- We are a Trading Fund – not funded from the taxpayer directly, but via the management charge or levy
- The Supplier will pay, excluding VAT, 1% of all the Charges for the Deliverables invoiced to the Buyer under all Order Contracts
- Payable to CCS within 30 days of the date of the invoice and is calculated based on the monthly MI returns
- MI Reports shall be completed electronically and uploaded to the CCS data submission service available at <https://www.reportmi.crowncommercial.gov.uk/>

# Marketing your products & services

Marketing – use our [Supplier marketing toolkit](#) (case studies, promotion, press releases etc)

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# The team



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If you have a general enquiry about onboarding please contact Crown Commercial Service Customer Desk on 0345 410 2222 or email [info@crowncommercial.gov.uk](mailto:info@crowncommercial.gov.uk)

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