

PROJECT KRAKEN – TECHNICAL EVALUATION CRITERIA

701555504 - Provision of an Enterprise Wide Data Integration
Partner for the Royal Navy

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1.1.1. Question 1: Requirements Compliance

Please confirm how you intend to comply with the 72 requirements as listed in "".

The response only needs to list "Fully Compliant", "Partially Compliant" or "Non-Compliant" for each of the 72 requirements and provide an explanation and/or workaround for any requirement stated as partially or non-compliant. The response is limited to one page of A4 (to list a basic compliance response per requirement) plus half a page of A4 per partial or non-compliant requirement (to explain the partial/non-compliance).

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response demonstrates evidence of full compliance for all Must and Should Have requirements, allowing that up to five may be recorded as partially compliant with an acceptable workaround or explanation.
Acceptable 7 Points	The response demonstrates evidence of full compliance for all Must Have requirements, allowing that up to five may be recorded as partially or non-compliant with an acceptable workaround or explanation.
Poor 3 Points	The response demonstrates evidence of partial or non-compliance without an acceptable workaround or explanation for one or more of the Must Have requirements.
No Evidence 0 Points	The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.

This question includes both technical and non-technical elements but has been classified as "technical" for assessment purposes on the merit of the inclusion of technical content and to aid balancing of assessment effort.

1.1.2. Question 2: Capability Suitability

Please provide a description of the conceptual architecture and underlying platform for the intended solution. It is entirely acceptable that responders may partner with Small to Medium Enterprises to provide added expertise to niche or specialist services. Use one or more diagrams and text to identify the main components of the data integration solution and how they interact to support decision makers.

The response is limited to four pages of A4 and should describe the complete data lifecycle, the technologies involved and how the solution is managed to deliver the data integration capability.

This question will be assessed as per the table below:

Score	Criteria
<p>Very Good 10 Points</p>	<p>The response demonstrates evidence of good practices when describing:</p> <ul style="list-style-type: none"> • how data is processed throughout the solution; • the acquisition, ingestion, storage and presentation of data; • how the data will be organised, catalogued and managed; • the approaches to data quality and the governance of data assets; • the reporting and analytical capabilities that the solution can provide and how they can be leveraged; • how the solution is secured and protected; • how the individual components of the solution can be extended to support evolving needs; • whether the solution can be deployed in Microsoft Azure, Amazon Web Services or container-based architecture such as Docker.
<p>Acceptable 7 Points</p>	<p>The response demonstrates evidence of good practices when describing:</p> <ul style="list-style-type: none"> • how data is processed throughout the solution • the acquisition, ingestion, storage and presentation of data; • the approaches to data quality and the governance of data assets; • the reporting and analytical capabilities that the solution can provide and how they can be leveraged; • how the solution is secured and protected.
<p>Poor 3 Points</p>	<p>The response demonstrates an understanding towards the question but fails to provide evidence to achieve a “Very Good” or “Acceptable” score.</p>
<p>No Evidence 0 Points</p>	<p>The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.</p>

1.1.3. Question 3: Defence Data Management Strategy

Please explain how you will support the authority for each of the seven strategic objectives outlined within the 2020 Defence Data Management Strategy:

- **SO1:** Improve the availability and accessibility of Defence Data;
- **SO2:** Implement data governance at all levels of the department to ensure the accountabilities and responsibilities for the upkeep of our data are established and upheld;
- **SO3:** Improve the quality and veracity of our data;
- **SO4:** Drive the consistent use of decision-making data across the department to improve coherency in the information produced from it;
- **SO5:** Ensure the integrity, confidentiality and security of data;
- **SO6:** Improve the knowledge, education and behaviours of our people to ensure data is managed as a strategic asset;
- **SO7:** Enable the exploitation of new data-driven technologies to meet information, business and operational challenges.

The response is limited to five pages of A4 and should demonstrate the capability of your technical solution as well as your credentials as a trusted partner, in supporting the authority with the management of your solution. The response should determine how each of the seven strategic objectives will be achieved both by your solution as well as your support in the authority's management of the project.

This question be assessed by allocating a maximum of two points for each of the seven strategic objectives:

- one point where strong evidence is provided to demonstrate how your non-technical input as a trusted partner will support the authority in achieving the objective, and;
- one point where strong evidence is provided to demonstrate how the technical solution will support the authority in achieving the objective.

This question will therefore be allocated a total score between a minimum score of zero and a maximum score of fourteen; bids that do not score ten or more will be eliminated from the competition.

1.1.4. Question 4: Previous Experience

Please provide details of up to – but no more than – three previous similar contracts that you have delivered in the last five years.

The response is limited to three pages of A4 and should demonstrate your competency together with the experience and commitment you brought to those contracts through the coordination, programming and management of the services, stakeholder engagement and ultimate delivery according to contract requirements.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response includes strong evidence of: <ul style="list-style-type: none">• three relevant contracts delivered, supported by an acceptable level of detail;• one or more relevant contracts delivered within the Defence and/or Maritime domains; and• two or more specific examples of lessons learnt from previous relevant contracts and how those lessons would be applied positively to this contract.
Acceptable 7 Points	The response includes evidence of only two of the three measures required to achieve a “Very Good” score.
Poor 3 Points	The response includes evidence of only one of the three measures required to achieve a “Very Good” score.
No Evidence 0 Points	The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.

1.1.5. Question 5: Delivery & Implementation

Please provide a plan, milestones and supporting information demonstrating your proposed plan for the duration of the contract, focusing upon mid-level detail for the mobilisation phase and high-level thereafter.

For reference, it is anticipated that the Programme will deliver according to the following milestones and conditions:

- Minimum Viable Product (MVP): the enterprise software on a production environment within 6 months of contract award;
- Initial Operating Capability (IOC): the enterprise software on a production environment and proof of concept capability migrated into the enterprise solution within 9 months of contract award;
- Full Operating Capability (FOC): Navy-wide access to the enterprise solution and commencement of new adoptions within 12 months of contract award;
- At the point of first adoption of Kraken (exclusive of SDA and P&T) the programme will become an on-going business change and adoption delivery;
- Data up to OFFICIAL SENSITIVE will be ingested and tolerated within the system until FOC wherein the system and its accreditation will undergo an uplift to accommodate for tolerance of data up to SECRET;
- Data above SECRET is not anticipated to be within scope of this solution.

The response is limited to four pages of A4 and should demonstrate and describe how the team will be mobilised and evolve throughout the course of the contract, how the extant proof of concept technical solutions shall be migrated to your proposed technical solution, how you will support accreditation of the technical solution and how you will transition responsibility for the solution to the authority at or before the contract end.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response includes strong evidence of: <ul style="list-style-type: none">• a mid-level plan with appropriate workstreams and milestones for the mobilisation phase;• a high-level plan with appropriate workstreams and milestones for the delivery and offboarding phases;• a coherent summary of the team required to deliver the plan;• identification of two or more dependencies and/or assumptions that clearly and accurately identify where authority and partner collaboration is critical to the success of the programme;• identification of two or more risks that may prevent the success of the programme, inclusive of appropriately detailed treatment plans; and• provides the authority with confidence in the delivery of the plan with no moderate or major reservations.
Acceptable 7 Points	The response includes evidence of: <ul style="list-style-type: none">• a mid-level plan with appropriate workstreams and milestones for the mobilisation phase;

Score	Criteria
	<ul style="list-style-type: none"> • a high-level plan with appropriate workstreams and milestones for the delivery and offboarding phases; • a coherent summary of the team required to deliver the plan. <p>and provides the authority with confidence in delivery of the plan with no major reservations.</p>
Poor 3 Points	The response demonstrates an understanding towards the question but fails to provide evidence to achieve a “Very Good” or “Acceptable” score.
No Evidence 0 Points	The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.

1.1.6. Question 6: Business Change

Please outline how you have previously approached business change on other similar contracts, and how you intend to approach business change for the duration of this contract.

The response is limited to three pages of A4 and should demonstrate your previous credentials and planned approach to ensure the capability is successfully adopted across the enterprise throughout the lifetime of the contract and beyond.

The response may reference content provided to answer questions 3 and/or 4.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response includes strong evidence of: <ul style="list-style-type: none">• a rollout approach that enables the authority to adopt different approaches within different areas of the business as necessary;• a clearly articulated approach to scaled communication and stakeholder management;• identification of phases requiring additional focus and a plan to provide the necessary additional focus;• appropriate consideration and planning for the transition of the capability to the Royal Navy's majority ownership prior to the end of the contract;• identification of two or more dependencies and/or assumptions that clearly and accurately identify where authority and partner collaboration is critical to the success of the capability beyond the lifetime of the contract; and• two previous deliveries demonstrating your competence in delivering the described approach.
Acceptable 7 Points	The response includes evidence of four or five of the six measures required to achieve a "Very Good" score.
Poor 3 Points	The response includes evidence of three or fewer of the six measures required to achieve a "Very Good" score.
No Evidence 0 Points	The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.

1.1.7. Question 7: Solution Adoption

Please describe the main challenges and opportunities that organisations have when adopting your solution, along with your approach to tackling the challenges and exploiting the opportunities.

The response is limited to two pages of A4 and should demonstrate your competency in:

- predicting and addressing the main challenges faced by organisations adopting your solution;
- exploiting the main opportunities available to organisations adopting your solution.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response includes strong evidence of: <ul style="list-style-type: none">• two non-technical challenges the authority will likely face, to an acceptable level of detail outlining the challenge, the resolution and the likely objective benefits;• one non-technical opportunity the authority will likely discover, to an acceptable level of detail outlining the opportunity, how it may be exploited and the likely objective benefits;• detail of the intended objective mechanisms to measure the potential business value of proposed solutions and business uptake and achieved value of delivered solutions; and• high-quality self-service training materials able to satisfy the training needs of 90% or more of the user community.
Acceptable 7 Points	The response includes evidence of two non-technical challenges the authority will likely face or evidence of one non-technical opportunity the authority will likely discover but does not adequately address all the criteria required to achieve a “Very Good” score.
Poor 3 Points	The response demonstrates an understanding towards the question but fails to provide evidence to achieve a “Very Good” or “Acceptable” score.
No Evidence 0 Points	The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.

1.1.8. Question 8: Service Management

Please provide a description of your approach to managing the service(s) provided with this contract.

The response is limited to two pages of A4 and should detail any actual or potential involvement of third parties and how you manage the service(s) for similar contracts.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response includes strong evidence of: <ul style="list-style-type: none">• a collaborative objective approach to service management that is based upon industry recognised service management standards;• previous handling of significant aspects of service support;• previous collaboration with large organisations within service management;• positive performance against agreed targets on one or more similar contract; and• third party service management participation on one or more similar contract or the potential for third party involvement in the overall support of the service.
Acceptable 7 Points	The response includes evidence of three or four but not all five of the measures required to achieve a "Very Good" score.
Poor 3 Points	The response includes evidence of two or fewer of the five measures required to achieve a "Very Good" score.
No Evidence 0 Points	The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.

1.1.9. Question 9: Security

Please provide a description of how you will ensure data is secured and protected against unauthorised access in accordance with Defence data security and protection policies, and relevant government security protection policies and legislation.

The response is limited to two pages of A4 and should outline a structured approach to capturing, managing and meeting detailed security requirements based upon experience of an industry recognised control framework, along with your knowledge of government data classifications and details of controls that will be applied to protect data classified up to Secret.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response demonstrates: <ul style="list-style-type: none">• strong knowledge of government data classifications, including details of five or more controls to ensure data is protected and managed on a need to know and authorised basis for data classified up to Secret; and• an understanding of the benefits of refined access control, exemplifying the ability to restrict data access at a granular level; and• a structured approach to capturing, managing and meeting the detailed security requirements based upon an industry recognised control framework (e.g. NIST 800-53), tailored appropriately for the environment based upon lessons from a previous application of the control framework.
Acceptable 7 Points	The response demonstrates <ul style="list-style-type: none">• strong knowledge of government data classifications, including details of three or more controls to ensure data is protected and managed on a need to know and authorised basis for data classified up to Secret;• a structured approach to capturing, managing and meeting the detailed security requirements based upon an industry recognised control framework (such as NIST 800-53).
Poor 3 Points	The response demonstrates an understanding towards the question but fails to provide evidence to achieve a “Very Good” or “Acceptable” score.
No Evidence 0 Points	The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.

1.1.10. Question 10: Scalability, Interoperability & Maintainability

Please provide a description of how your proposed technical solution can be scaled across the Royal Navy, wider Defence and beyond into industry partners of the authority, how it works with other systems and how it allows for addition of new functionality, amendment to existing functionality and interoperability with other systems.

The response is limited to two pages of A4 and should cite real-life examples of your solution being scaled, amended, extended and/or connected with other systems and outline the challenges and benefits experienced.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	<p>The response includes strong evidence of the solution:</p> <ul style="list-style-type: none"> • being scaled from an initial low-volume usage into an environment with 10000 or more active users across multiple organisations; • operating in conjunction with two or more external systems; • being amended to suit the needs of the user-base; • being extended to suit the needs of the user-base; • being amended or extended via a repeatable process; • being amended or extended by organisations other than the bidder (including the customer); • at least one challenge (and its associated resolution) drawn from experience of amending or extending the solution; and • at least one benefit realised as a result of amending or extending the solution.
Acceptable 7 Points	<p>The response includes evidence that the solution is able to be scaled, operated with other systems, amended and extended to suit the needs of the authority, but with some reliance upon the bidder and/or a lack of evidence supporting the repeatability, resolution of challenges and realisation of benefits.</p>
Poor 3 Points	<p>The response includes insufficient evidence to demonstrate that the solution can be scaled, operated with other systems, amended and extended to suit the needs of the authority.</p>
No Evidence 0 Points	<p>The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.</p>

1.1.11. Question 11: Innovation & Continuous Improvement

Please provide details of the roadmap for your proposed technical solution.

The response is limited to three pages of A4 and should demonstrate your commitment to investment in both your proposed technical solution and in the people that drive a culture of innovation and continuous improvement to ensure your proposed technical solution will remain fit for purpose for the duration of the contract.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response includes strong evidence of: <ul style="list-style-type: none">• a product roadmap with term appropriate levels of detail outlining the detail of at least one new feature due within the next six months and high-level direction of the product thereafter;• demonstration of one or more examples of commitment to invest into the proposed technical solution throughout the duration of the contract;• the proposed technical solution being comprised of technical components that are not likely to require significant architectural changes during the term of this contract;• the mechanism to which you ensure the proposed technical solution remains innovative, to an acceptable level of detail; and• how continuous improvement is applied within the processes of developing the proposed technical solution, to an acceptable level of detail.
Acceptable 7 Points	The response includes evidence of: <ul style="list-style-type: none">• a product roadmap with term appropriate levels of detail outlining the detail of at least one new feature due within the next six months and high-level direction of the product thereafter;• commitment to invest a total of three or more times the value of this contract into the proposed technical solution and the team supporting the technical solution over a period of five years or more.
Poor 3 Points	The response does not include adequate detail and/or there are reservations about the commitment to invest in the people and technology associated with this contract.
No Evidence 0 Points	The response fails to answer the question or provides an answer that demonstrates a lack of understanding towards the question.

1.1.12. Question 12: Social Values

Please describe the commitment within your organisation and any organisations within your bid to tackle workforce inequality.

The response is limited to three pages of A4 and should demonstrate:

- Inclusive and accessible recruitment practices, and retention-focussed activities;
- Offering a range of quality opportunities with routes of progression if appropriate, e.g. T Level industry placements, students supported into higher level apprenticeships;
- Working conditions which promote an inclusive working environment and promote retention and progression;
- Demonstrating how working conditions promote an inclusive working environment and promote retention and progression;
- A time-bound action plan informed by monitoring to ensure employers have a workforce that proportionately reflects the diversity of the communities in which they operate, at every level;
- Including multiple women, or others with protected characteristics, in shortlists for recruitment and promotions;
- Using skill-based assessment tasks in recruitment;
- Using structured interviews for recruitment and promotions;
- Introducing transparency to promotion, pay and reward processes;
- Positive action schemes in place to address under-representation in certain pay grades;
- Jobs at all levels open to flexible working from day one for all workers;
- Collection and publication of retention rates, e.g. for pregnant women and new mothers, or for others with protected characteristics;
- Regular equal pay audits conducted.

This question will be assessed as per the table below:

Score	Criteria
Very Good 10 Points	The response demonstrates an acceptable level of evidence for 10 or more of the 13 points.
Acceptable 7 Points	The response demonstrates an acceptable level of evidence for 7, 8 or 9 of the 13 points.
Poor 3 Points	The response demonstrates an acceptable level of evidence for 4, 5 or 6 of the 13 points.
No Evidence 0 Points	The response demonstrates an acceptable level of evidence for 0, 1, 2 or 3 of the 13 points.

1.1.13. Question 13: Legal

Please confirm that:

- your solution shall ensure the storage of personal data is compliant with the Data Protection Act 2018, provide evidence of signing up to the GDPR Code of Conduct.
- you accept that the MoD shall own the intellectual property for MoD specific configuration and customisations of your solution (including data, inbound and outbound data connections, interfaces, services and supporting data formats)

This question is answered as Yes or No and is not scored, but bidders must answer Yes to proceed.

1.1.14. Question 14: Supporting the authority

Please confirm that you understand the Authority will manage the Kraken programme and it is your duty to support the Authority in their management of this programme.

This question is answered as Yes or No and is not scored, but bidders must answer Yes to proceed.

1.1.15. Question 15: MOD Hosted

Please confirm you are willing and able to deploy your proposed technical solution within a MoD owned and controlled managed hosting environment, including making any necessary changes in order to gain MoD accreditation for the solution.

This question is answered as Yes or No and is not scored, but bidders must answer Yes to proceed.

1.1.16. Question 16: Virtualisation

Please confirm your solution can be deployed and licensed in fully virtualised environments (i.e. all components, including administration components, can all be run on virtual machines).

This question is answered as Yes or No and is not scored, but bidders must answer Yes to proceed.

1.1.17. Question 17: Security Cleared People

Please confirm your organisation has personnel with UK security clearance, or who are willing to go through appropriate clearance processes, to deploy and manage your proposed technical solution in a MOD-hosted environment through the life of the contract.

It is expected that SC clearance will be the minimum required clearance and that the supplier should be able to provision DV cleared personnel if required and appropriate for key roles.

This question is answered as Yes or No and is not scored, but bidders must answer Yes to proceed.

1.1.18. Question 18: UK Based Team

Please confirm that the members of your team with direct access to your solution and/or the associated data will all be based within the UK.

This question is answered as Yes or No and is not scored, but bidders must answer Yes to proceed.

1.1.19. Capability Evaluation Terms and Conditions

The following terms and conditions apply to the capability evaluation.

The authority:

- reserves the right to score responses that exceed the questions specific A4 page limit (or remain within the limit via usage of a font size smaller than Arial 11) as 0, or to score the response based only on the content up to the stated page limit;
- will accept supporting evidence expressed as images and/or diagrams, and such content shall be counted towards the page limit;
- will score each question in isolation but will consider references to content within the responses to other questions where relevant, and only if they are specifically stated and clearly referenced;
- will eliminate bids that fail to meet the minimum threshold of any individual question with a defined minimum threshold;
- will eliminate bids that fail to meet the minimum threshold for the total score;
- reserves the right to eliminate bids that score 0 for any question.

