Request for Information (RFI)

to support

Navy Digital, Data and Navy Applications,

RN Software House

Market Engagement Round 1

Issued; 10 June 2022

1.   **Notice to Reader and Disclaimer.**

This RFI forms a part of market engagement and is NOT part of any competitive procedure. Any information you submit will be considered solely for the purposes of building a greater understanding of the areas listed in Annexes A of this RFI.

Should the decision be made to formally compete the Navy Digital, Data and Navy Applications (DNA), 'Software House' requirement, any information provided will not be considered as part of a formal bid and must be re-submitted as part of the formal bid process. Information specific to the Industry participant provided through this process will not be shared or distributed directly to other participants.

The information contained in this RFI and any further information (whether written, electronic or oral) supplied by the Secretary of State and/or any of its representatives in respect of this RFI is, and will be, supplied on the condition that neither the Secretary of State, any of its representatives nor any agents, servants, officers or affiliates of the Secretary of State or its representatives whatsoever is liable for any error, omission, or inaccuracy therein nor for any loss or damage sustained by any party arising as a result of reliance on such information or any subsequent communication, including any error or omission or inaccuracy resulting from any negligent act or omission of any of the Secretary of State, its representatives or any other person (other than in respect of fraudulent misrepresentation). No party accepts any responsibility or gives any undertaking to provide further information, including any information required to correct any earlier inaccuracy or error.

Any participation in this Industry market engagement and any response to this RFI is entirely at your cost and risk. The MOD is under no obligation to proceed with a formal procurement or in any other way proceed with the Software House project and shall not be liable to any participants for any costs arising from participation in this process.

2.   **Information Request**

This RFI forms a multi-step process which will focus on the exchange of information in a number of specific areas. The focus of this RFI is to capture information, confirm planning assumptions and to understand how to maximise opportunities for a cost effective, flexible, and scalable service. It also focusses on improved affordability and value for money; future challenges that might emerge over the course of the contract; and social value.

To achieve this, Suppliers are invited to submit comments by responding to the questionnaire at Annex A. Suppliers are invited to submit a single document containing all the answers and numbered as at the tables at Annex A. The RFI is located in the Defence Sourcing Portal
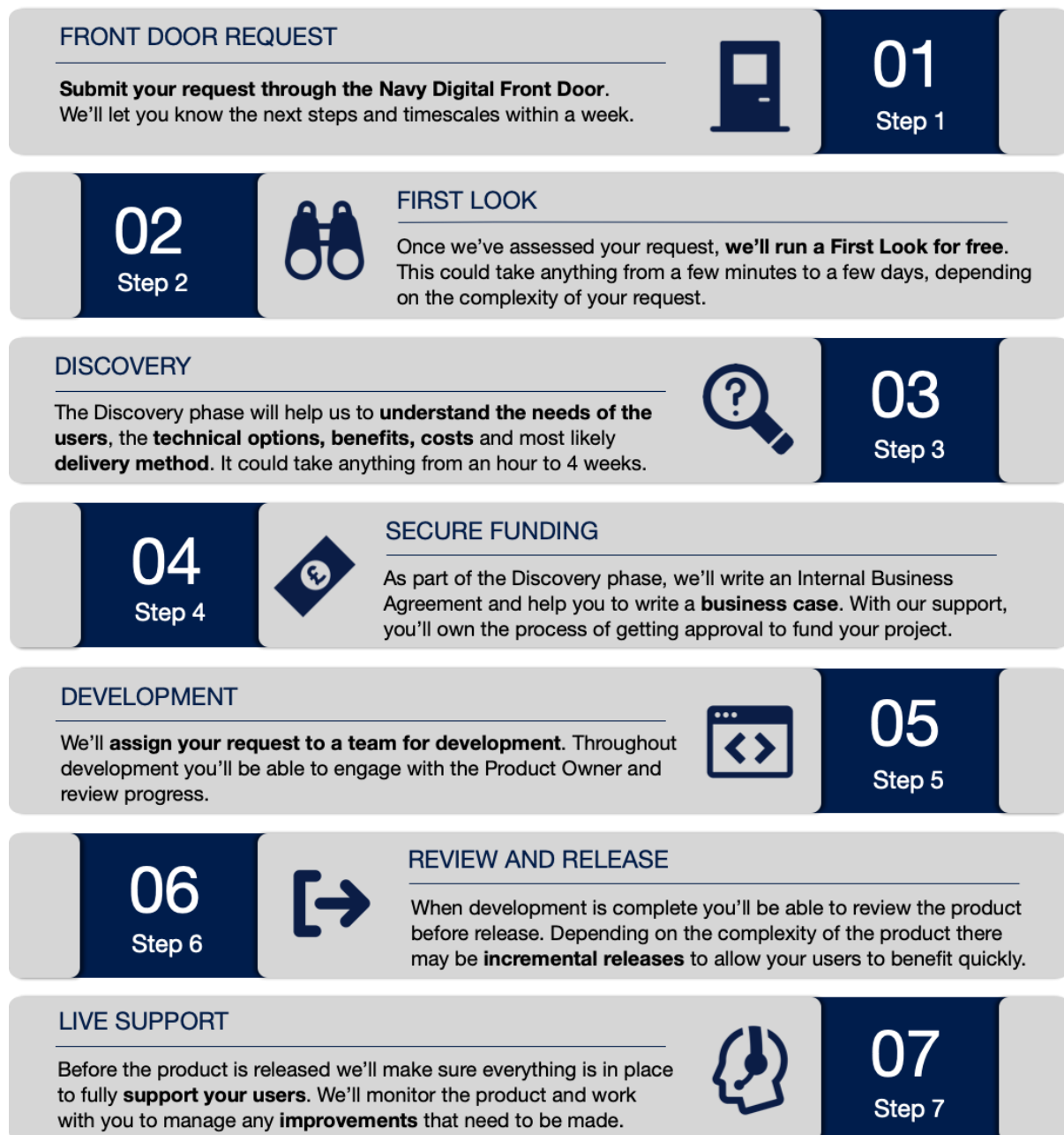
The DNA Team are considering scheduling an industry day and a series of virtual 1-1 meetings for mid-July. At these meetings the Suppliers will have the opportunity to present their responses to the RFI questionnaire(s). Further information will follow in the coming weeks and will be published via DSP.

3.   **Strategic Context**

The Defence Digital Function will enable seamless access to Defence data by delivering a secure, singular, modern Digital Backbone. It will enable the exploitation of that data across the Defence enterprise through the creation of the Digital Foundry, a federated ecosystem of digital innovators and developers, which will include the Defence Artificial Intelligence Centre. Whilst led by Defence Digital this will be a partnership across Defence with DSTL and DE&S and the other enabling organisations - all focused on supporting the Front-Line Commands and the wider business of Defence.

The RN contribution to this strategy centres on the **Data and Navy Application (DNA) Software House**.

The simplified process followed is below:

FRONT DOOR REQUEST

Submit your request through the Navy Digital Front Door.
We'll let you know the next steps and timescales within a week.

01 Step 1

02 Step 2

FIRST LOOK

Once we've assessed your request, **we'll run a First Look for free**. This could take anything from a few minutes to a few days, depending on the complexity of your request.

DISCOVERY

The Discovery phase will help us to **understand the needs of the users**, the **technical options, benefits, costs** and most likely **delivery method**. It could take anything from an hour to 4 weeks.

03 Step 3

04 Step 4

SECURE FUNDING

As part of the Discovery phase, we'll write an Internal Business Agreement and help you to write a **business case**. With our support, you'll own the process of getting approval to fund your project.

DEVELOPMENT

We'll **assign your request to a team for development**. Throughout development you'll be able to engage with the Product Owner and review progress.

05 Step 5

06 Step 6

REVIEW AND RELEASE

When development is complete you'll be able to review the product before release. Depending on the complexity of the product there may be **incremental releases** to allow your users to benefit quickly.

LIVE SUPPORT

Before the product is released we'll make sure everything is in place to fully **support your users**. We'll monitor the product and work with you to manage any **improvements** that need to be made.

07 Step 7

4.   **Existing Service**

The numerous extant contract arrangements are due to expire over the next 6-18 months.

To enable product delivery DNA operates scrum teams against a prioritised backlog, using teams made up from digital partners (suppliers), civil servant developers and both civilian and military product owners. As a Software House DNA needs to provide technical outcomes by utilising professional service resource in a rainbow team delivery – one team – the DNA team.

The existing product and scrum teams consist of around 130 professional services, 16 civil servants and 22 Military ranks and rates. Operating across the majority of SFIA roles such as User Researchers, Business Analysts, Technical Architects, Developers, Engineers, and Delivery Managers.

DNA intend to remain a multi-vendor delivery environment with enabling support provided by military personnel and crown servants with an expected FTE between 150-250 for the foreseeable future.

5.   **Anticipated Commercial Route, Contract Duration and Contract Value**

DNA is exploring commercial delivery models, including utilising existing CCS or establishing a call-off framework contract with multiple suppliers, with no minimum financial commitment and a 30 day call-off notice.

The expected duration for the framework contract will be 3 years with an option to extend by 2 years (year on year). The anticipated value of the framework is circa £15-£20M per annum.

6.   **RN Software House benefits**

The intended benefits intended to be delivered from this arrangement are:

a.   **Commercial Agility.** The aspiration is that the commercial route would provide rapid access to professional services. That the competition for a larger liability and longer duration would inspire improved rates. It will enable a rainbow team of suppliers to work within the RN Software House as one team, improving knowledge share and allow RN Software House resource management to select the supplier which best fit our need.

b.   **Speed to Market.** A requirement of the winning supplier(s) would be to provide quotes against statements of work in a rapid manner, target: within 5 working days. This provides the RN Software House with rapid access to the market for professional services allowing surge when needed and an optimised resource model.

c.   **IP Ownership.** The RN Software House will own developed code for reuse across a number of projects. This will lower the cost of development for future customers. A KPI will seek to drive and govern the scale of reuse and the associated efficiency of delivery.

d.   **Technology Exploitation.** Accessing the market (little and often) the cost of maintaining professional digital SQEP remains with the supplier, such that the RN Software House can access the market and meet its customer requirement without a large training overhead.

e.   **User Centred Design.** Working with the customer throughout the project enables the RN Software House to ensure that the product is wholly aligned to the needs of the customer. It also allows iterative development and benefit realisation vice poor design due to misconceived requirements delivered in a waterfall project.

7.   **DNA's Agile approach**

DNA's vision is to develop and deliver data platforms and applications that enable the Navy to increase efficiency, effectiveness, and availability.

DNA manages a catalogue of work through Agile delivery methods to simplify the delivery of solutions for both complex and simple problems. We provide bespoke, modified, and procured solutions, accessible ashore or at-sea, in the Official or Secret domains and

support our customers on their digital journey through-life from inception to live service, including continuous improvement and support.

DNA is motivated by enabling benefit realisation for the Royal Navy and run efficient first look and discovery services to collaboratively understand the nature of the customer's business problem, the user needs and the benefits unlocked by a digital solution.

offer user-focused front-end development and back-end engineering, including development and implementation of data analytics and machine learning. To ensure that we develop supportable and useable solutions, we manage reusable platforms and technologies such as the MyNavy Mobile Platform, the KRAKEN data integration and analytics platform and the Navy Data Platform. To ensure that we are delivering as efficiently as possible, we use existing hosting solutions and leverage Defence-wide enabling services wherever possible.

Our Agile delivery methods allow our teams to respond rapidly to changing requirements and our governance combined with our commitment to utter transparency of reporting ensures you can realise the benefits from technology investment with high quality digital solutions provided to the cost and time expectations of your business case.

All professional services working within DNA will align to one of the following pillars:

Leadership and organisation
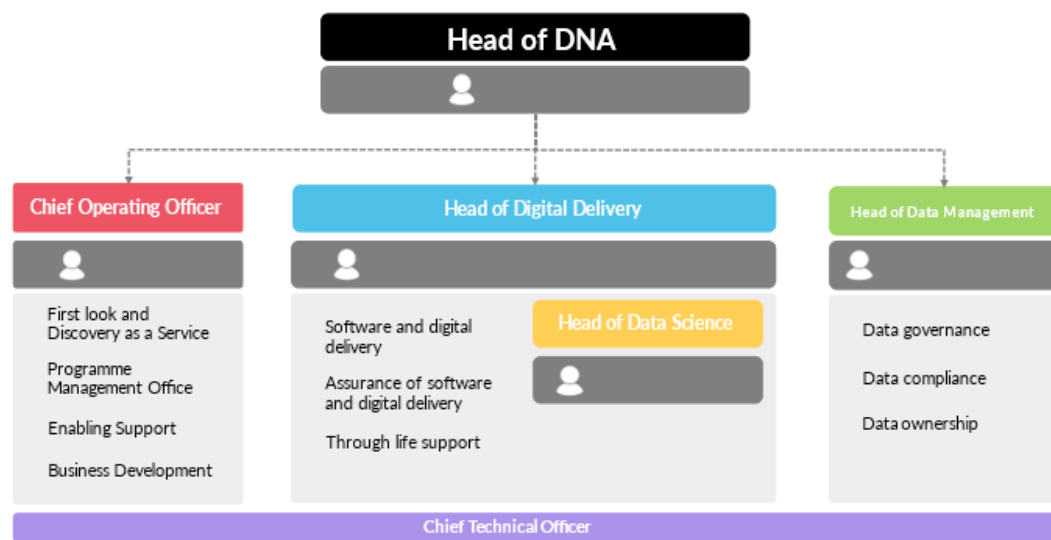
DNA Agile delivery methods allow our teams to respond rapidly to changing requirements and our governance oversight combined with our commitment to utter transparency of reporting ensures the customer can realise the benefits from technology investment with high quality digital solutions provided to the cost and time expectations. A model of continuous iterative development allows us to constantly improve and enhance the product, based on user insight and feedback. A visualisation of this model can be seen below:

Plan
Mapping the "As Is" to understand user needs, identify constraints and highlight pain points/opportunities.

Design
Exploring potential solutions, validate assumptions, explore the feasibility of routes and create prototypes to test with users.

Develop
The build phase; based on the outcomes of our user testing, we also plan the rollout of betas to a smaller group of users.
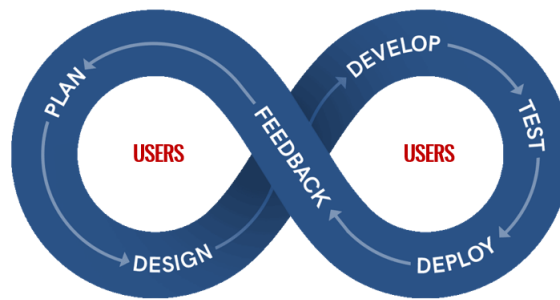
Test
Testing our beta to identify required amends before full rollout.

Deploy
The full rollout of a service, including comms strategy to drive utilisation and engagement.

Feedback
Continuously measuring to "fail fast" and learn quickly. Enhancements are added to the product backlog and prioritised by the Product Owner.

In our Agile approach, we:

- start development early, we don't wait to define the full solution
- ensure User Centric Design
- iteratively develop software in 2-week sprint cycles
- release early to deliver prompt business value
- incorporate feedback and adapt to change
- set the conditions, access, and tooling to empower the team to work against problems autonomously
- collaborate continuously with our Partners and Users

Delivery methodology
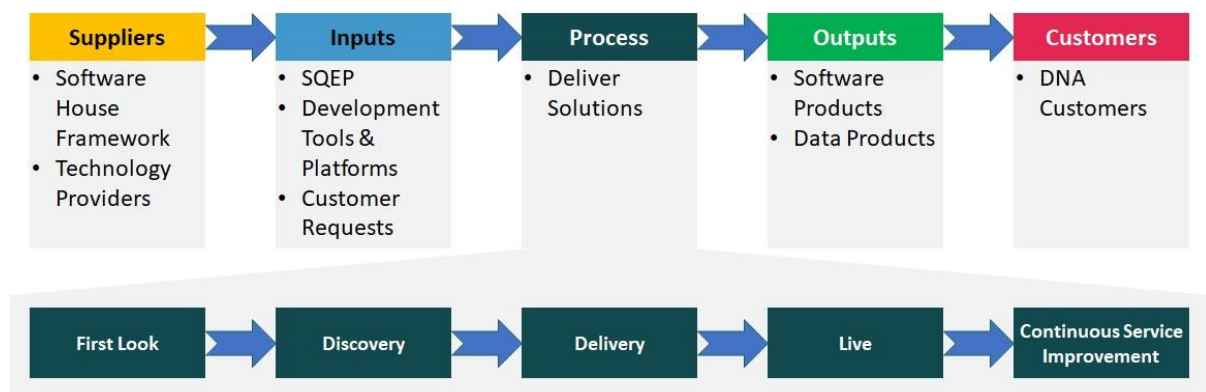
First Look and Discovery services are offered free to the customer at the point of use, however for requirements that make it to Alpha onwards this cost is then recouped.

The Customer and DNA relationship is formalised by an Internal Business Agreement so the problem, benefits and requirements are clearly defined, agreed, and appropriately resourced. A DNA-provided Product Owner is the customer interface and with the Discovery Team responsible for breaking down the requirement into EPICs and actionable tickets that the delivery scrum teams can work against.

It should be noted that DNA operates a centralised backlog mechanism in delivery and therefore scrum teams will likely move between products at the direction of the technical leadership team and the Product Owner. This will drive greater efficiency into DNA's operating model.

8.   **Indicative Commercial Milestones.**

Commercial Milestone	Earliest Possible Target Date
Publish RFI (Round 1)	10/06/22
RFI Responses	27/06/22
Potential Industry Day & 1-2-1s	July 2022
Agree Commercial Strategy	Q3 Calendar Year 2022
Publish Contract Notice	Q3 Calendar Year 2022
Contract Award	Q4 Calendar Year 2022

9. **Responding to the RFI**

Suppliers wishing to respond to this RFI are requested to complete the Annex A Questionnaire and email to lee.culshaw100@mod.gov.uk

10. **Response Timelines**

Suppliers are requested to respond to this RFI by **24:00 (BST) Monday 27 June 2022.**

11. **MOD Commercial Notice – Subject to Contract**

• This RFI is Subject to Contract.

• The existence of this RFI does not imply that UK MOD will make a purchase relating to the Requirements within the indicated timescale, later, or at all.

• All information provided by the MOD during discussions with Industry is provided in good faith but is indicative only and does not constitute an invitation to tender or an offer of contract.

12. **Supplier Commercially Sensitive/Confidential Information**

Suppliers are requested to annotate all commercially sensitive/confidential information clearly and explicitly. Please provide your response to the themes listed in the tables below.

Please limit your response to 5 pages of A4 per Question. Please clearly and explicitly annotate all commercially sensitive/confidential information provided so that the Authority can manage the provided information correctly.

ANNEX A – RN Software House Supplier Questionnaire

Q No.	Theme	Information requested
1	Contract Duration	Please confirm that the contract duration period sits comfortably with current industry assumptions
2	Contract Duration	What future challenges / changes might emerge over the course of the contract that your Company would wish to draw our attention to?
3	Agile	Please outline any opportunities for DNA to maximise its' objective to provide cost effective, flexible and scalable development and delivery service using agile delivery methods. Is the objective deliverable, feasible and sustainable?
4	Volumes	How can we mitigate the risk of demand fluctuations in respect of tasking volumes whilst meeting DNA's objective to provide cost effective, flexible and scalable services?
5	Value for Money	Are there any opportunities / challenge over the course of the contract in respect of DNA's objective to seek professional services at competitive rates? What are the primary drivers that will aid in improved rates?
6	Benefits	What opportunities might exist for additional benefits / savings and what might be the incentivisation mechanisms employed?
7	Supply Chain	What supply chain vulnerabilities might exist in relation to the supply of services and how might the Authority consider mitigating these?
8	Competition	How can we ensure we maximise the opportunity for competition and include all comers? Are we hitting the right media to generate the right level of interest?
9	Social Value	In addition to the extant legislative commitments (e.g. Anti-Slavery), what Social Value commitments do you see your Company employing in the provision of the services?
10	Bidding Intention	Please confirm if you intend to bid? Do you intend to Bid as a single entity or as part of a consortium?
11	Pricing	How would you expect to price or cost for this type of requirement – i.e. per milestone or task required, lists of services to be selected from, day rates for personnel delivering outcomes (if this would you remain interested if MOD set day rate limits).