



MOD NOTICE 1 - Exempted Contract - Early Market Engagement Notice

Section 1: Contracting Authority		
1.1	Contracting Authority name	Ministry of Defence
1.2	Contact details	MoD Abbey Wood Spruce 0A #1240 Bristol BS34 8JH United Kingdom PoC: Conor McCormack Email: Conor.McCormack110@mod.gov.uk
Section 2: Scope		
2.1	Procurement title	ZODIAC Managing Agent (MA)
2.2	Procurement reference	715772450
2.3	Summary of requirements / description of work	<p>Project ZODIAC is a cornerstone of the Army's Land ISTAR Programme and a critical enabler of the UK's ambition to achieve digital advantage in an increasingly contested and complex operating environment. The Integrated Review and Defence Command Paper highlight the growing challenge posed by near-peer adversaries and the need for the UK Armed Forces to prioritise the development and integration of digital technologies that enable faster, more informed decision-making and effective multi-domain operations alongside allies and partners.</p> <p>ZODIAC is being delivered through a phased and incremental approach, informed by early prototyping and user engagement, and is planned to scale beyond the Minimum Viable Product to support a Warfighting Division and its associated Brigade Combat Teams. As the programme transitions from prototyping to full operational delivery and through-life evolution it is seeking to onboard a Managing Agent (MA) to deliver its mission. Through this procurement, the ZODIAC MA will be responsible for establishing, designing and delivering a shared venture across an ecosystem of suppliers to deliver Research and Development, Service Integration and Commissioning and scaling of the ZODIAC solution, as the Contracted party they will act as a managing agent for the delivery of each service, by driving continuous improvement in the ZODIAC delivery model and its individual services by establishing effective, governance alongside the Authority that allows for prioritisation of service backlogs. Establishing a Knowledge, information and data management regime that supports controlled but frictionless flow of info across the model and upholding our commercial model with incentivisation that enables both value for the user and</p>

		wider defence. Alongside the authority the contracted party will be responsible for upholding the ZODIAC Intellectual Property (IP) Strategy, Governance model, architectural principles and the delivery model throughout industry. The Contracted MA will be expected to establish a team of best athletes for each of the two core services and will be required to develop and maintain a set of Industry Partners who will support the delivery of the Non-Core services and experimentation activity which will range from SMEs to OEMs.
2.4	Estimated value (£) of requirement (Ex VAT)	£212,000,000
2.5	Estimated value (£) of requirement (Inc VAT)	£254,400,000
2.6	Estimated contract start date	30/07/2027
2.7	Estimated contract end date	28/07/2034
2.8	Confirmation that the procurement is exempt from the Procurement Act 2023	Yes
2.9	Is the procurement suitable for small and medium-sized enterprises (SMEs) and voluntary, community and social enterprises (VCSEs)	Yes
		SME
2.10	Estimated publication date of exempted Contract Notice	30/04/2026
Section 3: Market Engagement		
3.1	Engagement deadline	Date: 24/03/2026 Time: 10:00 GMT
3.2	Engagement process description	The Ministry of Defence invites Industry partners to participate in an Industry Day relating to Project ZODIAC. The purpose of this event is to brief potential suppliers on the scope, priorities and anticipated procurement approach for the upcoming requirement, and to provide an opportunity for Industry to engage with the delivery team. If interested, please sign up at the below link: UK Ministry of Defence: Zodiac industry engagement This will be an in-person event and streamed online. In person attendance is restricted to one individual per supplier.
Section 4: Security Information		
4.1	Information about security clearance (Optional)	The classification of the requirements supported under this contract will be up to SECRET - UK EYES ONLY. Therefore, the successful Contractor will be required to hold Facility Security Clearance (FSC) by Contract Award (estimated date 30/07/2027). Contractors without FSC may apply for provisional FSC status to allow the exchange of classified documents during

		the tendering phase but the winning contractor will be required to have full FSC in place by Contract Award. Further information on FSC can be found here: https://www.gov.uk/guidance/defence-equipment-and-support-principal-security-advisor
4.2	Cyber Risk Profile	The Cyber Risk Profile for this requirement identified by the Cyber Risk Assessment is: Reference:
Note 1	The Authority reserves the right to amend any condition related to security of information to reflect any changes in national law or government policy. If any contract documents are accompanied by instructions on safeguarding classified information (e.g. a Security Aspects Letter), the Authority reserves the right to amend the terms of these instructions to reflect any changes in national law or government policy, whether in respect of the applicable protective marking scheme, specific protective markings given, the aspects to which any protective marking applies, or otherwise. https://www.gov.uk/government/publications/government-security-classifications	
Section 5: Additional Information		
5.1	Additional Information	N/A