



Department  
for Environment  
Food & Rural Affairs

# Data Services Platform 3 (DSP3)

**Second market engagement event**

Digital, Data and Technology Services (DDTS)

# Agenda

Item	Speaker	Time
Registration		12:45 – 13:00
Introduction	Darpan Kaur – Project Manager	13:00 – 13:15
Market engagement update and updated commercial approach	Neil Widdop – Category Manager	13:15 – 14:00
Q&A	Darpan Kaur – Project Manager	14:00 – 14:20
Break		14:20 – 14:30
Procurement specifics	Neil Widdop – Category Manager	14:30 – 15:00
Q&A and close	Darpan Kaur – Project Manager	15:00 – 16:00



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# Introduction

**Darpan Kaur**

Project Manager

# Today's objectives

## Objectives

- Provide an overview of our progress since the last event.
- Explain what Defra has learned from the first round of market engagement.
- Explain how market insight has informed our approach.
- Provide details of next steps.

## Housekeeping

- This session will be recorded and shared with attendees.
- These slides and the attendee list for this event will be shared with attendees.
- Attendees should mute their microphone unless they are asked to unmute by Defra.
- Attendees should turn off their camera to preserve bandwidth.
- Please advise in the chat window if quality is degraded at any point.
- In the Q&A session, those wishing to ask a question should raise their hand in Teams.
- Q&A will be recorded in writing and published after the event.



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# Market engagement update

**Neil Widdop**

Category Manager

# Market engagement summary

- Defra published a Contracts Finder notice and a PIN on the 18<sup>th</sup> August 2021 (<https://tinyurl.com/yckpdxm6>).
- Prospective tenderers were requested to read the materials published alongside the public procurement notices and to confirm their attendance at a market engagement event on Wednesday 8<sup>th</sup> September 2021 (via Microsoft Teams). ~100 prospective tenderers attended the event.
- Following the market engagement event, prospective tenderers were then invited to complete a market engagement questionnaire. 66 prospective tenderers (29 SMEs and 37 non-SMEs) initially completed the market engagement questionnaire.
- Following Defra's review of market engagement questionnaires, Defra then held drop-in sessions with ~40 prospective tenderers throughout October, in order to discuss our requirements and procurement approach in more detail, including how we might improve or adapt our requirements or procurement approach based on prospective tenderers experience of delivering equivalent services and solutions.

# Key conclusions from “drop in” sessions

Conclusion	Response
A more succinct description of Defra’s key strategic outcomes was requested	Defra have now compiled a DSP3 “vision statement”; please see slides 16 and 17.
Greater visibility of exit plans, system architecture, asset registers, service volumetrics (e.g. IT service management, data stores) and internal business processes (e.g. data governance and data publishing processes, and how these interact with the broader DSP ecosystem) was requested	Defra are gathering these and these will be shared as part of the DSP3 procurement exercise.
Greater clarity on the anticipated budget (e.g. transition costs, “steady state” run costs, continuous improvement costs) was requested	The contract value is expected to be up to £10m (net of VAT) during the overall maximum 8-year term, which includes the estimated cost of implementation, ongoing operational service charges, contract extensions, and contract changes. The contract value is an estimate only and will be dependent upon the extent of any extensions or contract changes.
A granular timeline for the procurement was requested	Please see slide 22.
Prospective tenderers asked whether there would be opportunity to advertise their skills and capabilities to other organisations for the purposes of collaboration	Defra will share contact details for those attending the market engagement events to enable collaboration and networking.

# Key conclusions from “drop in” sessions

Conclusion	Response
Greater clarity was requested on Defra’s desired implementation approach, specifically whether Defra wanted to invite alternative proposals (e.g. phased approach, parallel running) from tenderers and the key priorities for implementation (e.g. minimise downtime, simplicity of implementation, service continuity)	Defra has given additional thought to this topic, which has been summarised on slide 25. Defra have also worked our implementation priorities into our DSP3 “vision statement (please see slides 16 and 17).
Prospective tenderers were keen to understand Defra’s long term roadmap for DSP (e.g. 2030+) and whether functionality roadmaps should be included in DSP3 tender responses	Defra have now compiled a DSP3 “vision statement” (please see slides 16 and 17) which goes some way to outlining our long term vision for the DSP. Defra will be requesting functionality roadmaps in tender responses.
Greater clarity was requested on the elements of the Model Services Contract which will be used for the DSP3 procurement	The key contract modifications have been summarised on slide 24.
The intention (or otherwise) to commercialise the DSP data and revenue generation was raised	There is currently no intention to charge for DSP data.
Greater clarity of identity management requirements (specifically in relation to private data users) was requested	This will be shared with tenderers as part of the procurement exercise.



# Key conclusions from “drop in” sessions

Conclusion	Response
Clarity is required on the applicability of the GDS Service Standard, since this impacts user experience requirements (e.g. selection criteria, non-functional requirements)	The DSP is not a governmental transactional service as defined by the Government Digital Service (GDS) ( <a href="https://www.gov.uk/service-manual/service-assessments/check-if-need-to-meet-service-standard">https://www.gov.uk/service-manual/service-assessments/check-if-need-to-meet-service-standard</a> ) and therefore is not explicitly required to meet the Service Standard. However, given that many aspects of the Service Standard represent good practice, it is anticipated that the DSP3 shall be informed by the Service Standard and follow a similar agile delivery approach, whilst not requiring strict adherence.
Greater clarity on the use of social value measures/requirements for DSP3	Please see slide 14.
It was recommended that cultural fit and ways of working should feature in the DSP3 selection criteria	Cultural fit and ways of working have been worked into the selection criteria entitled “development, operation and continuous improvement of public facing digital services”.
Greater clarity regarding roles and responsibilities in relation to hosting was requested (including the involvement of Defra’s in-house cloud services management team (“CCOE”))	This is a topic for dialogue in the procurement exercise, since Defra does not want to be overly prescriptive in this regard.

# Key conclusions from “drop in” sessions

Conclusion	Response
Defra were asked to stipulate any technology preferences (e.g. Azure, AWS, Esri ArcGIS)	DSP should be build using a “technology agnostic” approach. Given the “open data” spirit, non-proprietary or a standards based approach would be preferable where feasible (for e.g. Esri endpoints are being removed from DSP3 scope, in order to remove reliance on a proprietary standard and provide greater flexibility).
Greater clarity with reference to service levels (SLAs), specifically those requiring 24/7/365 support	This will be shared with tenderers as part of the procurement exercise. This is essentially split between flood related data sets (24/7) and non-flood related data sets (BAU).
Greater clarity of applicable technical standards was requested	This will be shared with tenderers as part of the procurement exercise.
Defra were asked whether software demonstrations would feature in the DSP3 procurement	Software demonstrations will not feature in the DSP3 procurement.
Greater clarity of the payment mechanism is required and whether this will follow an Ordnance Survey data hub model	This will be dialogued with tenderers as part of the procurement exercise.
Prospective tenderers stated visibility of DSP use cases would be helpful	User stories will be shared with prospective tenderers.

# Key conclusions from “drop in” sessions

Conclusion	Response
Defra were asked to provide overarching organisational strategies (e.g. data strategy)	This will be shared with tenderers as part of the procurement exercise.
Defra were asked to provide details of top users/customers and, if possible, user personas	This will be shared with tenderers as part of the procurement exercise.
Defra were asked how they will compare "apples with apples" if different solutions are hosted by different parties and ensure transparency of platform costs	As outlined in the prospectus, infrastructure and platform management arrangements will form part of the dialogue.



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# Updated commercial approach

**Neil Widdop**

Category Manager

# Updated commercial approach (1/3)

Theme	Status	Narrative
Packaging approach	<b>No change</b>	Defra is still proposing to procure all capabilities as a single contract. The selection process has been made as lean as legally permissible (recognising the role that SMEs can play in this procurement), consisting of only a self-certification selection questionnaire and 5 modules for case studies.
Procurement route	<b>No change</b>	Defra is still proposing to undertake a “lite” competitive dialogue with no changes to the areas for dialogue. Dialogue is necessary to explore implementation approaches and payment mechanisms. Roughly 4 meetings per Tenderer in Bristol/hybrid (subject to covid-19 constraints).
Award criteria	<b>Change</b>	Price has been given 10% more weighting, therefore the Award Criteria have been updated to technical solution (55%, -10%), social value (10%), and price (35%, +10%). All tenders will be subject to a minimum quality threshold.

# Updated commercial approach (2/3)

Theme	Status	Narrative
Selection criteria	<b>Change</b>	Selection criteria have been tweaked and weighted.
Social value	<b>Change</b>	<p>Based on the responses to the market engagement questionnaire, it is proposed that the following social value measures are taken forward:</p> <ul style="list-style-type: none"><li>• Theme 2: Tackling economic inequality (create new businesses, new jobs and new skills).</li><li>• Theme 2: Tackling economic inequality (increase supply chain resilience and capacity).</li><li>• Theme 3: Fighting climate change (effective stewardship of the environment).</li><li>• Theme 5: Wellbeing (improve health and wellbeing).</li></ul>
Limit on Tenderers	<b>No change</b>	In order to minimise the cost of the procurement exercise to all parties, Defra still intends to limit the number of pre-qualified Tenderers to a maximum of 4.

# Updated commercial approach (3/3)

Theme	Status	Narrative
Contract term	<b>Change</b>	The contract term has been simplified to 5+1+1+1.
Form of contract	<b>Change</b>	Whilst Defra still intends to use the model services contract, significant revisions have been made.
Payment mechanism	<b>Change</b>	Defra still intends to pay for implementation through firm price milestone payments. Defra will need to dialogue the relevant economic advantages and disadvantages of fixed price vs volume driven service charges.
Implementation approach	<b>Change</b>	Requires significant discussion with Tenderers.

# DSP3 vision statement

Theme	Overall objective
Implementation	<ul style="list-style-type: none"><li>• An implementation approach that prioritises minimising downtime, ensuring a frictionless and disruption-free experience for existing users who have built live services using our data, whilst enabling an achievable natural evolution of the DSP</li></ul>
Users	<ul style="list-style-type: none"><li>• A highly intuitive and usable “self-service” customer-centric platform, informed by Service Standard principles and developed using agile ways of working</li><li>• A responsive state of the art platform which is recognised as the authoritative source of environmental data across Defra Group</li><li>• A platform that makes data discoverable and data usage traceable (as far as is practicable), improving insight into the lineage of how (and by whom) our data is being leveraged, unlocking the down-stream value being generated by our data</li></ul>
Ways of working	<ul style="list-style-type: none"><li>• A supplier that improves awareness and user adoption of the platform, proactively promoting new ways to use the platform to improve environmental outcomes and increasing channel shift away from non-digital or non-authoritative data sources</li></ul>



# DSP3 vision statement

Theme	Overall objective
Technology	<ul style="list-style-type: none"><li>• A portable, scalable and reliable cloud-agnostic platform, built using a standards based approach to enable rapid change, greater interoperability with other platforms, and closer integration of the core DSP components</li><li>• A reusable and future-proofed architecture which is flexible and adaptable to Defra Group's broader needs</li></ul>
Behaviours	<ul style="list-style-type: none"><li>• A supplier that acts as a data advocate for the benefit of all and leverages the user base to build a community around our data to enable continuous improvement</li></ul>
Security	<ul style="list-style-type: none"><li>• A platform that uses processes to secure the onwards transportation of data, built in accordance with the principle of least privilege for sensitive data</li></ul>
Sustainability	<ul style="list-style-type: none"><li>• A platform that reduces data misuse and focusses on data consolidation, in order to realise Defra's data de-duplication aspirations and maximise opportunities for re-use or retrieve versus re-store</li></ul>



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# Questions

**Darpan Kaur**

Project Manager



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# Break



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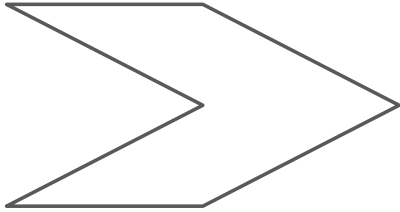
# Procurement specifics

**Neil Widdop**

Category Manager

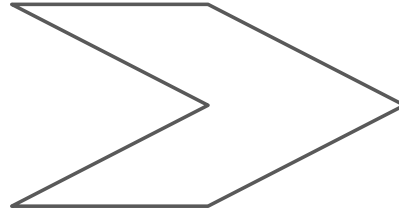
# Procurement procedure

Competitive Dialogue “lite”



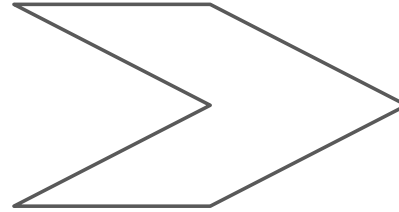
## 1. Market engagement

- Gain feedback
- Develop our approach



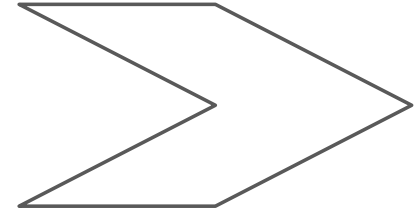
## 2. Selection

- Publish Contract Notice and invite applications
- Pre-qualify 4 tenderers



## 3. Dialogue

- Invite outline solutions
- Dialogue 6-8 weeks, including:
  - Transition
  - Solution
  - Future proofing
  - Payment
  - Performance
  - Value for money



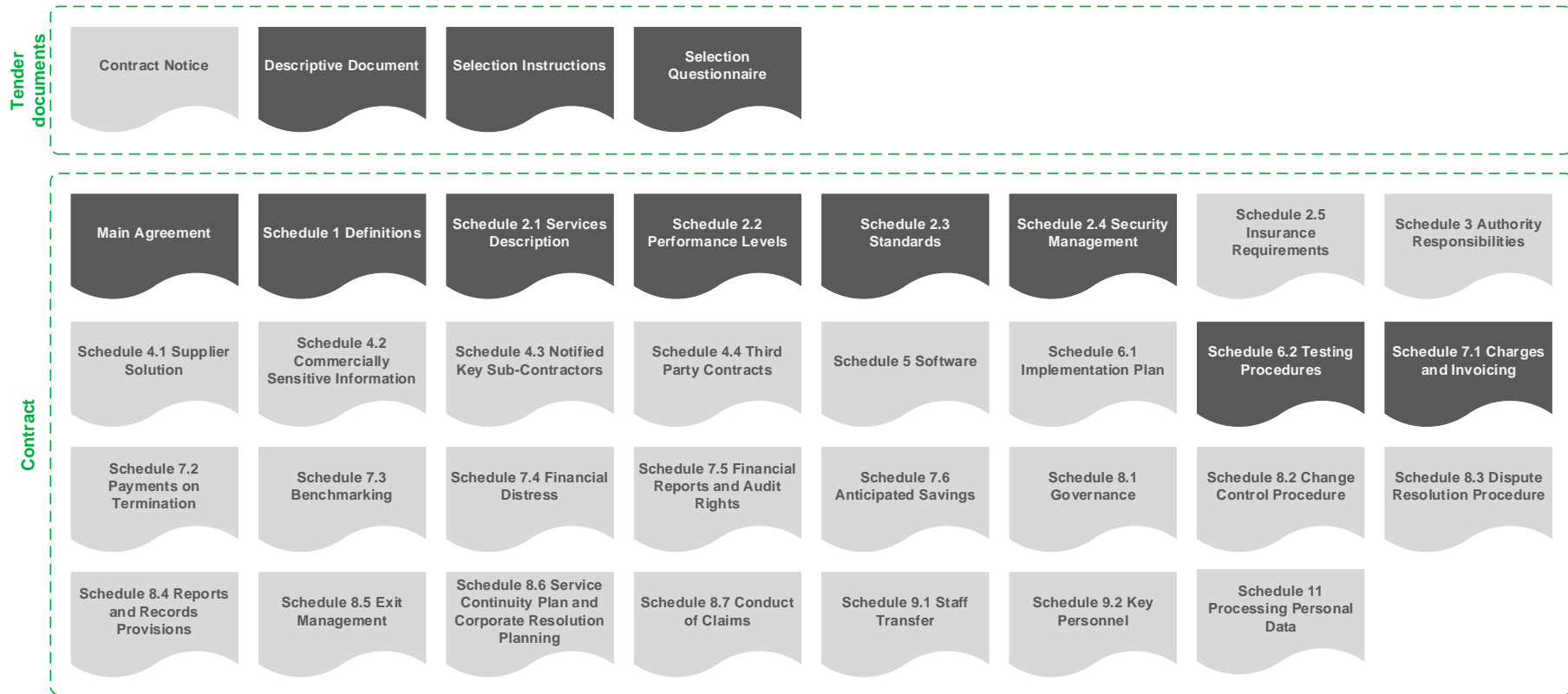
## 4. Final Tender

- Invite tenders
- Assess tenders
- Standstill period
- Award

# Procurement programme



# Procurement pack

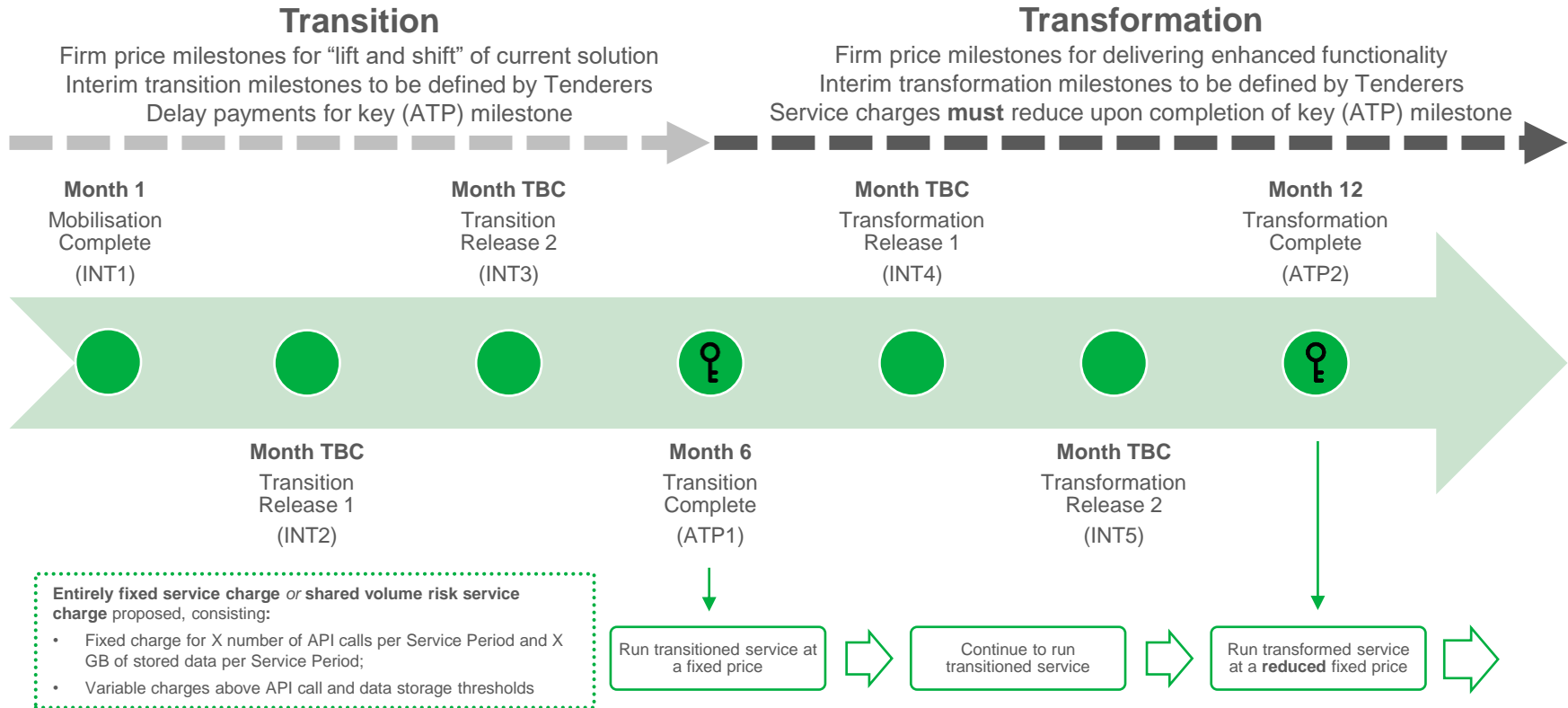


# Key contract modifications

- Guarantee not required.
- Bi-annual Continuous Improvement Plan and associated gain-share mechanism (i.e. 50:50 shared reward for efficiency and cost saving initiatives).
- Apprentices should represent 2.5% of the workforce for this contract.
- Additional transparency requirements (e.g. advertise on Contracts Finder, VCSE/SME spend reporting) and supply chain payment performance are not applicable, therefore have been removed.
- Any requirements relating to “public sector dependent suppliers” or “critical service contracts” removed.
- “Short form” (assurance) security management schedule used.



# Starting position for payment mechanism



# Selection criteria

Bravo reference	Selection criteria
1.10	Economic and financial standing
1.13	Modern Slavery Act
1.14	Insurance
1.15	Skills and apprenticeships
2.1.1	Transition and transformation of a public facing digital or data service
2.1.2	Development, operation and continuous improvement of linked data platforms
2.1.3	Development, operation and continuous improvement of public facing digital services
2.1.4	Development, operation and continuous improvement of high-volume data publication services
2.1.5	Development, operation and continuous improvement of spatial data platforms

# Economic and financial standing tests

Self-certify against the following metrics:

- **Credit rating:** S&P BBB-, Moodys Baa3, Fitch BBB-, or D&B risk indicator 2.
- **Annual turnover:** £1m PA.
- **Operating margin** (Operating Profit / Revenue): >5%.
- **Quick Ratio/Acid Ratio** ((Current Assets – Inventories) / Current Liabilities): >0.8.

Documentary evidence to be provided pre-award.

# Insurance tests

Self-certify that you have, or can commit to obtain prior to commencement of the contract, the following insurances:

- **Employer's (Compulsory) Liability Insurance:** in accordance with the Law of England and Wales.
- **Public Liability Insurance:** £10,000,000.
- **Professional Indemnity Insurance:** £2,500,000.
- **Product Liability Insurance:** £10,000,000.

Documentary evidence to be provided pre-award.

# Technical and professional ability tests (1/5)

Criteria	Weighting	Page limit	Areas of competence to demonstrate
1. Transition and transformation of a public facing digital or data service	15%	6 sides of A4	<ul style="list-style-type: none"><li>• Taking on an existing live public facing digital or data service from an incumbent provider.</li><li>• Developing a new public facing digital or data service in parallel to maintaining the existing live service.</li><li>• Designing, building, testing, and cutting over to the new public facing digital or data service with minimal disruption to users.</li></ul>

# Technical and professional ability tests (2/5)

Criteria	Weighting	Page limit	Areas of competence to demonstrate
2. Development, operation and continuous improvement of linked data platforms	35%	10 sides of A4	<ul style="list-style-type: none"><li>• Delivering 5 Star Linked Data technology solutions.</li><li>• Defining, applying and managing ontologies.</li><li>• Implementing W3C Semantic Web standards using technologies such as RDF, OWL, SPARQL, and SKOS.</li><li>• Implementing technology solutions in accordance with W3C/OGC Spatial Data on the Web Best Practices.</li><li>• Implementing technology solutions in accordance with W3C Data on the Web Best Practices.</li><li>• Provision of support for third party code.</li><li>• Providing IT service management for linked data platforms, including provision of support services to agreed service levels and provision of enhancements utilising agreed change processes.</li><li>• Considering social inclusivity and accessibility in the design and build of linked data platforms.</li><li>• Increasing awareness of the linked data platform.</li></ul>

# Technical and professional ability tests (3/5)

Criteria	Weighting	Page limit	Areas of competence to demonstrate
3. Development, operation and continuous improvement of public facing digital services	15%	6 sides of A4	<ul style="list-style-type: none"><li>• Identifying upcoming trends affecting either the customer, policy or legislation, or the technology used to provide the services.</li><li>• Developing user stories.</li><li>• Developing, prototyping and iterating digital services.</li><li>• Interoperating your digital service with a third party platform.</li><li>• Utilising innovative methods to respond rapidly to changes in the technological, policy or legislative, or customer environment, and improve outcomes.</li><li>• Identifying and understanding a user community.</li><li>• Eliciting and responding to user feedback.</li><li>• Considering social inclusivity and accessibility in the design and build of digital services.</li><li>• Increasing awareness of the digital service.</li><li>• Provision of support for third party code.</li></ul>

# Technical and professional ability tests (4/5)

Criteria	Weighting	Page limit	Areas of competence to demonstrate
4. Development, operation and continuous improvement of high-volume data publication services	20%	6 sides of A4	<ul style="list-style-type: none"><li>• Provision of data publication services that store large volumes of data multiple formats and serve large volumes of data as a download or via an API or via an interactive user interface (e.g. dashboard, map).</li><li>• Metadata management.</li><li>• Provision of “closed” data and “open” data to different user groups.</li><li>• Domain registry and URL proxy management.</li><li>• Providing IT service management for data publication services, including flexing the service capacity to accommodate fluctuating demand, provision of support services to agreed service levels, and provision of enhancements utilising agreed change processes.</li><li>• Considering social inclusivity and accessibility in the design and build of data publication services.</li><li>• Increasing awareness of the service.</li><li>• Provision of support for third party code.</li></ul>



# Technical and professional ability tests (5/5)

Criteria	Weighting	Page limit	Areas of competence to demonstrate
5. Development, operation and continuous improvement of spatial data platforms	15%	6 sides of A4	<ul style="list-style-type: none"><li>• Providing technology solutions for high volume web mapping feature services, with high concurrent usage, for features with a high level of complexity, represented with a high number of vertices.</li><li>• Metadata management (i.e. GEMINI).</li><li>• Implementing technology solutions in compliance with INSPIRE Regulations.</li><li>• Implementing technology solutions in accordance with OGC standards and OGC API Services, such WMS, WFS and WCS.</li><li>• Implementing technology solutions in accordance with ISO/TC 211.</li><li>• Implementing technology solutions in accordance with W3C/OGC Spatial Data on the Web Best Practices.</li><li>• Providing IT service management for spatial data platforms, including flexing the service capacity to accommodate fluctuating demand, provision of support services to agreed service levels, and provision of enhancements utilising agreed change processes.</li><li>• Considering social inclusivity and accessibility in the design and build of spatial data platforms.</li><li>• Increasing awareness of the spatial data platform.</li><li>• Provision of support for third party code.</li></ul>

# Next steps

- Register for a Bravo account at <https://defra.bravosolution.co.uk>.
- The procurement will be released under PQQ reference 3227.
- We will email you to notify you the procurement has been released.



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# Questions

**Darpan Kaur**

Project Manager



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# Close

## **Darpan Kaur**

### Project Manager



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# Thank you



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# Annex A

## Draft milestone achievement criteria

# Transition Milestone Tests (draft)

INT1	INT2	INT3	ATP1	CPP1
<ul style="list-style-type: none"> <li>• Deliverables</li> <li>• Test Plans</li> <li>• Test Specifications</li> <li>• Test Reports</li> <li>• Detailed Implementation Plan</li> <li>• Quality Plan</li> <li>• Key Personnel confirmation</li> <li>• Insurances</li> <li>• Template invoice</li> <li>• Key Sub-contractors confirmation</li> <li>• Overarching Test Strategy (and Traceability Matrix)</li> <li>• Security Reports</li> <li>• Project Manager appointed</li> <li>• Financial Representative appointed</li> <li>• Virtual Library live</li> </ul>	<ul style="list-style-type: none"> <li>• INT1 Milestone achieved</li> <li>• Deliverables</li> <li>• Test Plans</li> <li>• Test Specifications</li> <li>• Test Reports</li> </ul>	<ul style="list-style-type: none"> <li>• INT2 Milestone achieved</li> <li>• Deliverables</li> <li>• Test Plans</li> <li>• Test Specifications</li> <li>• Test Reports</li> </ul>	<ul style="list-style-type: none"> <li>• INT1, INT2, INT3 Milestones achieved</li> <li>• Deliverables</li> <li>• Test Plans</li> <li>• Test Specifications</li> <li>• Test Reports</li> <li>• Security Management Plan</li> <li>• Security Approval</li> <li>• Operational readiness review</li> <li>• Service Continuity Plan</li> <li>• Finance Model</li> <li>• Detailed Design</li> <li>• Operational Level Agreement</li> <li>• Environments provisioned</li> <li>• Transparency Reports</li> <li>• Exit Manager appointed</li> <li>• Revised Detailed Implementation Plan</li> </ul>	<ul style="list-style-type: none"> <li>• ATP1 Milestone achieved</li> <li>• No Material KPI failures for 2 months</li> <li>• Major defects resolved</li> <li>• Deliverables</li> <li>• Test Plans</li> <li>• Test Specifications</li> <li>• Test Reports</li> <li>• Exit Plan</li> <li>• Updated Software list</li> <li>• Updated Documentation</li> <li>• ISO27001 and Cyber Essentials Plus certification</li> </ul>

# Transformation Milestone Tests (draft)

INT4	INT5	ATP2	CPP2
<ul style="list-style-type: none"><li>• ATP1 Milestone achieved</li><li>• Deliverables</li><li>• Test Plans</li><li>• Test Specifications</li><li>• Test Reports</li></ul>	<ul style="list-style-type: none"><li>• INT4 Milestone achieved</li><li>• Deliverables</li><li>• Test Plans</li><li>• Test Specifications</li><li>• Test Reports</li></ul>	<ul style="list-style-type: none"><li>• INT4 and INT5 Milestone achieved</li><li>• Deliverables</li><li>• Test Plans</li><li>• Test Specifications</li><li>• Test Reports</li><li>• Updated Security Management Plan</li><li>• Updated Security Approval</li><li>• Operational readiness review</li><li>• Updated Service Continuity Plan</li><li>• Updated Finance Model</li><li>• Updated Detailed Design</li><li>• Updated Operational Level Agreement</li><li>• Environments provisioned</li></ul>	<ul style="list-style-type: none"><li>• ATP2 Milestone achieved</li><li>• No Material KPI failures for 2 months</li><li>• Major defects resolved</li><li>• Deliverables</li><li>• Test Plans</li><li>• Test Specifications</li><li>• Test Reports</li><li>• Updated Exit Plan</li><li>• Updated Software list</li><li>• Updated Documentation</li><li>• Service Continuity Plan test</li><li>• Services improvement plan</li><li>• Source code deposit</li><li>• Back-up tested</li></ul>