



The Enterprise Space Category (ESC) Team will be holding a virtual Industry Round Table via Teams on the 31 October 2024 between 0900hrs and 1200hrs to discuss the ESC Space Value Chain and the Space Category Tree as shown in the attachment below. The aim of the discussion is to get an Industry perspective on the construct and to establish an ESC Category Tree which is market facing.

If you are in the Space Sector, big or small and would like to join this discussion then please register via the below link.

<https://forms.office.com/e/mtgvapi54Y>

After reviewing your details, a link to the Teams invite will be shared.

#### **Background and Context:**

The Enterprise Space Category (ESC) is a cross-government Category, under the stewardship of Victoria Cope (2\* Defence Digital Commercial Director) as part of the Defence Enterprise approach to Category Management. The aim of the ESC is to share intelligence, insights, challenges and to identify opportunities for working together across the space value chain. This is a major step as part of collaborative working across the Space domain to build a single Space Enterprise Category Strategy with a focus on strategic alignment and engaging the market as “one” Government to drive innovation and implement best practice procurement methodologies.

The ESC currently encompasses all procurement activities required by the UK MOD to deliver space related capabilities. This covers satellite communications (SATCOM), Ground Stations, Land and Maritime Terminals, Position, Navigation and Timing (PNT), Intelligence, Surveillance and Reconnaissance (ISR) and Space Domain Awareness (SDA). By far the largest and most significant of these capabilities is the SATCOM programme (SKYNET) procured and managed by Defence Digital. This provides commercial and military satellites worldwide and supporting infrastructure to ensure highly assured communications for operations at home and in the deployed theatre. The ESC has an annual spend of £390m.

#### **Creating a Revolutionary Strategy:**

The Defence Space Category Team has been established for a number of years and formed as an early part of the implementation of Category Management within the MOD. The objective was to work with the wider TLBs and enabling organisations across Defence to implement radical reform of procurement practices. The aims and objectives of the joint team were to achieve best-practice

procurement and target savings through rigorous commitment to category management principles and significant improvement of relationships with its supply base. In February 2024 the Enterprise Space Category (ESC) was established with an intent to expand the Space Category beyond the MOD to include other Government Departments such as Cabinet Office (Crown Commercial Services (CCS) and Department for Science, Innovation and Technology (DSIT) as well as UK Space Agency (UKSA). A monthly Space Category Steering Group has been established as part of the governance process which oversees the ESC Category outputs as well as sharing insights and best practice.

### **Engaging Industry:**

The next phase in the development of the ESC is to engage Industry to obtain a wider perspective on the space value chain and the space category tree. This will enable the Level 2 Categories to be agreed, owners identified, and category strategies developed to enhance the overall Enterprise Space Category Strategy.

### **Questions:**

If you have any questions, then please feel free to get in touch with Angela Johnson (Deputy Director Commercial Space) (UKStratCom DD-CM-Space-Hd) [Angela.Johnson568@mod.gov.uk](mailto:Angela.Johnson568@mod.gov.uk) or Katie Weeks (UKStratCom DD-CM-Space-AH-04) [Katie.Weeks100@mod.gov.uk](mailto:Katie.Weeks100@mod.gov.uk)

### **Get in touch:**

If you are operating within the Space domain and would like to find out more and get involved, then please reach out to:

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