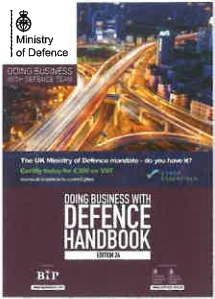


# Introduction



**T**he MOD buys a wide variety of products and services, ranging from clothing and food to satellite communication systems; from construction of buildings to provision of staff; and from musical instruments to medical-related products and services. We are British industry's single largest customer, spending in the region of £19.4 billion a year. This amounts to 40-45% of total Government spend with third parties.

The information provided by the Doing Business with Defence Outreach Team (previously the *Defence Suppliers Service*) in this edition of the **Doing Business with Defence Handbook** presents an overview of how we do business. Current and potential suppliers will also find a number of links to where they can discover further information about commercial opportunities with the MOD/Defence.

If you have not previously done business with the MOD/Defence and would like to do so in the future, please take some time to familiarise yourself with the information in this brochure. This information is continually being updated in the soft copy version which can be accessed online: [www.contracts.mod.uk/doingbusinesswiththomod](http://www.contracts.mod.uk/doingbusinesswiththomod).

The hard copy version is available from the Doing Business with Defence Outreach Team.

# Contents

MINISTRY OF DEFENCE (MOD)	05
DEFENCE EQUIPMENT AND SUPPORT (DE&S)	05
DEFENCE INFRASTRUCTURE ORGANISATION (DIO)	05
DOING BUSINESS WITH DEFENCE – OUTREACH TEAM	06
INNOVATION IN THE DEFENCE SUPPLY CHAIN	06
DEFENCE AND SECURITY ACCELERATOR (DASA)	06
DEFENCE GROWTH PARTNERSHIP (DGP)	07
UK DEFENCE SOLUTIONS CENTRE (UKDSC)	07
INNOVATE UK	07
SMALL BUSINESS RESEARCH INITIATIVE (SBRI)	07
CONTRACTING, PURCHASING & FINANCE (CP&F) TOOL	07
TENDERING FOR PUBLIC SECTOR CONTRACTS	08
DIGITAL MARKETPLACE / G-CLOUD	08
CONTRACTS FINDER PORTAL	08
DEFENCE CONTRACTS ONLINE (DCO) / SUPPLIER PORTAL & DEFENCE CONTRACTS BULLETIN (DCB)	08
GUIDE TO MOD DCO / MOD DCB CONTRACT NOTICES	09
ADVERTISING INDUSTRY DAYS AND INDUSTRY BRIEFINGS WITHIN MOD DCO / MOD DCB	09
OFFICIAL JOURNAL OF THE EUROPEAN UNION (OJEU)	10
TENDERS ELECTRONIC DAILY (TED)	10
OJEU ADVERTISING THRESHOLDS	11
OTHER PUBLIC SECTOR PROCUREMENT WEBSITES	11
EUROPEAN DEFENCE PROCUREMENT	11
21st CENTURY SUPPLY CHAINS (SC21) PROGRAMME	12
CROWN COMMERCIAL SERVICE (CCS)	12
MYSTERY SHOPPER SERVICE	13
MOD IMPLEMENTATION OF THE CYBER ESSENTIALS SCHEME	13
ACQUISITION SYSTEM GUIDANCE (ASG)	13
INTELLECTUAL PROPERTY RIGHTS (IPR)	14
SECURITY CLEARANCE	14
SINGLE SOURCE REGULATIONS OFFICE (SSRO)	14
<b>TRADE BODIES AND ASSOCIATIONS</b>	<b>16</b>
<b>LOCAL ENTERPRISE PARTNERSHIPS</b>	<b>20</b>
<b>CHAMBERS OF COMMERCE</b>	<b>21</b>
<b>DE&amp;S OPERATING CENTRES</b>	<b>23</b>
<b>AGENCIES, OTHER MOD TEAMS, GOVERNMENT DEPARTMENTS AND ORGANISATIONS</b>	<b>33</b>
<b>INDUSTRY CONTACTS</b>	<b>39</b>
<b>DIRECTORY OF PRIME CONTRACTORS</b>	<b>40</b>

Published by:



DELIVERING  
EXCELLENCE  
THROUGH  
INNOVATION

Telephone: 0141 332 8247

Email: [bip@bipsolutions.com](mailto:bip@bipsolutions.com)

Web: [www.bipsolutions.com](http://www.bipsolutions.com)

Design: [creatives@bipsolutions.com](mailto:creatives@bipsolutions.com)

Publishing: [grahame.steed@bipsolutions.com](mailto:grahame.steed@bipsolutions.com)

Advertising: [advertising@bipsolutions.com](mailto:advertising@bipsolutions.com)

