

MINISTRY OF DEFENCE (MOD)



Ministry of Defence

Who we are

We are one of the biggest public procurement organisations in Europe, and the single largest customer for UK industry. We have a diverse range of requirements, including everything from military fighting vehicles to facilities management. Our customers include our Armed Forces and national security agencies.

Our aim is to ensure that our customers are provided with the best capabilities to enable them to protect the UK's security and to advance the UK's interests, both now and in the long term; and in doing so, to obtain the best possible value for money for the taxpayer.

DEFENCE EQUIPMENT SPEND

Over the next decade we are committed to spending over £178 billion on equipment and equipment support. To capitalise on our national security strengths, Government and industry must work more effectively, more innovatively, and more internationally.

"It's at events like these - with its potent mix of industry and defence procurement experts - that ideas take hold, relationships are formed, and things get done." - Harriett Baldwin, former Minister for Defence Procurement, speaking at DVD2016. Information about the Defence Equipment Plan can be found at: www.gov.uk/government/publications/the-defence-equipment-plan2016.

The areas we work in cover:

- Technology: cloud and digital, network services, software and technology products and services.
- Equipment and support: ships, submarines, aircraft, vehicles, weapons, missiles, commodities and support (maintenance and repair).
- Infrastructure: construction, hard and soft facilities management, property consultancy.

INFORMATION SYSTEMS AND SERVICES (ISS) provides Information and Communications Technology (ICT) to Defence, spending around £1.7 billion annually on capability like computers/telephony that everyone would recognise, as well as specialist military capability like smart headsets for troops, remote navigation systems and even satellites. They also monitor and defend our networks to ensure they are safe and secure.



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The **DEFENCE EQUIPMENT AND SUPPORT (DE&S)** organisation (a bespoke trading entity) is responsible for the procurement and support of ships, submarines, aircraft, vehicles and weapons, with staff working across the UK and abroad within operating centres, naval bases and project and delivery teams.



Defence Infrastructure Organisation

The **DEFENCE INFRASTRUCTURE ORGANISATION (DIO)** supports our Armed Forces by building, maintaining and servicing the infrastructure needed to support defence.

Other organisations include **TEAM LEIDOS**, logistics specialists in the procurement and inventory management of food, fuel, clothing and medical and general supplies.

The size and complexity of many of our projects means we need to work closely with our Key Suppliers* to ensure delivery of the Defence programme. We advocate the use of competition wherever appropriate both in our direct contract opportunities and throughout the supply chain. Opportunities therefore exist for suppliers of all sizes, from large established defence contractors through to innovative small businesses, to get involved in our procurement activity both as a prime supplier and as a sub-contractor.

(* MOD's current Key Suppliers are Airbus, AWE, Babcock, BAE Systems, Boeing, Capita, HP, Leonardo, Lockheed Martin, MBDA, QinetiQ, Rolls-Royce, Serco and Thales.)

Why choose us

We believe that the variety of our procurement activity coupled with the size of our spend makes Defence an attractive place to do business. However, we recognise that the size of the Department can be daunting for prospective suppliers, especially smaller businesses working with us for the first time.

To address this we have launched a number of initiatives to make life easier for our suppliers:

- We spend over £19 billion a year with UK industry.
- We are making it easier for smaller businesses to find opportunities and compete for contracts by introducing a new supplier portal.
- We are committed to continuously developing our commercial expertise and seeking innovative solutions for our customers.
- We are making public sector procurement simpler and more transparent, eg by introducing a new short form for terms and conditions and by publishing our pipeline of future requirements.

We use competition as our default position. However, there will be times when this may not be possible for the protection of our national security. We advertise our requirements widely and use several channels to help suppliers access public sector contract opportunities (further information is detailed below).