

Digital and IT Professional Services 2 (DIPS) RM6413

Pre-market Supplier Engagement
Session - Thursday 7th May 2026



Government
Commercial
Agency

value for the nation

Housekeeping

- This is a pre-market engagement and GCA makes no commitment to the procurement of DIPS 2
- Everything discussed in this engagement is subject to change
- Treat this as an open and collaborative environment
- We will use Menti to gather feedback and engage, please have your mobile phones ready

Pre-market engagement objectives

- Engage the market about the upcoming DIPS 2 agreement and obtain feedback
 - Explain the requirements behind DIPS 2

Agenda AM

- ❑ TechUK Housekeeping (10:00 - 10:05)
- ❑ Welcome and introductions (10:05 - 10:10)
- ❑ Indicative procurement timeline (10:10 - 10:15)
- ❑ Recap of previous engagement (10:15 - 10:30)
- ❑ Overview of MoD requirement for DIPS 2 (10:30 - 11:15)
- ❑ Break (11:15 - 11:30)
- ❑ DIPS 2 proposals and discussion points (11:30 - 12:50):
 - Scope
 - Lotting structure & SME participation
- ❑ Next steps and closing remarks (12:50 - 13:00)

Agenda PM

- ❑ TechUK Housekeeping (14:00 - 14:05)
- ❑ Welcome and introductions (14:05 - 14:10)
- ❑ Indicative procurement timeline (14:10 - 14:15)
- ❑ Recap of previous engagement (14:15 - 14:30)
- ❑ Overview of MoD requirement for DIPS 2
(14:30 - 15:15)
- ❑ Break (15:15 - 15:30)
- ❑ DIPS 2 proposals and discussion points
(15:30 - 16:50):
 - Scope
 - Lotting structure & SME participation
- ❑ Next steps and closing remarks (16:50 - 17:00)

Indicative procurement timeline



Procurement timeline



Recap of previous engagement



Recap of previous engagement

Webinar 27th March 2026

- Overview of DIPS 2 concept
- Indicative timelines
- Feedback from suppliers on concepts for the DIPS 2 Lot structure

has led to...

- Refinement of Lot structure
- Increased understanding of industry perspectives on DIPS 2
- Topics to cover in future pre-market engagement

Overview of DIPS 2 requirements



DIPS 2 Overview

KEY OBJECTIVES

- adopts competition by default
- effectively uses co-creation
- contracts for outcomes by default
- supports a transition to conflict scenario
- a one stop shop for Defence's digital and IT professional services needs

Area	Proposal
<p>Commercial vehicle</p>	<p>Defence and Security framework, which provides for the future award of public contracts that are defence and security contracts</p> <ul style="list-style-type: none"> ❑ Proposed 8 year term ❑ £2.8bn FTS inc VAT
<p>Scope</p>	<ul style="list-style-type: none"> ❑ IT and digital professional services across full services lifecycle design, transition, deployment, testing, management, exit ❑ Includes programme and project management provisions ❑ Includes consultancy services, end user services, application services, cloud services, infrastructure services, networks, cyber and security services, RUN services, specialist and emerging technology services ❑ Ability to provide services across all security classifications and to deploy SC, DV, sole UK nationals ❑ Transition to conflict enablement
<p>Framework structure</p>	<ul style="list-style-type: none"> ❑ Change to lotting structure from DIPS 1 to ensure clarity and ease of procurement ❑ Different commercial vehicles to be considered ie open framework, standard framework ❑ Lotting structure aligned to MoD requirements and enabling speed to market
<p>Call-off mechanisms</p>	<ul style="list-style-type: none"> ❑ No minimum or maximum term for call offs and flexibility to choose appropriate extension ❑ Incorporation of competitive flexible procedure into further competition allowing POC, POV, discovery, negotiation, presentations etc to be used as part of a call off mechanism
<p>Terms and conditions</p>	<ul style="list-style-type: none"> ❑ Possibility to use a 'Defence Call Off Schedule' ❑ Consideration given to flexibility in selecting appropriate terms ❑ Statements of Work

DIPS 2 proposals and discussion points:

Scope



Draft DIPS 2

Scope

Requirements in scope:

1. Digital Delivery & Product Development
2. Software Engineering & Application Development
3. Data, AI, Analytics
4. Cyber Security & Information Assurance
5. Cloud, Infrastructure & Network Services
6. Technical Assurance & Architecture Services
7. Project, Programme and Portfolio Management
8. IT Service Management & Operational Support
9. Specialist & Emerging Technology Services
10. TBC Testing
11. TBC Electromagnetic Domain

The following are **excluded** from DIPS 2 scope:

- contingent labour (including resource augmentation),
- hardware or software procurement.

Requirement 1: Digital Delivery & Product Development

Service Outputs (including, but not limited to)

- Discovery, Alpha, Beta, Live delivery
- User research, testing and human-centred design
- Product roadmaps, backlogs and acceptance criteria
- Service blueprints, journey maps, prototypes
- Preparation and support for Service Standard Assessments

Indicative Roles (including, but not limited to)

- Product Manager / Senior Product Manager / Product Lead
- Delivery Manager / Senior Delivery Manager
- Agile Coach / Scrum Master
- Business Analyst / Lead Business Analyst
- User Researcher / Senior User Researcher
- Service Designer / Interaction Designer
- Content Designer / Technical Writer
- Accessibility Specialist
- Design Lead / Head of Design

Requirement 2: Software Engineering & Application Development

Service Outputs (including, but not limited to)

- Secure software development (cloud, on-prem, hybrid)
- API design and system integration
- Continuous Integration (CI)/ Continuous Deployment (CD) pipeline development
- Test automation frameworks
- Legacy remediation and modernisation
- Cloud-native and microservice architectures

Indicative Roles (including, but not limited to)

- Software Engineer (all levels)
- Senior/Lead Engineer
- Full-stack / Front-end / Back-end Engineer
- Application Programming Interface (API) / Integration Engineer
- Mobile Developer
- Test Engineer, Automation Tester, Performance Tester
- Quality Assurance (QA) Lead
- DevOps Engineer / Platform Engineer / Site Reliability Engineer (SRE)
- Technical, Solution and Enterprise Architects

Requirement 3:

Data, AI, & Analytics

Indicative Roles (including, but not limited to)

- Data Analyst / Senior Data Analyst
- Data Scientist / Machine Learning (ML) Engineer
- Data Engineer / Senior Data Engineer
- Data Architect / Data Modeller
- Statistician / Geospatial Analyst
- Data Visualisation Specialist

Service Outputs (including, but not limited to)

- Data pipelines, ingestion and Extract, Transform, Load (ETL)
- Data warehousing and data lake design
- Machine learning models and responsible AI assurance
- Business Intelligence (BI) dashboards and advanced analytics
- Data governance, metadata and cataloguing
- Master data management and Reference data management
- Data quality assessments, process revision

Requirement 4: Cyber Security & Information Assurance

Indicative Roles (including, but not limited to)

- Security Architect
- Cyber Security Specialist
- Information Security Analyst
- Penetration Tester / Ethical Hacker
- Security Operations Centre (SOC) Analyst
- Incident Response Specialist
- Information Assurance/Risk Specialist
- AI assurance

Service Outputs (including, but not limited to)

- Security architecture and secure design review
- National Cyber Security Centre (NCSC)-aligned security assessments
- Secure by Design accreditation artefacts and risk assessments
- Protective monitoring and Security Information and Event Management (SIEM) implementation
- Penetration testing and vulnerability assessments
- Business continuity and disaster recovery planning
- Zero Trust architecture support

Requirement 5: Cloud, Infrastructure & Network Services

Indicative Roles (including, but not limited to)

- Cloud Architect / Cloud Engineer
- Infrastructure Engineer
- Network Architect / Network Engineer
- Systems Administrator
- IT Operations Manager

Service Outputs (including, but not limited to)

- Cloud migration and optimisation
- Data centre transformation
- Network architecture and secure connectivity
- Endpoint management and device strategy
- Backup, storage and virtualisation platforms
- Operational resilience and Disaster Recovery (DR)/Business Continuity Planning (BCP) implementation

Requirement 6: Technical Assurance & Architecture Services

Service Outputs (including, but not limited to)

- Enterprise and solution architecture
- Technical options analysis and feasibility studies
- Technical assurance for programmes and projects
- Compliance assessments against Government Digital Service (GDS), NCSC and IT standards
- Technical roadmaps and standards development

Requirement 7: Project, Programme and Portfolio Management

Service Outputs (including, but not limited to)

- Compliance assessments against Project Delivery Standards Gov 002 standards/APMQ
- Project, Programme and Portfolio (P3M) governance and reporting
- Business case development (Five-Case Model)
- Portfolio planning and prioritisation
- Risk and issue management
- Benefits management and realisation
- Digital transformation programme oversight
- Change management

Indicative Roles (including, but not limited to)

- Programme Manager
- Project Manager
- Project Management Office (PMO) Analyst / PMO Manager
- Portfolio Manager
- Risk Manager
- Change Manager
- Benefits Manager

Requirement 8: IT Service Management & Operational Support

Service Outputs (including, but not limited to)

- IT service operations (ITIL4-aligned)
- Major incident, change and problem management
- Service transition, release and deployment management
- Service reporting, dashboards and Key Performance Indicators (KPI)
- Asset and configuration management

Indicative Roles (including, but not limited to)

- Service Manager
- Information Technology Infrastructure Library (ITIL) Process Specialist
- Operations Analyst
- Major Incident Manager
- Service Desk Analysts (1st/2nd/3rd Line)
- Release Manager / Change Manager

Requirement 9:

Specialist & Emerging Technology Services

Service Outputs (including, but not limited to)

- Artificial Intelligence and responsible AI frameworks
- Robotics Process Automation (RPA) implementation
- Digital twins and simulation
- Internet of Things (IoT) solutions and sensor integrations
- 5G and advanced connectivity advisory
- Blockchain / Distributed Ledger Technology (DLT) exploratory work
- Quantum computing readiness assessments
- Augmented Reality (AR)/Virtual Reality (VR) and immersive technology for training

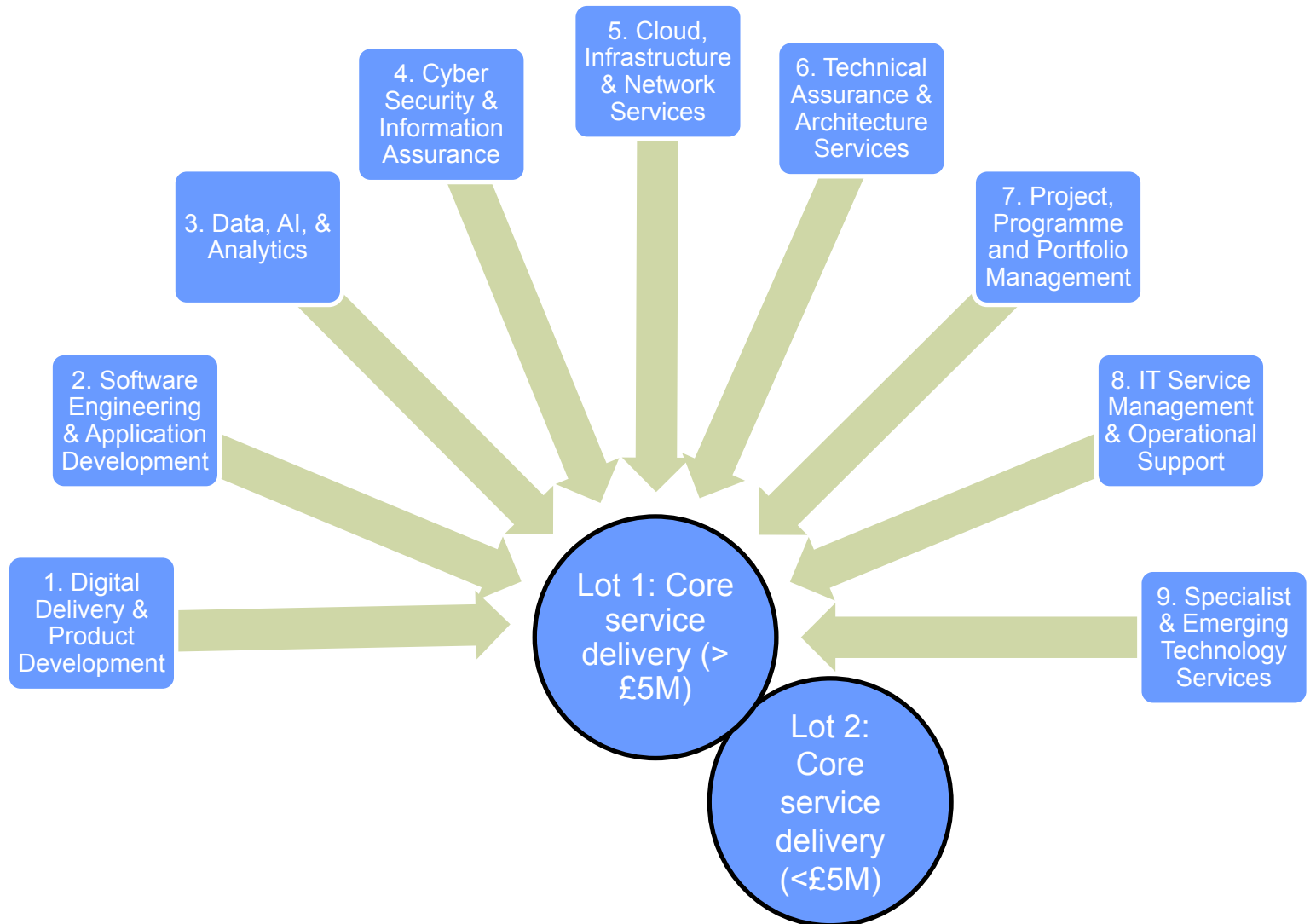
**DIPS 2 proposals and
discussion points:**

**Lotting structure and SME
participation**



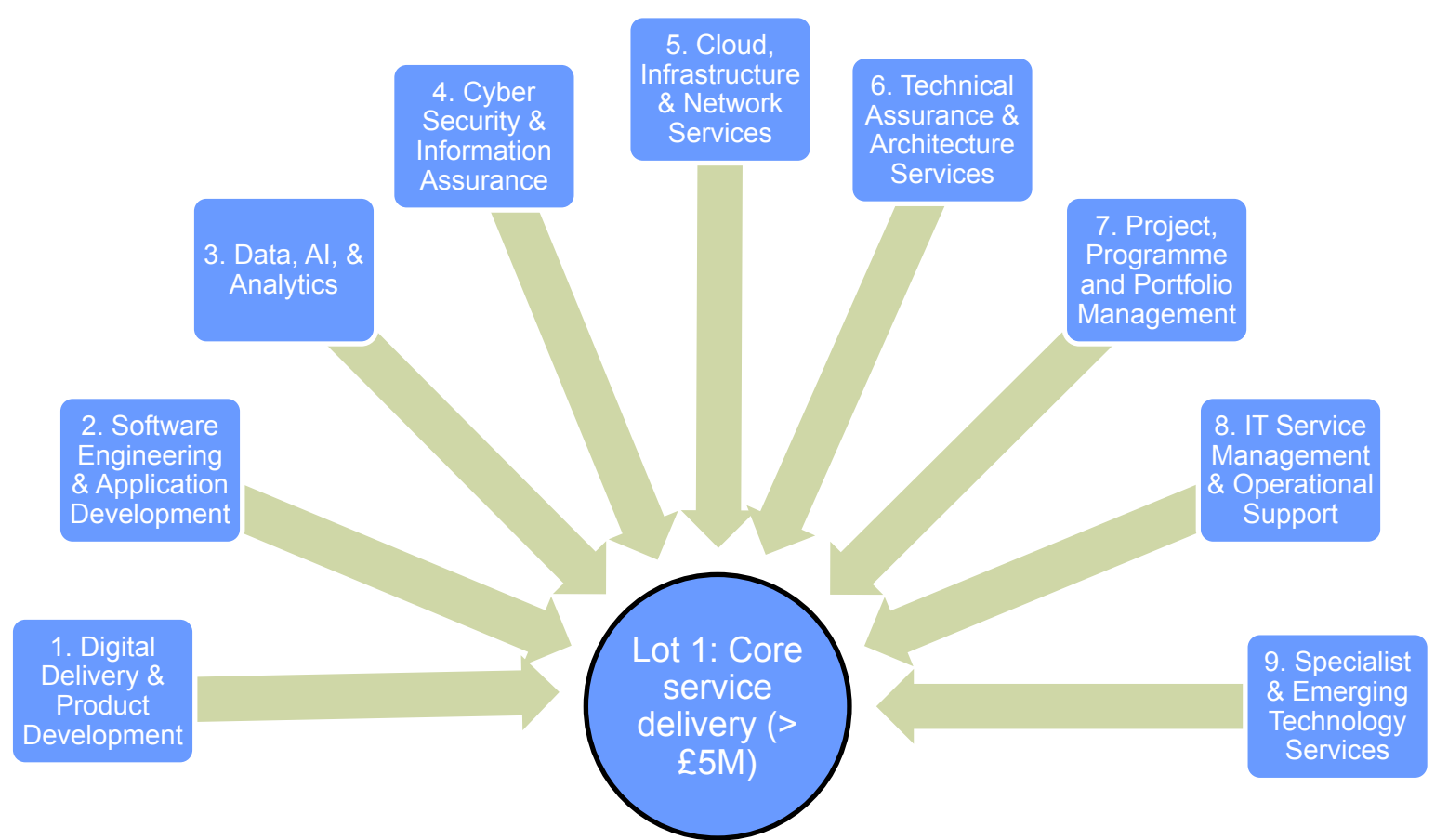
SME participation

Option 1



SME participation

Option 1

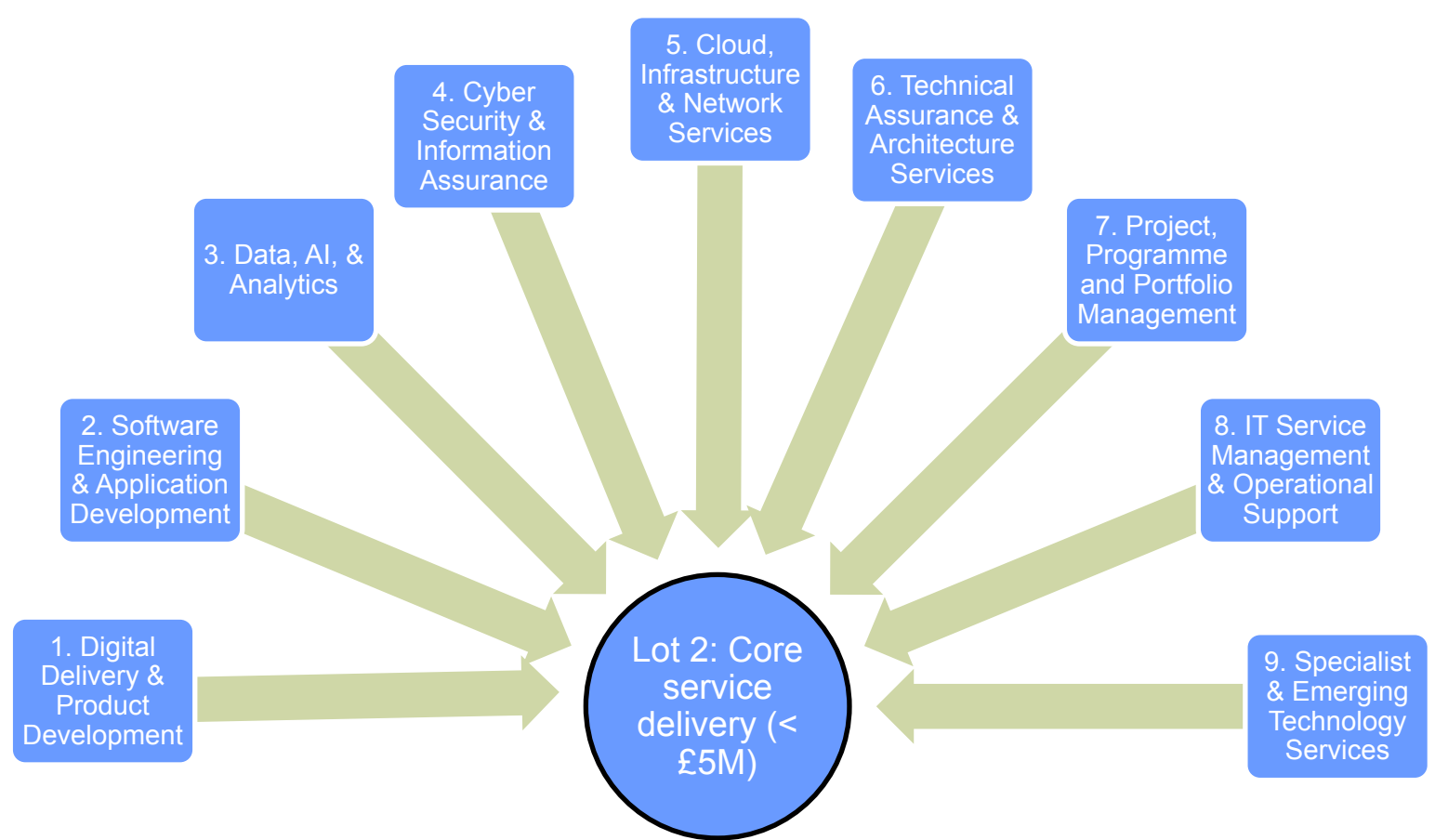


Lot 1: Core service delivery (>£5M) (Open or Closed Framework)

- Likely to be a high bar to entry, evidencing experience and capacity/capability to deliver against all 9 areas of the framework scope.
- Lends itself to partnerships, consortia, rather than individual companies.
- Ability to build closer, more strategic, relationships with a number of suppliers allowing for co-creation and investment into the MOD.
- Potential supplier number caps (depending on whether an Open, or Closed framework is chosen)

SME participation

Option 1

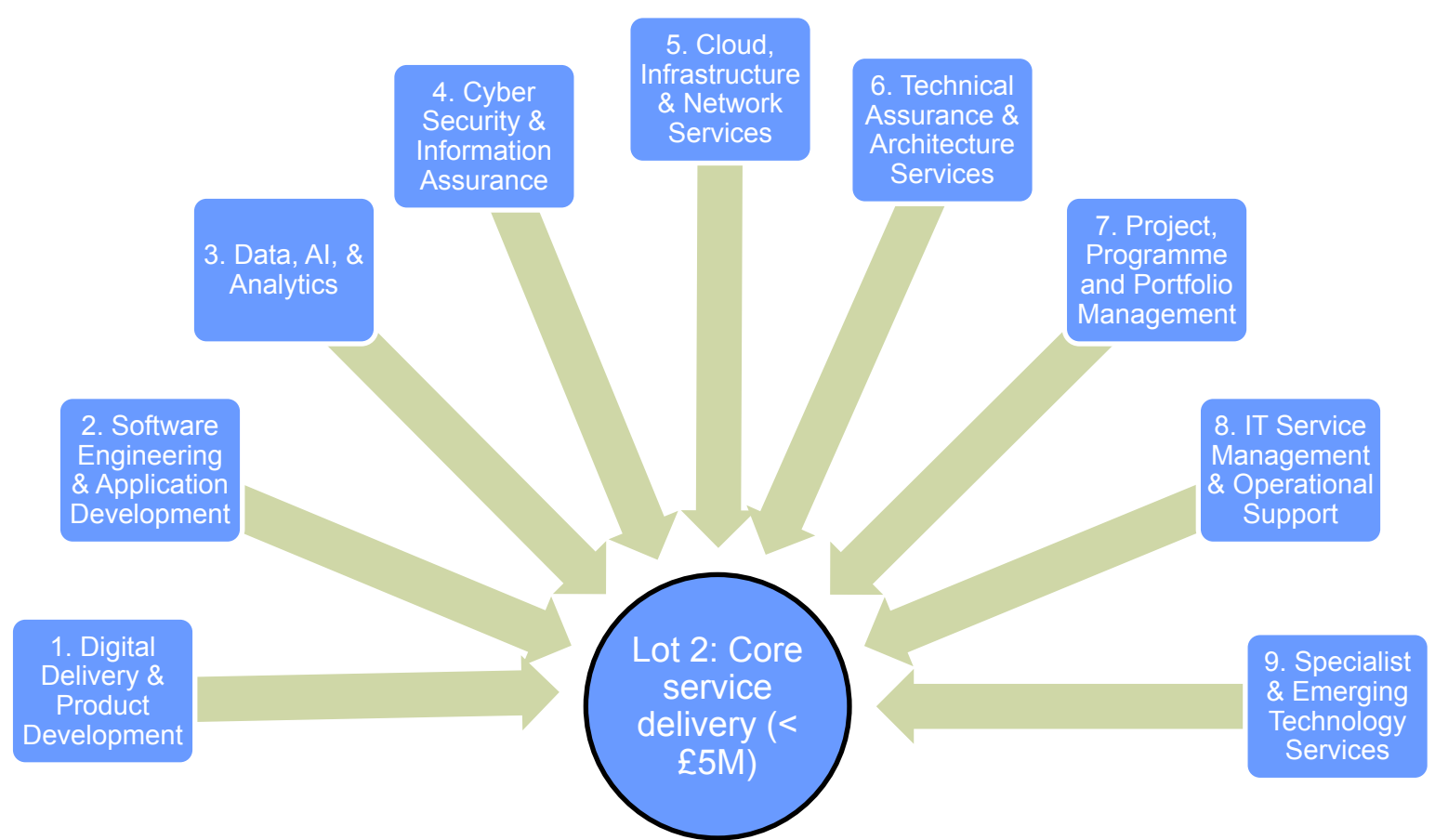


Lot 2: Core service delivery (<£5M) (Open or Closed Framework)

- Likely to be a lower bar to entry, evidencing experience and capacity/capability to deliver against at least 1 area of the framework's scope.
- Lends itself to individual companies, particularly SMEs.
- Ability to procure services from SMEs, and niche service providers.
- Potential to be an uncapped lot (depending on whether an Open, or Closed framework is chosen)

SME participation

Option 2 Neutral Vendor



Lot 2: Core service delivery (<£5M) – **Neutral Vendor** (Closed Framework)

- Single supplier Lot (the Neutral Vendor). Not a prime, the Neutral Vendor would not participate in delivery.
- Easier way of SMEs doing business with the MoD.
- Benefits suppliers through access to the MoD, requirements visibility, meet the buyer events, access to pipeline, and reduced administration.
- Allows for increased MoD focus on pipelining.
- A high bar to entry, evidencing experience and capacity/capability to deliver volume of procurements for digital and IT professional services.

Neutral vendor approach is
in a draft stage of review

Lotting structure options

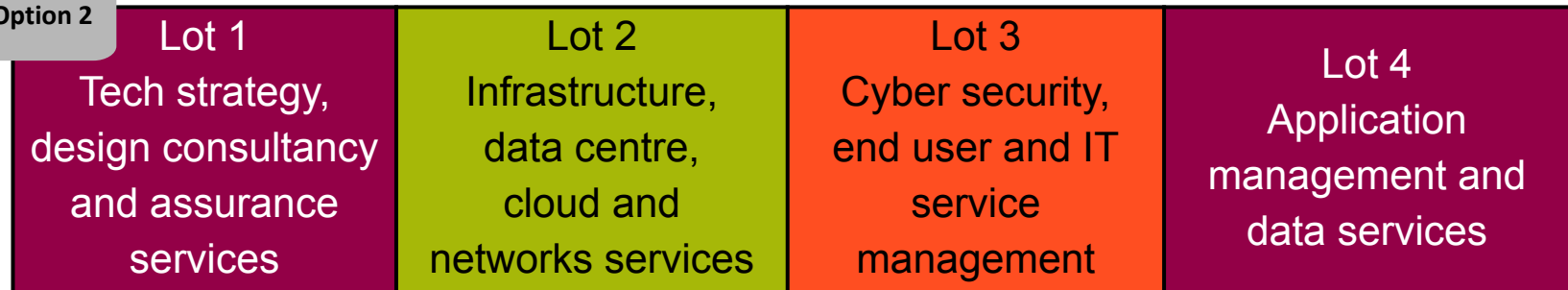
Three options to be considered:

1. 2 lots split per value
2. 4 lots split per technology category; all lots will include transition and project/programme management provisions; all lots to include ancillary consultancy services; all lots to cover innovation
3. 3 lots including all above requirements+consultancy and assurance services; split per value

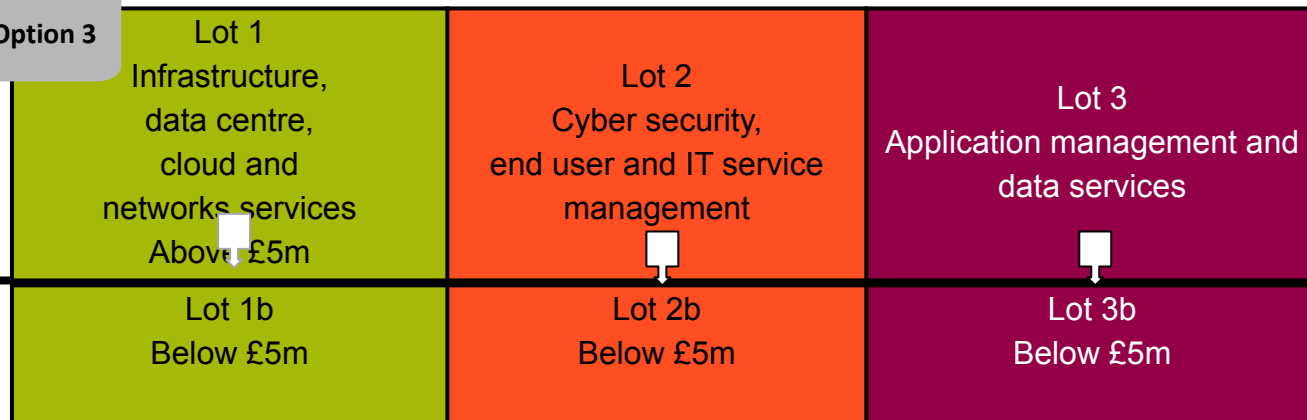
Option 1



Option 2



Option 3



Closing remarks and next steps

- Next pre-market event is planned for June with the objective to review lotting structure, commercial vehicle and MoD requirements
- SME event planned for June/July



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 Government Commercial Agency



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Professional Services, Consultancy, and Contingent Labour

Professional Services

- Not primarily advisory in nature.
 - Used for delivery of BAU, projects, and programmes.
 - Delivery-focussed against outcomes/outputs.
- Example use case: delivery partner for a complex systems upgrade.
 - **Key route to market:** DIPS (for Digital and IT Professional Services).

Consultancy

- Generally advisory in nature.
- Used to fill a knowledge gap.
 - Identifies options and recommendations.
- Example use cases include business change and transformation.
 - **Key route to market:** Management Consultancy Framework 4 (MCF4)

Professional Services, Consultancy, and Contingent Labour

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- Example use case: delivery partner for a complex systems upgrade.
 - **Key route to market:** DIPS (for Digital and IT Professional Services).

Contingent Labour

- Generally not advisory in nature.
- Used to fill a post that is not or cannot be filled by a Civil Servant.
- Use cases include named individual contractors and temporary staff.
 - **Key route to market:** Workforce Solutions (aka PSR)