

CCS Network Services 3 Radio Capability Day

24 June 2022

Question and Answers

Q1: Does this mean 25 suppliers maximum over lot 1a, b & c. Therefore, approx. 8 each = Lot1b?

The 25-supplier limit will apply to the Radio sub-lot alone, and it is important to note that although there are three sub-lots within that lot there won't be any questions at the lot level. The qualifying questions will be asked at the sub-lot level, so suppliers do not worry about not providing WAN services or critical domain services and are focused on radio alone. Suppliers will be able to answer the questions focused on radio alone and won't have to answer any other questions within the lot. Testing will be at the sub-lot level.

Q2: Will the 25 suppliers be both commercial and tactical radio suppliers?

Yes, they will, and the thing CCS is working on with legal teams is how to make it fair, and if this isn't possible CCS will look to split it out into two separate sub-lots and put a ceiling at sub-lot level then. As of right now it is across both capabilities, both commercial and tactical.

Q3: Can international companies be part of the Framework? We have a product from our US sister company.

Yes. CCS has put that forward into their FBC case and put it into the commissioning document with their legal teams so the expectation is that international companies will also be enabled.

Q4: How can we form consortiums/partnerships (read for Attachment 6/7?) if there is not a technical specification for the radio requirements at the framework entrance stage?

If you are a provider of component parts, then you will have to form partnerships with those prime suppliers who are sub-system providers as sub-contractors. Now is a good time for component part providers to start forging relationships and go-to-market strategies with those sub-system providers. You might be engaged on the framework, but it will also be down to sub-contracting arrangements with the prime. Your systems provider might already be on this call but if they are not and are happy to work with you then it is a good idea to get them enthused about the framework and get them to pursue it with yourselves as sub-contractors.

Q5: Out of interest, if the contract for goods or services is between the buyer and the supplier, how do CCS make money on this? Does the customer or supplier pay for CCS and can you give an indicative figure on CCS overhead?

There is a 1% levy on all business that comes through the framework. On any reported spend coming through the framework suppliers pay 1% to CCS and that 1% levy is collected monthly.

Q6: How will pricing information be protected from competitors?

Pricing information at the framework level is not shared at all, it is considered from a scoring perspective. CCS will have a look at the range of pricing coming in, but certainly won't share any of that pricing with anyone outside of the group that are doing the evaluations, and all the evaluators are trained and understand this.

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When it comes to posting service offerings on the e-marketplace platform your pricing does become visible to all, right now the new functionality isn't switched on so suppliers can post a service offering and it will only become visible to the customer base. However, CCS do try to encourage suppliers to put their most competitive pricing out there on items that are commoditised, if it is reasonably or highly commoditised your pricing will become visible if you are looking to procure your pricing out onto Basware. But pricing at competition level will not be shared.

Q7: You've mentioned that "SMEs will not be disadvantaged". Exactly how will they not be? Will they be excluded from answering certain questions? Or will they get weighted points awarded? Please help us understand this.

The CCS team referenced the modern slavery aspect as a good example of how they are making sure SMEs are not disadvantaged. Suppliers need to be aware of modern slavery and think about safeguarding and what to do if you spot it happening and how to report it etc. but there has been recognition that from a testing perspective it wouldn't be fair to test SMEs on that – so only suppliers who are above the revenue threshold will be tested on that question.

Furthermore, all elements of Social Value have been in place for a little while now and CCS has let quite a few contracts that have been SME enabling contracts and won't ask any contracting questions that will negatively impact SMEs. The SME agenda is top of the list, and they will be led by legal teams to ensure that SMEs don't get put at a disadvantage.

Q8: If a company produces waveforms, then how do they get involved if they are not necessarily looking to provide hardware?

If the customer base say it is part of the sub-system that they would like to include in terms of scope perimeter, then it will be included.

The framework specification is focused on primary services which is the radios themselves and everything that goes with the radio which the waveform could be part of. If you were looking to sell the waveform, the current strategy would require you to form a consortium with other suppliers, allowing you to offer your waveform on their radios. You could then raise multiple service offerings of a radio with waveform options.

Q9: We can't form consortiums until we know what the requirement is? If there is no specific technical requirement at this stage and it is generally just a product catalogue at this point how can we form consortiums at the framework entrance stage if we don't quite understand what the future requirements are for specific task orders down the line?

Consortiums don't need to be formed at the framework stage, as long as the go-to-market lead supplier is on the framework (and the key customer has specified that waveforms for example), are within the scope perimeter for what they would like to buy through the framework, then that is as much detail that is needed at that point.

When the CDD drops begin to happen and it becomes clear what the actual specification is, at that point suppliers can form consortiums – provided the go-to-market lead supplier is on the framework, then it will be possible.