

techUK Tech for Government Market Engagement tools

#ThreePointPlan

Better engagement

Better information

More innovation

*“Early engagement allows the marketplace to better prepare for future demand and levels the playing field for UK based suppliers. A **genuine two-way conversation** with a diverse range of suppliers gives **maximum opportunity for success.**”¹*

Only

18%

of civil servants believe there is sufficient pre-procurement engagement

Only

19%

of civil servants said they have access to a wide range of suppliers

More than

80%

of civil servants found contact with suppliers before, during & after the procurement useful²

techUK is the platform that connects industry with Government and our market engagement tools help Government access the very best our industry has to offer.

Contact

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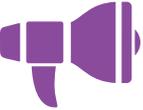
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¹ Procurement for Growth, HM Government, May 2013

² techUK Civil Servants Survey 2015

Tool	What is it?	Format	Benefits
<p>Industry Briefing</p> 	<ul style="list-style-type: none"> • Opportunity for the public sector to engage with the whole of the tech market in a neutral environment • Providing the market with information on the public sector body's strategic objectives or direction 	<ul style="list-style-type: none"> • Roundtable, workshop, seminar or a briefing to a large audience, followed by informal networking 	<ul style="list-style-type: none"> • Connect with a diverse mix of tech suppliers, large and small • Engage in a genuine two-way dialogue with the tech market as part of an early market engagement
<p>Concept Viability</p> 	<ul style="list-style-type: none"> • In-depth pre-procurement market engagement with the whole of the tech market in a neutral environment • Shape the design and roadmap for the transformation or for specific procurement opportunities or projects in the pipeline 	<ul style="list-style-type: none"> • Presentation from the procuring authority followed by Q&A and informal networking • Breakout sessions with suppliers discussing a set of questions • Industry feedback, compiled into a neutral report 	<ul style="list-style-type: none"> • Connect with a diverse mix of tech suppliers, large and small • Get feedback, ideas and better visibility of risks from the market on all aspects of the project, from tech to commercial, as part of the pre-procurement process
<p>SME Town Halls</p> 	<ul style="list-style-type: none"> • Platform for SMEs and Government to connect • Opportunity to raise awareness of public sector business opportunities for SMEs (direct or indirect route) 	<ul style="list-style-type: none"> • Run jointly with the Crown Representative for Small and Medium Enterprises (SME) • Keynote, followed by panel debate and Q&A, followed by informal networking 	<ul style="list-style-type: none"> • Networking opportunities • Provides a platform for SME members to discuss their experiences of supplying technology directly to Government and gain market insight • Helps Government promote opportunities to SMEs
<p>Innovation Den</p> 	<ul style="list-style-type: none"> • Opportunity for the public sector (and/or primes) to seek innovative solutions and address real business challenges • Provides access to UK based SMEs and better understanding of the innovative technologies available in the market 	<ul style="list-style-type: none"> • Pitches from SMEs to a panel of public sector buyers (and/or primes) on a predetermined topic or a set of challenges • Includes informal networking 	<ul style="list-style-type: none"> • Access a range of innovative SMEs • Test new ideas in a risk-free environment • Identify potential innovative cost-effective solutions to business challenges

Tool	What is it?	Format	Benefits
<p>Open Innovation</p> 	<ul style="list-style-type: none"> Connecting the ecosystem of suppliers to the public sector tech market 	<ul style="list-style-type: none"> The format can be flexible and is shaped based on the specific requirements of the Open Innovation Partner 	<ul style="list-style-type: none"> Identify a wide range of potential partners to respond to specific business challenges or innovation requirements
<p>Snacks & Sips speed networking</p> 	<ul style="list-style-type: none"> Targeted networking event for anyone with an interest in the public sector Pitching is compulsory 	<ul style="list-style-type: none"> 30-second pitches from participants on what they can offer and what they are looking for Informal networking with snacks and sips 	<ul style="list-style-type: none"> Identify and connect with a range of potential partners in the public sector market (companies, large and small and civil servants)
<p>Pitch-fest</p> 	<ul style="list-style-type: none"> Opportunity for start-ups and SMEs to showcase their capabilities to industry and global experts 	<ul style="list-style-type: none"> One-day company pitch-fest Follow-up opportunities for the finalists such as presenting and/or exhibiting at conferences 	<ul style="list-style-type: none"> Improving profile and connecting with potential partners (e.g. past pitch-fest winner won “The Most Innovative Cyber Security Company of the Year”)
<p>techUK Innovation Forum</p> 	<ul style="list-style-type: none"> Opportunity for the Ministry of Defence (MOD) to tap into the UK tech market and understand the options available to innovate and respond to specific requirements / business challenges within Defence 	<ul style="list-style-type: none"> A series of quarterly innovation challenges and briefings, set from MOD Opportunity for companies to embed and demonstrate tech to MOD stakeholders in a live setting to respond to these challenges 	<ul style="list-style-type: none"> Testing innovative, cost-effective solutions for the defence market in a risk-free environment Industry guiding and assisting with Defence’s innovation direction and realisation
<p>techUK Techmap</p> 	<ul style="list-style-type: none"> Mapping out the technology opportunities across the UK in specific tech industry sectors (e.g. cyber, health) 	<ul style="list-style-type: none"> An online map of all tech companies with capabilities in a certain tech industry sector 	<ul style="list-style-type: none"> Providing a consistent view of all the tech market opportunities across the UK