



Welcome

John Pearce, Chief Executive, Made in Britain

Edward Askew, Head of Policy, Governance & Development

Monday 22nd April, 11.00 - 12.00

MADE IN BRITAIN

Made in Britain supports and promotes British manufacturing, enabling buyers at home and abroad to identify British-made products

- **1650** SME and larger UK manufacturing companies as members
- **50** product categories
- **>50,000** employees

If you haven't already, upload your products into the Products Directory at:

<https://www.madeinbritain.org/products> | contact us at: info@madeinbritain.org

AGENDA

- Who are Leidos and what is LCST? Edward Askew
- Our SME Action Plan Edward Askew
- How to access Leidos opportunities and obligations for Bidders (including PCR) Edward Askew
- Priorities for Leidos Edward Askew
- Working with Leidos HMG Paints
- Questions All / George Middleton
- Closing remarks John Pearce

LEIDOS AND LCST

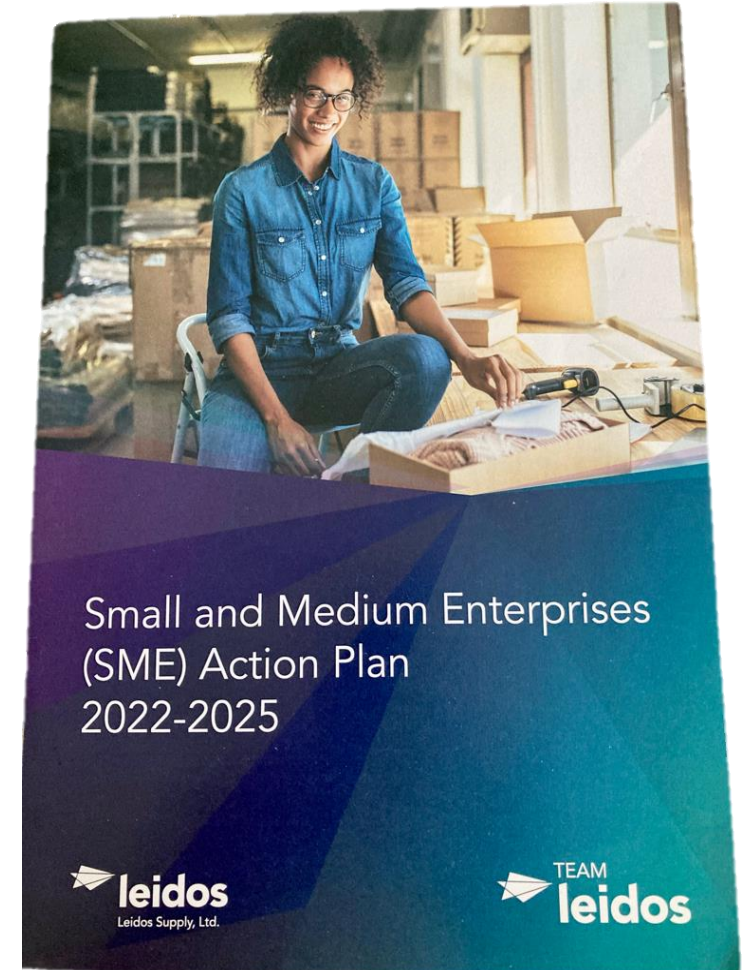
- Leidos awarded the Logistics, Commodities & Services Transformation programme in 2015;
 - Leidos Supply Limited, our Procurement arm, is a wholly owned subsidiary of Leidos Europe Limited who act as the Prime for LCST;
- We procure commodity products, to a defined scope, in support of UK Armed Forces;
- Our scope is a number of Frameworks transferred at service commencement across five main commodity areas;
 - Clothing;
 - Medical;
 - Food;
 - General Supplies, and;
 - Oils, Lubes and Greases.
- We are contractually mandated to procure under the Public Contract Regulations (2015) and must comply with all relevant **legislation** and with Defence or Government **policy** when directed to do so. **These Regulations are changing from October 2024;**
- We were proud to support the funeral of HM Queen Elizabeth II the Coronation of HM King Charles III with procurement of ceremonial items, **many from UK based SMEs.**

UPCOMING REQUIREMENTS

Requirements planned to be advertised within the next 6 months	
Medical Equipment Framework	Mar-24
Supply and Support for Blood and Plasma Storage Units (BSU)	Mar-24
Supply of Alliance Solus Pharmaceutical Products	Mar-24
In-Flight Catering - UAE	Mar-24
In-Flight Catering - Canada	Mar-24
In-Flight Catering - Jordan	Mar-24
In-Flight Catering - Kenya	Mar-24
In-Flight Catering - Bahrain	Mar-24
Supply of Welders Headset	Mar-24
Supply of Household Division Horse Riding Safety Equipment (Equine PPE)	Apr-24
The Supply of Hand Tools Including Abrasives, Brushes, Scalpel Blades & General Hardware Products	Apr-24
Medical Device Decontamination Capability (MDDC) Forward	Apr-24
Supply of ECW Gloves	Apr-24
Eschmann sterilisers	May-24
DR Go X Rays	May-24
Supply of fasteners (re-let)	Jun-24
Supply of Chemicals including Domestic and Specialist Cleaning Products	Jun-24
Flaked Ice Making Machine	Jun-24
Repair and Calibration of Fluke & Bio-Tek Test Equipment- Option Years	Jun-24
Supply of Operational Ration Heaters	Jul-24
Medical Device Decontamination Capability (MDDC) Rear	Jul-24
Supply of Annual Influenza Vaccines	Jul-24
Supply of batteries and associated items	Aug-24
RH Stretcher	Aug-24
Supply of Jerricans and Associated Consumables	Aug-24
Janitorial Supplies	Aug-24

OUR SME ACTION PLAN

- We have published an action plan for support of Small and Medium Enterprises (SMEs);
- Our plan champions a number of Ministry of Defence (MOD) commitments to provide greater access to our opportunities for SMEs;
- We are already exceeding our internal target of at least 33% SME participation on our awarded Frameworks;
- As a 'best practice' procurement organisation, we are continuously reviewing our tender process, aiming to make it as simple and accessible as possible, including our eProcurement platform 'Jaggaer One';
- We are continuing to engage with the market so that SMEs understand how we work and how best to become part of our supply chain.



HOW TO ACCESS OPPORTUNITIES AND OBLIGATIONS FOR BIDDERS

WHERE LEIDOS SUPPLY ADVERTISES

Find a Tender

- **Find a Tender** (FTS) has replaced the EU's Tenders Electronic Daily (TED) for advertising high value contracts.
- Leidos post all requirements on this page.
- Simply type **Leidos** into the search bar, and all live notices (Prior Information, Contract, Award Notices) will be listed
- **We also publish a draft forward view at <https://www.leidos-supply.uk/Future-Opportunities>**

Contracts Finder

- Leidos also advertise on Contracts Finder, this is a contractual obligation.
- This ensures that the requirement is visible to as many Suppliers as possible.
- The same as FTS, type Leidos into the search and all live notices will be listed.

JAGGAER HOME PAGE

- This is the page users will be presented with before login
- **1** - New users can register for free
- **2** - Users can reset a password
- **3** - Users can contact Jaggaer for free support using the system
- **4** - Users can view all live Leidos opportunities, and express interest

leidos
Leidos Supply, Ltd.

ROYAL AIR FORCE
ZZ177

1 Click here to register!

2 I cannot access my account

3 Need assistance?
Phone: 0800 069 8630
E-mail: help_uk@jaggaer.com
Contact us

4 Opportunities
[View Leidos Opportunities](#)

PUBLIC CONTRACT REGULATIONS

- Leidos is mandated to use PCR 2015 until updated UK specific legislation arrives in October 2024;
 - Tender processes that have started i.e. either a PIN has been placed or are already underway will continue with PCR2015 until awarded;
- Draft Regulations published in March 2024, with key updates seen as;
 - **Greater transparency and additional Notice requirements** - An increase to the number of notices, and the time at which they are required to be published;
 - **Competitive Flexible approach** - The introduction of the competitive flexible procedure, alongside the familiar open procedure, which gives contracting authorities much more flexibility to shape their procurements in a more proportionate manner to reflect the nature, complexity and cost of each contract opportunity;
 - **Most Advantageous Tender (MAT)** - A move from evaluating the “most economically advantageous tender” to the “most advantageous tender” when assessing the “best tender” implies that Contracting Authorities should, as a matter of course, look beyond pricing to secure solutions which meet the UK’s wider sustainability agenda, and;
 - **Supplier Performance, Exclusions & Debarment** - Newly refreshed mandatory and discretionary grounds for exclusion, together with the introduction of a debarment register to list companies excluded for serious breaches.

TENDER PROCESS AND OBLIGATIONS FOR BIDDERS

- Open procedure – rarely use Restricted as this adds complication and time;
- Tender period – 30 days min but can be 6 months plus if trials are required;
- Tender submission mandated through Jaggaer eProcurement platform;
 - 3 ‘envelopes’ Qualification, Technical, Commercial;
- Most of our tenders are currently *lowest priced compliant* bid.
- Company information
- Insurance
- Finances
- Grounds for mandatory/discretionary rejection
- Cyber Security
- Trade Compliance
- Modern Slavery
- Sustainability



OUR PRIORITIES

OUR KEY PRIORITIES

- **RESILIENCE** in our supply chain, ensuring continuity of supply for our Customer;
- **QUALITY** of the products we source, ensuring they meet the requirements of our Customer;
- **VALUE** for money;
- **SUPPLIER PERFORMANCE**, ensuring that the products we source are available in the right place and at the right time;
- **SUSTAINABILITY**, ensuring that we meet the needs of today without compromising tomorrow;
- **ETHICAL PROCUREMENT**, ensuring compliance with Modern Slavery legislation. Leidos Supply continues to hold CIPS Corporate Ethics Accreditation.



**CIPS CORPORATE
ETHICS**

0943 / VALID TO
23.10.2024

WORKING WITH LEIDOS LCST

HMG Paints



hmgpaint.com

defence@hmgpaint.com

performance
and coatings for
defence industry.



HMG
HMG Paints Ltd

WE'VE GOT YOU COVERED



HMG
Defence Coatings
High performance paint and
coatings for the defence industry.

HMG
HMG Paints Ltd

The UK's Leading
Paint Manufacturer

www.hmgpaint.com

defence@hmgpaint.com



Made in Britain Seminars

Very Useful - Understand the processes, people and opportunities.

Gave us the confidence – Leidos' eagerness to engage SMEs gave us the hope in a competitive market.

18 months of growth – It's a continuous learning cycle. Growth of knowledge, processes and business.

The Tender Process

Can be very scary for SME's – There is a lot of work to do, but it will add wider business benefits as you explore your business.

Explore in advance – Look at similar tenders and see what is required. This will help you gather a lot of information in advance.

Use the questions feature – Essential, the only stupid question is the one unasked.

Partnership

Learn together – Leidos have been great at learning about HMG and the way we work and how we can develop together.

Create connections – We've got numerous cross company connections up and running. Allows us to answer and solve queries efficiently and effectively.

Face to face – Putting names to faces, with site visits or event meeting at trade shows.

Partnership

Alan Sharples – HMG Defence Coatings Sales Manager

“It has been very easy to work alongside Leidos, the team are very approachable and understanding. There has been a lot of knowledge exchange which has benefited both sides. They’re very fair, understanding and the partnership continues to get stronger as we work together.”

IMPORTANT LINKS

- Below are direct links to all of the mentioned websites
- Find a Tender (FTS) where we advertise - <https://www.find-tender.service.gov.uk/Search>
- Contracts Finder (CF) where we advertise - <https://www.contractsfinder.service.gov.uk/Search>
- Jaggaer, our eSourcing platform - <https://leidos-supply.app.jaggaer.com/>
- Leidos Supply Portal, Leidos Supply website - <https://www.leidos-supply.uk/>
- Public Contracts Regulations (PCR) 2015 - <https://www.legislation.gov.uk/uksi/2015/102/contents/made>

ROUND TABLE DISCUSSION AND QUESTIONS

George Middleton, Made in Britain
Edward Askew, Leidos Supply Limited