



# Small and Medium Enterprises (SME) Action Plan 2022-2025

# A MESSAGE FROM THE CSS & LSL DIRECTOR



*The increased use of Small and Medium Enterprise organisations offers our organisation a critical competitive advantage. By encouraging SME participation in the Logistics, Commodities and Services Transformation (LCST) programme we are showing our commitment to UK government policy and we are able to leverage new and innovative products for the benefit of our Armed Forces. I'm proud of the progress we have made so far and am personally committed to prioritising the actions outlined here to further drive SME involvement with both the LCST programme and, where possible, Leidos UK.*

## Jaynie Davies

COMMODITY SUPPORT SERVICES AND  
LEIDOS SUPPLY LTD. DIRECTOR

## WHO ARE WE?

Team Leidos is honoured to support the UK Ministry of Defence's (MOD) LCST programme, a critical effort to enhance and improve the UK's defence supply chain, providing essential services such as:

- ▶ Storage and distribution for the MOD's materiel, including a global freight service, and;
- ▶ Procurement and inventory management of food, packed fuels, clothing, medical materiel and general supplies.

Team Leidos will help transform the UK's defence supply chain by providing an integration of a complex mixture of services, at low risk, using a modern suite of systems that will deliver one version of the truth. For the first time, the MOD will see the whole picture, as it is happening.

Leidos Supply Limited (LSL) is a wholly owned subsidiary of the LCST Prime Contractor, Leidos Europe Limited (LEL), and is the specialised contract acquisition entity within Team Leidos, created in order to ensure compliant procurement activity under the Public Contract Regulations (2015).

<https://www.leidos-supply.uk/>

Leidos is a leading partner to the UK and Scottish Governments as well as having key client partners in transportation and energy. Leidos employs 1,200 people across the UK supporting technology and business process transformation programmes for clients such as the Home Office, the MOD and the Metropolitan Police Service.

The success of this work in the UK and beyond shows that we are a trusted partner in the region and that our people can deliver innovative solutions to solve the most challenging problems.

<https://www.leidos.com/company/global/uk-europe>

## INTRODUCTION

Since the Service Commencement Date (SCD) in August 2015, LSL is proud of the progress made in expanding its use of SME organisations for commodity supply on the LCST programme. This action plan details the steps that LSL will implement in order to further enhance SME engagement on the LCST programme.

As an organisation mandated to procure under the PCR2015 much of this success has been as a result of 'soft engagement' with Trade Organisations including 'Made in Britain' and by speaking with potential suppliers at our own Supplier Days and at events such as DSEI, with the intention of de-mystifying our defence supply chain. We have also take steps to simplify our tender process including a review of tender documents and questions, thus making our requirements more accessible to SMEs.

This action plan articulates the next steps on our journey to further improve SME access to our procurement activity, and build on commitments made in the Ministry of Defence (MOD) SME Action Plan published in February 2022.



## Our SME Champion

### Edward Askew, FCIPS

HEAD OF PROCUREMENT POLICY,  
GOVERNANCE & DEVELOPMENT,  
LEIDOS SUPPLY LTD. (LCST PROGRAMME)

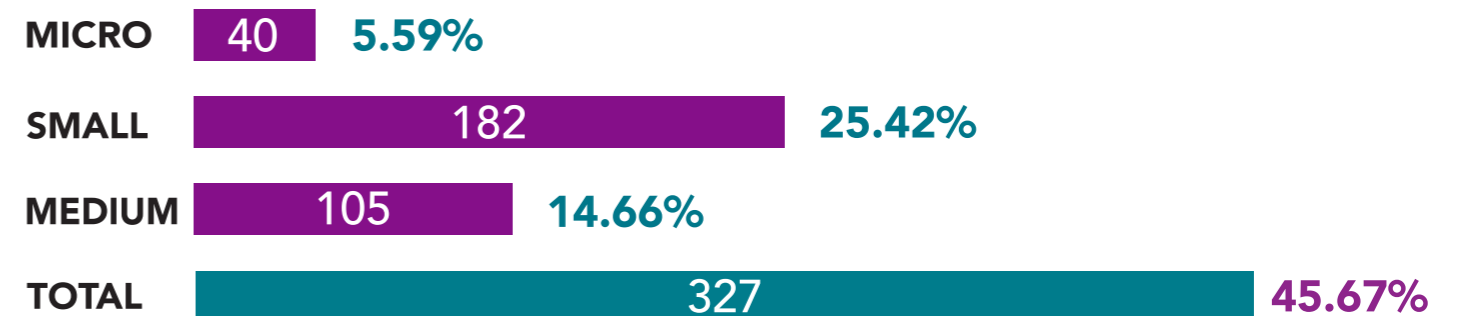
Edward is a procurement and supply chain specialist, with over 20 years of experience gained at a senior level across a variety of sectors including retail inventory management, retail supply chain, and public sector procurement both in the NHS and working with the UK MOD at Leidos.

He uses his interpersonal, relationship and stakeholder management skills to provide strategic vision and leadership, whilst delivering lasting results that have added tangible value and enhanced capability through successfully embedded change. He has lead a number of large scale projects across a broad range of subject areas, from procurement transformation and eProcurement implementations, to CIPS corporate certification and training and capability programmes designed to upskill staff in order to provide better commercial outcomes within a managed governance framework.

At LSL, he has led the review of the tendering process, optimising tender documents and simplifying evaluation methodologies in order to ensure the maximum possible competition and thus benefits for the MOD Customer. This has seen SME participation increase, with 45.67% of all Suppliers now classed as SMEs (EU definition).

### LCST SME BREAKDOWN

There are currently a total of 716 suppliers contracted to Leidos Supply Ltd delivering commodity supplies to the LCST Programme. These are broken down across the SME community as follows:



## WHAT HAVE WE DONE?

Since SCD in 2015 we have;

- ▶ Implemented a new eProcurement system – Jaggaer One – with enhanced functionality and full 24 hour support for Bidders. Jaggaer is widely used within the UK Public Sector, and this has greatly simplified the process for our Bidders with particular benefits for SMEs who often don't have the resources available to learn multiple platforms for submitting bids;
- ▶ Simplified our tender documentation making sure that Bidders can understand our requirements and the tender process as easily as possible, optimising opportunities for successful bids from compliant and innovative organisations;
- ▶ Reviewed our standard Terms & Conditions, making sure that clauses are as relevant as possible and are easy to understand for SME Bidders;
- ▶ Engaged with SMEs in order to help them understand the tender process, our requirements, and how to access our opportunities. We have run two sessions with 'Made in Britain' members, as well as holding multiple supplier events and attending defence specific forums such as DSEI;
- ▶ Appointed an SME 'Champion' to drive the agenda throughout the LCST programme, including with Board level stakeholders and our partner organisations.



## OUR ACTION PLAN

Over the next three years, we will;

- ▶ Support and champion a number of MOD SME Action Plan commitments;
- ▶ Use the European Union definition for identification of our SMEs (until this is superseded by a new UK standard) and publish our SME representation;
- ▶ Aim to maintain an internal target of at least 33% for SME participation on our awarded Frameworks;
- ▶ Conduct a further review of our Terms & Conditions with the intention of simplifying even further in order to encourage greater SME participation in our tenders;
- ▶ Continuously improve our tender documentation, removing barriers to SME participation and further simplifying the suite of documents;
- ▶ Ensure compliance with the 'Prompt Payment Code' in all cases where our Suppliers have provided correct documentation, on time, to us;
- ▶ Implement Procurement Policy Note 06/20 Social Value for relevant tenders, ensuring that credit for Bidders engaged with their communities is at the heart of our tender awards;
- ▶ Continue to engage widely with SMEs through supplier events and Trade Organisations;
- ▶ Investigate whether our membership of the defence Joint Supply Chain Accreditation Register (JOSCAR) can leverage benefits for SMEs by removing the need to complete 'selection' questions already answered as part of their on-boarding.



## ABOUT LEIDOS

Leidos is a Fortune 500® technology, engineering, and science solutions and services leader working to solve the world's toughest challenges in the defense, intelligence, civil, and health markets. The company's 43,000 employees support vital missions for government and commercial customers. Headquartered in Reston, Virginia, Leidos reported annual revenues of approximately \$13.7 billion for the fiscal year ended December 31, 2021. For more information, visit [www.Leidos.com](http://www.Leidos.com).

