

## Delivering optimal commercial solutions for two primary Cyber Security and Capability programmes



Working in contract with Logiq Consulting, an information and cyber security consultancy, Evolve is providing specialist commercial and acquisition advice and support to two Defence programmes to improve the UK's cyber and security capabilities.

### CONTEXT

The emphasis on growing cyber capability within UK defence has resulted in an expansion of programme level activity requiring industry support so that key defence outcomes are delivered. This includes enhancing the ability to conduct defensive cyber operations at the scope and scale required in the evolving threat landscape, and a cyber resilience programme focussed on risk reduction through secure foundations.

### BRIEF

As subcontracted partner to Logiq Consulting, Evolve was tasked with delivering optimal commercial solutions for both Defence programmes, supporting the development of Strategic Outline Case documentation to secure programme funding.

### TOP FIVE BENEFITS DELIVERED:

Presented multiple options for OJEU compliant procurement activities

Developed risk-adjusted procurement and commercial plan to drive activity

Evolve acts as an enabling commercial function, reducing complexity for project managers

Rapidly delivered procurement activities, aligning with the pace of cyber operations

Identified lessons learned and compiled them in a comprehensive handover report

## COMMERCIAL EFFECTIVENESS

Evolve supported the client across the full bandwidth of the programme's commercial activity, beginning with the addition of key commercial artefacts into the programmes' approvals process. This included the commercial input to the Combined Operational Effectiveness and Investment Appraisal (COEIA), the Strategic Outline Case (SOC), as well as the delivery of Procurement and Commercial Strategies.

## PROCUREMENT STRATEGIES

Procurement strategies considered a number of options, assessed using a multi-criteria decisionmaking matrix, with key stakeholders. This enabled the capturing of programme, commercial and technical insights to help inform the approvals process as to 'best fit' routes to market.

## PROCUREMENT PROJECT PLANS

We created procurement plans and used them to drive progress through the commercial process. We ensure that all inputs into a procurement process are of sufficient quality, including reviewing specifications, schedules or requirements and programme plans. This enables the development of specific documentation that's needed to execute procurements as ITT, assessment criteria, terms, and contract documentation expediently with minimal amendments.

## EXECUTION

In the execution phase, we provided leadership over the procurement activities in close collaboration with the programmes to make sure that not only is the procurement activity carried out correctly, but done so on time and in a way that delivers the outcomes the programme requires.

We pride ourselves on being 'hand-in-glove' with the programme throughout this phase.

## CONTINUOUS IMPROVEMENT

A full lessons learned document was produced to support handover and, additionally, recommend approaches for future procurements, which could improve cycle time and reduce effort.

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## CLOSING REMARKS

This contract exemplifies what Evolve was created to do: turning the commercial and procurement function into a strategic enabler; reducing complexity and demand on internal teams; reducing response times; increasing productivity; improving supply chain engagement and delivering better value for money.

The benefits of our holistic and co-ordinated approach are numerous and cumulative, delivering long-term and fundamental change through the application of commercial expertise.