



# **Centre for Defence Enterprise**

**A Vehicle for Engagement**

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# Launch aims of CDE

- Opened in May 2008
- Overarching goal: access all sources of potential innovation that could be exploited to enhance military capability
  - Engage, inform and support new supply networks
  - Simple, transparent and rapid engagement mechanisms
  - Broaden supplier base
- Encourage challenge, pace and exploitation

# Engage, inform and support new supply networks

- Enduring 'Open Call' (circa £2.5M p.a. budget)
- 'Themed Calls' commenced in year 2 of CDE operation
- 1-to-1 surgeries offering consultations with CDE staff (126 appointments delivered to date in this FY – selling out as quickly as we can create them)
- 67 events held to date (incorporating 59 Themed Calls)

# Simple, transparent and rapid engagement mechanisms

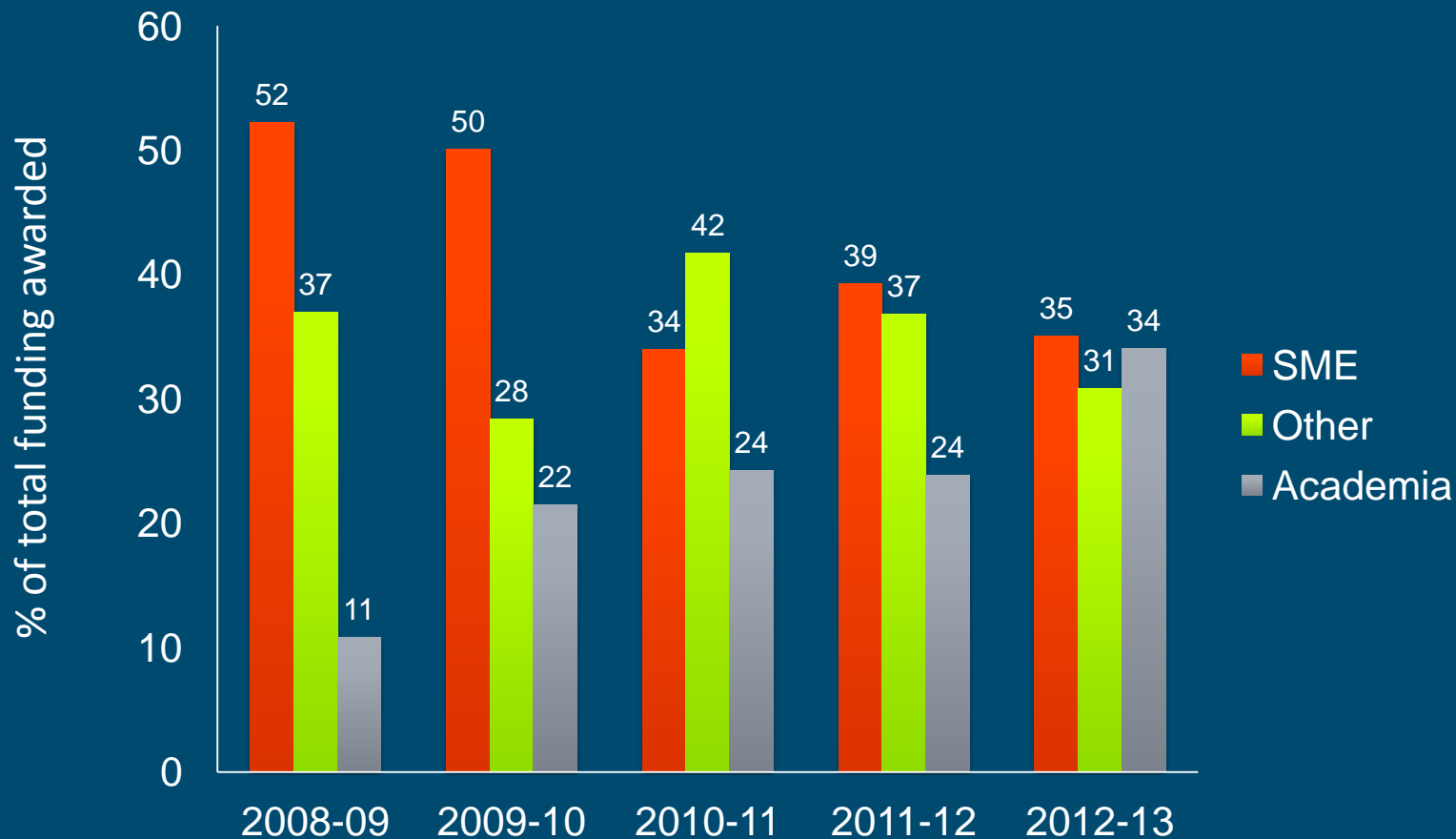
- Web based proposal submission system
- Consistent, repeatable low-cost business process
- Online assessment of proposals by relevant experts
- Aim to make decisions on proposals within 4-6 weeks of submission date
- **>4100** research proposals received to date
- 17% of all viable proposals received funded
- >£36M invested through CDE contracts to date

# Broaden supplier base

- Contribution from all sectors of the supplier base
- **25%** of proposals submitted by academia
- Academia wins **15%** of contracts awarded via 'Open Call' and **27%** of contracts awarded via 'Themed Calls'
- CDE events typically attract many (circa 50%) 'new entrants'
- New suppliers emerge via the CDE route (favours 'spin-outs' and applied researchers)

# Distribution of funding by supplier category

FY08/09 to FY11/12 + data to end Q1 FY12-13







**Hard won CDE experience**

# CDE represents a unique UK MOD capability

- Expertise in translating complex defence and security research requirements into language that engages the broadest possible audience of potential S&T providers
- Expertise in marketing competitions to maximise reach into new S&T provider communities
- Expertise in executing transparent, fair and defensible competitions that meet competition law requirements
- Expertise in maintaining continuity of service in support of a strong, trusted brand





**Making an impact**

# CDE impact: MOD S&T programme (Cyber)

- CDE originated work programmes now extending into third tranche funding
- CDE approach helping to foster collaboration between established defence industry and academia (e.g. Northrop Grumman with Glamorgan and Oxford Universities)



# CDE impact: MOD S&T programme (innovation in CBR materials research)

- CDE provided the pathway for serendipitous innovation in CBR research following discussion between Dstl Scientist and academic textiles researcher
- CDE provided guidance, support and Open Call funding to a promising innovation (modifying keratin fibres)
- CBR programme has let Phase 2 contract



# Benefits of an online portal as a means of engagement with science and technology providers

- Consistency of engagement process
- Provides a framework that enforces a set of standards relating to presentation of bid information
- ‘Learn once – use many times’ advantage
- Low processing overhead
- Supports rapid, consistent assessment process
- Lean process



# Extending our remit to Security

- 'Finding the Threat' CDE call for SIAs launched on 3 Oct
- Double usual CDE themed call attendance
- Strong public endorsement from Security Service DG
- Record number of proposals submitted (174)
- Excellent working relationship with GCHQ Cheltenham





A close-up photograph of a hand in a white shirt sleeve placing a wooden block on a line of other wooden blocks. The blocks are arranged in a line that curves downwards from left to right, creating a domino effect. The background is bright white, and the lighting creates strong shadows.

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