

# EvO Supplier Day

**Celtic Manor Resort**  
**25 May 2016**

# Welcome and introductions

**Jonathan Fleming**  
**Head of Supply Chain**

# Purpose

General Dynamics UK welcomes the industry, suppliers and Small/Medium Enterprises

This is the first of a series of supply chain engagements.

Its purpose is:

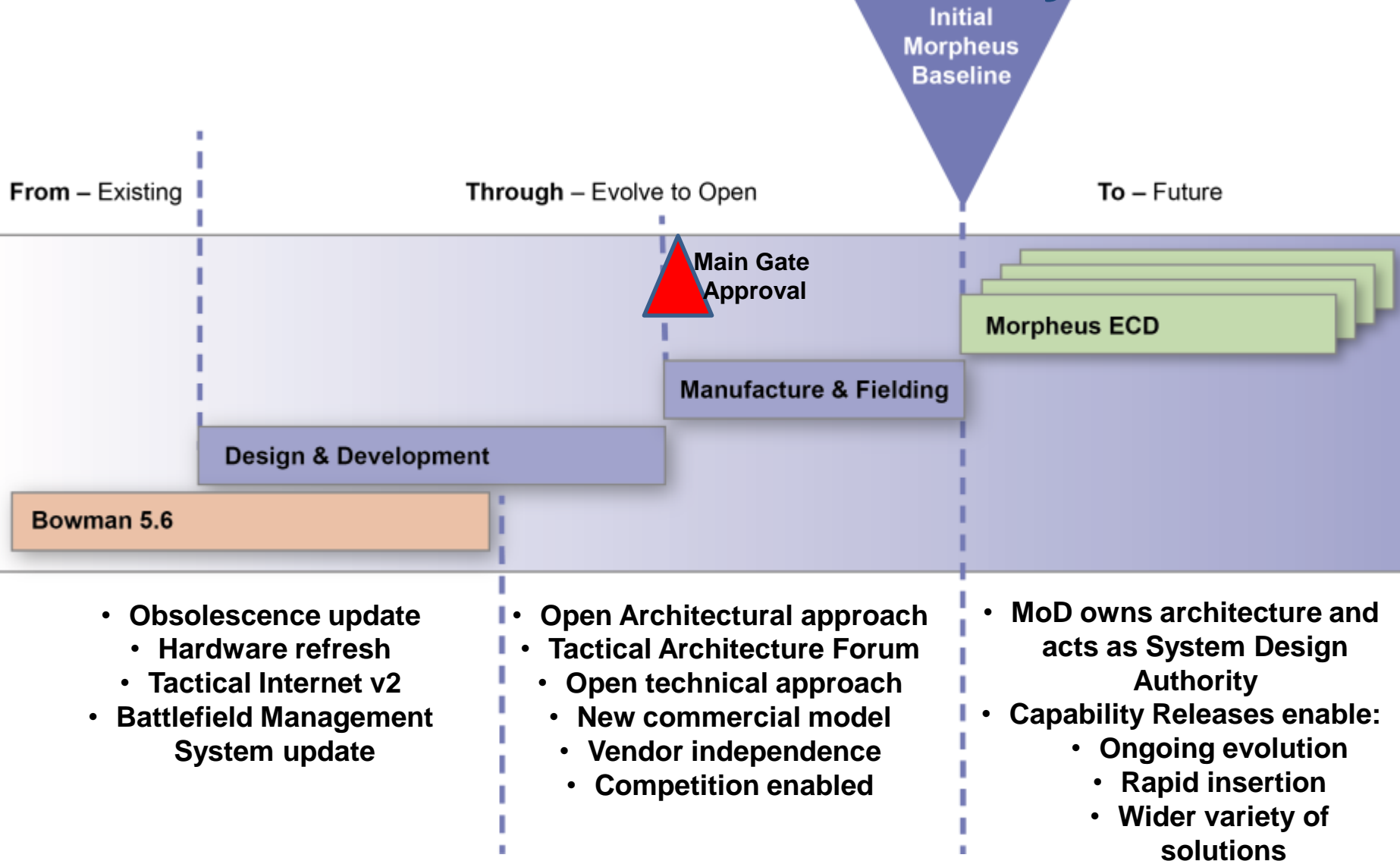
- Introduce the General Dynamics UK EvO team
- Engage with the suppliers
- Outline supplier opportunities from within the General Dynamics UK EvO work scope
- Provide visibility and access routes to future General Dynamics-led competitions

**MORPHEUS-EvO is subject to MoD approvals and contract agreement**

# MORPHEUS Evolve to Open (EvO)

- MORPHEUS is a key component of the UK MoD's next generation Land Environment Tactical Communication and Information System (LE TacCIS)
- EvO will be the initial baseline of MORPHEUS:
  - Evolution of the legacy Bowman system (18,000 platforms)
  - Builds on the Bowman 'Brownfield site' to provide an open system
  - Architecture based on GD 'Vertex' open TacCIS architecture
    - Architecture will be owned by MoD
- EvO enables:
  - Early fielding of initial MORPHEUS capability
  - MORPHEUS supply chain opened up with 75-80% to be competed
    - S/C competitions earlier than planned
  - Maximum re-use of legacy equipment & COTS / MOTS
  - Commercially / technically open solution
    - Authority Vendor Independence

# The MORPHEUS Journey



- **Obsolescence update**
  - Hardware refresh
  - Tactical Internet v2
- **Battlefield Management System update**

- **Open Architectural approach**
- **Tactical Architecture Forum**
- **Open technical approach**
- **New commercial model**
- **Vendor independence**
- **Competition enabled**

- **MoD owns architecture and acts as System Design Authority**
- **Capability Releases enable:**
  - Ongoing evolution
  - Rapid insertion
  - Wider variety of solutions
- **Competition for products and services throughout**

# Status

- Review Note approved by IAC December 2015, confirming preferred strategy for General Dynamics UK to be Transition Partner for EvO (subject to contract)
- ITN response delivered to BATCIS April 2016
- Tactical Architecture Forum (TAF) activities commenced
- General Dynamics UK currently developing EvO supply chain in anticipation of Contract Award
  - SME involvement

# Supply Chain Engagement

**Jonathan Fleming**  
**Head of Supply Chain, General Dynamics UK**

# EvO Supply Chain Approach

The approach taken by General Dynamics to ensure best value for money in the EvO project

- **Our approach**

- Embedding external experts into General Dynamics technical teams
- Outsourcing of specific work packages
- Procurement of best in class manufacturing capability, technology and materiel
- Continuous collaboration with industry ensuring an efficient information flow supporting the programme
- Incentivise innovation within the Supply Chain throughout the programme lifecycle
- Utilise dual/multi sourcing to enable security of supply
- Establish and maintain competitive and sustainable relationships with the Supply Chain throughout the programme lifecycle
- Ensure all mandatory legislation and compliance requirements are understood



# EvO Supply Chain Approach

The approach taken by General Dynamics UK to ensure best value for money in the EvO project

- **Reasons for this approach**
  - Sustaining and growing TacCIS capability within the UK
  - Develop /deepen the understanding of whole potential supply chain
  - Ensure innovation promoted throughout process, including use of GDUK EDGE® facility
  - Work towards achieving 15% of contract spend to SMEs, supporting government targets
  - Deliver best value for money through competition
  - Utilise best in class subject matter cross-sector expertise

# EvO Potential Supplier Opportunities

Work Packages which will be offered to the market through competition

Below is a non exhaustive list of work packages which will be considered for competition in the market:

Category	Examples	Expected earliest competition dates
Contract Manufacturing	Circuit Card assemblies, Cable Harnesses, metal enclosures, metalwork fabrication	Q3 2016
Technical Services	Safety & security engineering support, Systems engineering, Design support	Q4 2016
Support services	Integrated Logistics Support design, Training package delivery	Q2 2017
Training development	Training Package Development, Train the trainer, CBT	Q3 2017
Software development	Delivery of coding work packages, Bespoke development of specialist & COTS software components	Q4 2016

# Channels of Engagement

## Process of establishing channels of engagement with General Dynamics UK

- Initial registration to collect basic capabilities and details of potential suppliers
- General Dynamics UK conduct analysis of registrations and carryout segmentation / categorisation process
- Communication bulletins will be issued regularly on both a generic and specific level containing programme updates and upcoming competition alerts
- Suppliers will be invited to participate in competitions relevant to their capabilities through PQQ and RFX
- Identified General Dynamics UK point of contacts will be available to manage open communications (Q&A forum) throughout the tender process

# Next steps...

What happens next – today, tomorrow and in the future

## Engagement opportunities today

- Subject matter experts will be available for brief one-to-one sessions to clarify any questions
- Supply Chain representatives will be available to respond to any questions regarding becoming a supplier and doing business with General Dynamics UK

## Engagement going forward within EvO

- All registered companies will begin to receive regular updates of General Dynamics UK progression in industry engagement, competition and programme progress
- Specific communications will be targeted towards companies who are registered and have displayed capabilities in relevant areas
- General Dynamics UK will also inform of upcoming events relating to topic-specific innovation forums, further industry days (defined technical subject matter)

# EvO Supplier Contacts

Who to speak to in General Dynamics UK / MoD UK regarding EvO Supply

## General Dynamics UK

Jonathan Fleming – Head of Supply Chain

[Jonathan.Fleming@gd-ms.uk](mailto:Jonathan.Fleming@gd-ms.uk)

EDGE® UK - GD UK Innovation Centre

<http://www.the-edge-uk.co.uk/>

Supply Queries Mailbox

[SupplyChainCommunications@gd-ms.uk](mailto:SupplyChainCommunications@gd-ms.uk)

## MoD, BATCIS

Ian Dibble - MORPHEUS Programme Manager, BATCIS

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