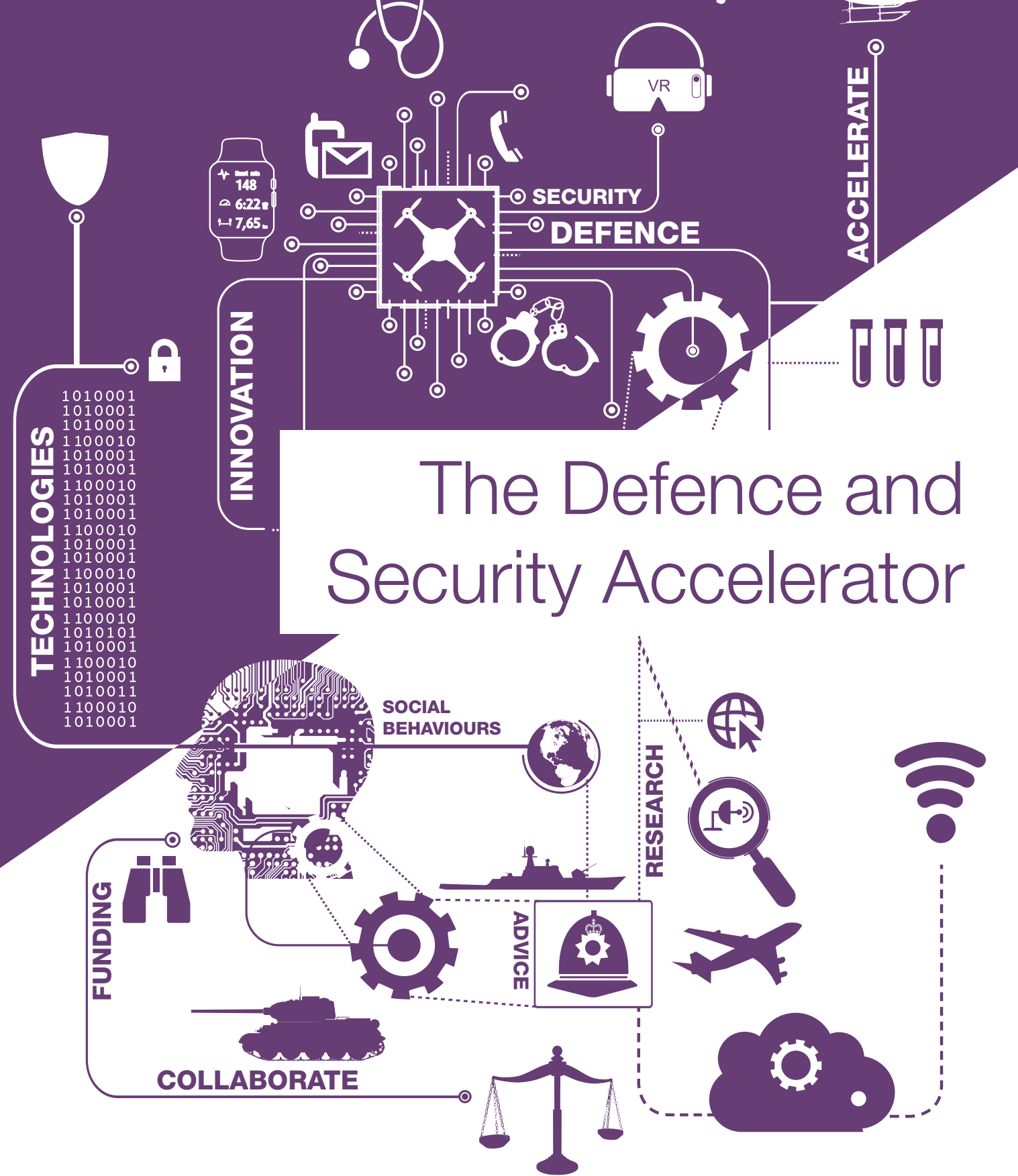




Defence and Security Accelerator



We find, fund and exploit innovations to support UK defence and security

Our mission is for **the UK to have strategic advantage through the most innovative defence and security capabilities in the world**. We will find and exploit innovations which support the defence and security of the UK faster and more effectively, and seek to generate economic value for the UK.

# Foreword

from **Lucy Mason**,

Head of the Defence and Security Accelerator (DASA)

I'm proud to be the new Head of the Defence and Security Accelerator. This is a chance to do things differently, to disrupt, experiment and to challenge. I think that's really exciting and I want to be part of that change.

I hope you do too.

We are going to find innovative new ideas and rapidly bring them into use across defence and security.

We will be out there embedded in the private sector, with start-ups and spin-outs, at innovation hubs and science parks, finding the best ideas, products or services.

We will grow our networks and bring market intelligence insights into decision-making, so we know what is available out there for us to use. That might be established technology in another market sector, or just an idea on a page.

It's not just about science and technology – we are interested in anything that helps defence and security work better and faster, helps our people be more efficient, or safer, or gives the UK a strategic advantage.

It's also about UK plc. We support and help businesses to grow and flourish, to increase the UK prosperity.

We want to work with you to help the UK defence and security sector succeed. Talk to one of our team, and find out how we can work together.



**Dr Lucy Mason**





# What we do

We find and exploit innovations which support the defence and security of the UK to help protect our people against our adversaries, faster and more effectively whilst generating economic value for the UK.

We understand that building an innovation ecosystem is crucial to the generation of new ideas. Innovation will flourish if we can bring together like-minded people across government, private sector and academia.

We want to help businesses to grow and become successful. We provide funding and other support, such as helping people to access end-users, develop and test their products and help build the business case for procurement, and link our partners together.

We aim to become the go-to place for Government, private sector, third sector and academia to find solutions to defence and security problems and needs.

## Did you know?

*The Defence and Security Accelerator officially launched on the 8 December 2016, since then we've received over 500 innovative proposals and funded 112 proposals from 87 different organisations*



# Who we are

DASA is a key component of the Defence Innovation Initiative. We have a cross-government remit, formed with personnel from Ministry of Defence (MOD), Dstl and Home Office with experience of working in government, academia, the armed forces and Small, Medium, Enterprise's (SME's).

With access to the £800m Defence Innovation Fund, DASA finds new opportunities through outreach, scouting, market intelligence, and networks. Through existing and new channels, we provide an end to end service, for technology, products or services ranging from an idea on a page, through to ready-to-use products

We aim to be the lead the way for finding ways to innovate, and will role model a new innovation culture across defence and security.

We will do this by:

1. Identifying science and technology opportunities for exploitation;
2. Bringing together innovators and build connections;
3. Supporting the strongest opportunities;
4. Helping innovators build and grow successful businesses of benefit for the UK's defence and security.





# Our goals

We will work in partnership with people, companies and organisations across the UK and internationally to find and drive science and technology innovations, and to support their rapid exploitation. We will work through partnerships with research institutes and innovation centres. We will build our networks and find innovative ideas through proactive outreach, being both highly visible and accessible and raising awareness of the DASA and what we do.

We will help the innovation ecosystem to thrive and grow, by providing opportunities for customers and suppliers to work together both physically and virtually. We will bring together a unique set of stakeholders to focus on generating solutions to key challenges, including Small and Medium Sized Enterprises (SME), wider private sector, academics, start-ups and innovators. We will encourage individuals and organisations to work with us who have not previously worked with defence and security, and seek to exploit solutions in parallel sectors.

We will offer collaboration spaces which will act as safe environments where stakeholders can identify, experiment, incubate and demonstrate novel ideas and solutions. In order to accelerate the development of solutions to real-world problems, we will be easy to work with.

Our processes will be simple to access and use, clear, and non-bureaucratic.

We will seek to maximise a range of pathways to exploitation, including exports and spinning solutions both into and out of Government. We will seek to identify and overcome barriers to exploitation - whether they are technological, procurement, legal, regulatory or financial – and will work hand-in-hand with Government procurement bodies to pull novel solutions into service.



# Why work with us?

We provide a simple and straightforward route for anyone with an innovative idea for UK defence and security such as:

- **money** – we provide funding to develop promising and game-changing ideas
- **access** – our networks and access to the customer and end users are invaluable
- **proactive** – we scout for ideas and actively pursue them
- **contract terms** – we offer quick, easy and beneficial contractual terms
- **events** – we provide opportunities to explore challenges and network with Government officials in defence and security, such as hackathons, sandpits, pitch panels, competitions and exhibitions
- **guidance** – our Innovation Partners and team provide guidance for your idea
- **exploitation** – we will help bridge the ‘valley of death’ and help get the best innovations through to exploitation
- **purpose** – we want to keep our country and our people safe from our adversaries and support economic growth and prosperity
- **trust** – we are open and fair and provide transparency data on our website



# Our support

We offer a number of services to help with how to send in a proposal to DASA.

## **Events**

We hold regular networking events to promote our competitions for funding, they are popular events where we sometimes partner with other organisations depending on the subject matter. They allow networking with technical and military experts, as well as helping to build relationships to encourage working with other science and technology providers. We encourage all potential bidders to attend these events. After the event, we often provide a webinar and access to any presentation.

Our collaboration events are run at the beginning of the competition and are an opportunity to meet the other project teams that were successfully funded and to start to develop a collaborative community. If you are successfully funded, you'll give a presentation describing your project, what you hope to achieve and what your work will look like. We actively promote collaborative bids for the next phase to ensure your technology is considered with other solutions as a final system.

## **Innovation and collaboration partnering**

We provide 3 types of partnering:

- technical partnering - a technical partner from within our partnering organisations will be assigned who has expertise in the subject matter
- innovation partnering – a DASA innovation partner will be assigned to the competition to help provide any guidance on submissions
- collaborative partnering – there is the opportunity to partner with other suppliers to build a full system or use their expertise and further the proposal



## **Fair assessment**

Your DASA proposal will be assessed by experts from Dstl, MOD and sometimes wider UK Government. Detailed guidance of what to include in your proposal to help you perform well against the assessment criteria is provided in each section of your online submission.

We reserve the right to reject a proposal before assessment if it's outside of the DASA's scope or doesn't meet minimum requirements. These are described in the guidance on our website, such as being too long, having an obvious lack of scientific evidence or not providing any clear, meaningful deliverables or is a resubmission with no obvious changes to the original proposal. This is to ensure the best use of public money for assessing DASA.

## **Online submissions process**

You can submit a proposal online by visiting: <https://accelerator.dstl.gov.uk/>

### **Did you know?**

*We accept proposals from micro businesses to primes, as well as academia, typically 50% of our funding goes to SME's*



# How

## we protect Intellectual Property (IP)

DASA is required to protect all third-party IP. We use a number of safeguards to protect your IP while also allowing proper scrutiny of your proposals by our expert assessors and appropriate transparency of how public money is being spent.

After a fixed period of time (usually around 6 months after the competition has completed), most of your submission will be deleted from our system. We do this to protect your IP.

We do not use information received from external organisations other than for the purpose for which it's provided to the Defence and Security Accelerator .

Any information you provide to us as part of a DASA proposal that's not already available from other sources will be handled in confidence. It won't be used or disclosed for other purposes without having the right or seeking permission to do so. Submitting a proposal to DASA won't jeopardise a potential patent application as it's submitted in confidence.

### **Information we keep**

We must keep indefinitely the following information on your proposal:

- title
- summary
- total price
- technology area(s)
- (if applicable) previous submission reference number
- organisation

### **Information that can be made public**

For those projects we fund, we'll also release to the public:

- title
- total price
- names of deliverables
- organisation

### **Digital watermarks**

We make sure all proposals through our online submission service get a digital watermark. The watermark names the person who's logged in to view the proposal and shows the proposal reference number.

## **Did you know?**

*We accept proposals at all technology readiness levels*



# Current routes to market

You can submit a proposal to DASA, through:

## **Themed Competitions**

For an up-to-date list of upcoming themes, please visit:

<https://www.gov.uk/government/collections/defence-and-security-accelerator-funding-competitions>

## **The Open Call for innovation**

We can't possibly know all the potential solutions or approaches out there, which is why the Open Call for Innovation provides the opportunity to submit any idea that is not based on a specific themed competition.

The Open Call for Innovation has regular assessment cycles. Proposals must be received by the DASA Submission Service by 12 noon on the closing date shown. Your results will appear in your submission service account.

We are interested in:

- ideas, products and services at any level of maturity from anywhere in the UK or abroad
- science and technology, behavioural science, social science or anything else that might be useful to defence and/or security
- submissions from people, researchers, and companies who are new to defence and security
- quick wins and longer-term improvements



<b>Call cycle closes at midday</b>	<b>Decision date</b>	<b>Feedback released</b>
25 July 2017	05 October 2017	26 October 2017
29 August 2017	05 October 2017	26 October 2017
26 September 2017	02 November 2017	23 November 2017
24 October 2017	30 November 2017	21 December 2017
21 November 2017	08 February 2018	01 March 2018
22 December 2017	08 February 2018	01 March 2018
23 January 2018	01 March 2018	22 March 2018
20 February 2018	29 March 2018	26 April 2018

DASA's Open Call for Innovation has a budget of £4.5 million in the financial year 2017/18.

<https://www.gov.uk/government/publications/defence-and-security-accelerator-enduring-challenge>

For Terms and Conditions, please visit:  
<https://www.gov.uk/guidance/defence-and-security-accelerator-terms-and-conditions-and-contract-guidance>

## Did you know?

*On average for every competition we've launched, over 50% of companies are new to us and we have never worked with them before*



# How you are assessed

DASA shares your idea with qualified assessors in several Government organisations including Dstl, the Centre for Applied Science and Technology (CAST), security services, military commands, and police. They provide expert views and score your idea against several criteria, including whether we think the idea can be exploited and would provide real benefits to defence and/or security.

Your intellectual property is protected throughout the process. Government do not take any equity or IP.

For each proposal, a panel of assessors score against each of the criteria, and a moderator then makes a recommendation of whether to fund it or not. This recommendation is then subject to internal peer review before final decisions are made by the Decision Panel. We also consider relevant programme priorities and value for money to the UK taxpayer when deciding which proposals to fund.

The 5 assessment criteria are as below.

## **1. Impact on defence and security**

We're looking for clear evidence that your innovation will significantly improve our defence and security capabilities. We'll consider things like what the innovation will do, who would use it and where, and the potential benefit to UK defence and security.

## **2. Likelihood of exploitation**

We're looking for evidence that your proposed idea can be developed into a mature, usable product. We'll consider things like your plan for development beyond the proof-of-concept stage, and the usability and cost of the final product.

### **3. Advancing important science and technology**

We want to develop important science and technology - and not necessarily just in relation to defence and security. We'll consider things like whether or not your project will substantially progress science and technology in relation to UK defence and security, and whether it might have uses in other market sectors.

### **4. Innovation and scientific quality**

We'd like to know if the science proposed is innovative and if it's going to be done to the highest standard. We'll consider things like how innovative your idea is, and the detail in your science and work plan.

### **5. Technical challenge**

DASA competitions are designed to make possible exciting and innovative work. The perfect project will be highly challenging with a high potential benefit to UK defence and security. We'll consider things like whether there's evidence of very ambitious science and technology and rigorous testing. We want deliverables that help us to determine whether or not the project has been a success.

### **After you submit**

You'll be able to track the progress of your application through the submission service on your dashboard. You'll be notified by email when we've made a decision on whether or not to fund your proposal.

If you're successful, our commercial team will be in touch to get contracting started.

If you're not successful this time, we'll give you feedback to help you understand why.

## **Did you know?**

*The majority of contracts are placed within three weeks of a funding decision*



# Who we work with

We work with anyone who has a good idea. Decisions are made quickly and we secure funding, support, technical advice and mentoring, and arrange for you to be introduced to potential users.

We welcome interest from sole traders, SMEs, large organisations and academia globally, and work closely with our industry and Government.

## **Did you know?**

*More than 50% of bidders have submitted more than 1 proposal*



We have received proposals from all over the UK



- Academic
- Large
- SME
- Micro

What's your story?



# Get in touch

We want to hear your innovative ideas on how we can improve defence and security. That could be a concept, product or service, at any stage of development. To find out more information, sign up for an Accelerator event to discuss your proposal or contact us for advice:

**Email:** [accelerator@dstl.gov.uk](mailto:accelerator@dstl.gov.uk)

**Website:** <https://www.gov.uk/government/organisations/defence-and-security-accelerator>

**Telephone number:** 01980 950000 option 3

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