ukcloud

"WE'VE TRANSFORMED RESEARCH PROJECT TENDERING INTO A COMPLETELY DIGITAL PROCESS."

Dr Neil Higson, Project Manager, R-Cloud, Dstl

Who is Dstl?

Sector: Defence

Headquarters: Salisbury, Wiltshire

Annual turnover: £600m

The Defence Science and Technology Laboratory (Dstl) – an executive agency of the Ministry of Defence (MOD) – ensures that innovative science and technology contribute to the defence and security of the UK. Working with suppliers from industry and academia, it provides specialist services to MOD and wider government.

MOVE FROM PAPER TO AN ONLINE MARKETPLACE

Dstl needed a slicker process for suppliers to access and tender for science and technology research projects. Why? It wanted to place contracts more quickly to maintain revenues. And suppliers wanted easier access to research opportunities.

Replacing paper, spreadsheets and emails with an online marketplace was the answer. Dstl could build the marketplace itself, but needed a secure, UK-based cloud platform to host it.

The main challenges were:

· Transform tendering and contracting to a digital process
· Make it easier for smaller suppliers to compete for projects
· Increase Dstl's insight into its business

SERVICES

Sovereignty and security

Dual–data centre resilience

Cloud consultancy

A SECURE, RESILIENT, UK-BASED CLOUD

Dstl named its marketplace Research Cloud (also known as R-Cloud). Using the Digital Marketplace, it chose UKCloud as its cloud hosting provider.

Why UKCloud? Dr Neil Higson, Project Manager at Dstl, explains: "UKCloud was cost effective, and met our key requirement for a secure, resilient UK-based cloud platform. They were also very supportive, providing us with advice and guidance on the art of the possible in terms of hosting services."

UKCloud's Assured OFFICIAL cloud platform provides the right level of security for R-Cloud. So the design is simple and the operating costs are lower.

BETTER FOR SUPPLIERS, BETTER FOR DSTL

Within a year, hundreds of suppliers had registered on Dstl, and millions of pounds' worth of contracts were placed. It's now much simpler for suppliers to tender, and for Dstl to find the right ones to work with.

R-Cloud also gives Dstl more insight into its business and makes it easier to see trends. For instance, Dstl can now track supplier types, and see which areas of research are becoming more or less popular.

Business benefits:

· Faster tendering and contracting
R-Cloud accelerates tendering and contracting for research opportunities

· Data security and protection
UKCloud's assured, UK-based cloud platform meets R-Cloud requirements

· Business continuity
Dual–data centre capability enables a resilient architecture for business continuity

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