

Your direct link to the process is at:

[www.raf.mod.uk/news/
newinnovationpipelineprocess.cfm](http://www.raf.mod.uk/news/newinnovationpipelineprocess.cfm)

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 **ROYAL
AIR FORCE**



ROYAL AIR FORCE INNOVATION PIPELINE

Removing Barriers to Entry

THE RAF INNOVATION PIPELINE

Innovation Pipeline Process

The Air Command Innovation Pipeline Process has been established to remove barriers to entering the Defence sector. In particular it offers a route for Small and Medium Enterprises to pitch their ideas and products direct to key decision makers in the RAF.

The process demonstrates the RAF's commitment to reach beyond its traditional supply base and keep pace with new ideas, research and technological developments, some of which may never have been designed with a Defence application in mind.

Key Points

This approach will streamline the process by:

- Establishing a Single point of Entry for innovative ideas from all parts of industry.
- Establishing a process to quickly sift ideas and deal with them accordingly.
- Putting in place an Innovation Panel to review the best ideas, provide industry with advice and ensure time is only expended on those requirements that meet the RAF's capability needs.

The Supply Chain Advocate will record the proposal and engage with the supplier to help them complete an Innovation proforma. They will appraise them of the evaluation process, and provide a record of all considerations.

Fielding of approaches from industry

All unsolicited proposals, or approaches from industry either with a defined, bounded proposition, or a more general request for audience to discuss "business development" initiatives should be forwarded to the Supply Chain Advocate mailbox charlotte.collins601@mod.gov.uk

Evaluation Stage 1 - Innovation Panel Sift

Using the completed proforma as a reference point, the Supply Chain Advocate will arrange a Sift Panel to review all proposals and assess whether they are something the Command wishes to explore further.

Sifts will initially be held at least quarterly and the potential output decisions from the Panel will be:

- **Accept:** The proposal meets the minimum criteria to meet a capability gap, it needs no further investigation, and there is an appropriate contractual arrangement in place.
- **Accept progression to Phase 2:** The proposal is of interest, and will be forwarded to Evaluation Stage 2. This will initially be the default position of the Panel as it will allow fullest consideration of proposals.
- **Reject:** The proposal is not accepted as there is no obvious applicability.

Suppliers will be informed of the result of Stage 1 by the Supply Chain Advocate. For those who are invited to Stage 2, they will be informed at least 2 weeks prior to the date of the next stage.

Evaluation Stage 2 - Innovation Panel

At the Innovation Panel, potential suppliers will be able to deliver up to a 20 minute pitch to the panel. Timings will be co-ordinated so that key subject matter experts from within Air can attend those pitches that offer applicability to them. There will be a screen for any presentations, demonstrations of software etc.

The potential options open to the panel are:

- **Decline:** The offer does not offer a significant enough opportunity
- **Refer elsewhere:** The offer is of merit, but is best managed elsewhere
- **Place on hold:** There is some merit, but it would be best to wait to develop.
- **Accept in principle only:** Use to develop a future competition.
- **Accept:** Using existing mechanisms.

The Supply Chain Advocate will organise the Innovation Panel, take a record of decisions and inform the supplier of the result. They may also provide a point of contact for any further activity and with consent forward the proposal on for appropriate action. All decisions will be communicated to the proposer.

To request an Innovation Proforma contact:

Charlotte.collins601@mod.gov.uk

or follow this link:

www.raf.mod.uk/news/newinnovationpipelineprocess.cfm