



HM Government

Cyber Security Supplier to Government Scheme

Guidance for applicants

March 2014

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The scheme and eligibility criteria

The Cyber Growth Partnership is a joint industry and Government group co-chaired by the Minister for Universities and Science and the CEO of BT Group. The Partnership has been established to identify how to support the growth of the UK cyber security industry, with an emphasis on increasing exports

As part of the Partnership's work to support the growth of the sector, at industry's request the government has developed a 'light touch' scheme that enables UK cyber security suppliers to government to be able to reference this fact publicly, for example when pursuing business overseas. This has not been possible in some circumstances: for example some confidentiality clauses contained in government contracts do not always allow this.

The scheme will enable companies to:

- Advertise the fact that they supply a cyber security product or service to the UK Government
- Use the Government's logo in marketing material
- Appear (if they wish) on a public list of cyber suppliers to Government on .Gov website

The scheme is administered by the Department for Business, Innovation and Skills (BIS). It is intended to support UK companies in pursuing export business opportunities worldwide in cyber security. It is open to all cyber security companies who have a **current contract** for the supply of cyber security products and services to the government, either direct or through a 3rd party supplier such as a prime contractor. With the latter, subcontractors should respect commercial confidentiality arrangements in contracts and seek the prime contractor's permission to apply for the scheme. The Government is not responsible for checking that permission has been sought and agreed where an applicant to the scheme is an indirect third party in the contract.

Participating departments

The Ministerial government Departments participating in the scheme are listed at <https://www.gov.uk/government/organisations>. Wider public sector bodies such as the NHS and local authorities (local government, emergency services) are excluded from the scheme. Central government departments spend approximately £7bn a year on IT and cover a wide range of policy responsibilities which we believe should capture a good cross-section of UK cyber security capability.

Applicant companies need only submit details of one contract with a government department to start the process and obtain clearance. If a problem should occur with that application the company might be invited to submit a second application covering a contract with an alternative government client.

Confidentiality clauses

Applicant companies will not be considered to have breached Government contractual confidentiality clauses by submitting an application to BIS. It is possible, though, that under certain circumstances disclosure will not be permitted.

Some contracts awarded by Departments already contain disclosure clauses and this should become more common in future. Companies who have been awarded contracts that permit disclosure might still wish to apply under this scheme so that they can be added to the list of cyber suppliers.

Marketing-related conditions

Companies cleared under this scheme are also able to use the Government logo in their marketing material to promote to potential customers the fact that they are a supplier to the UK Government. BIS will provide details governing the terms of use of the logo. If the logo is displayed on the company website it could be linked to the list of suppliers mentioned below.

It is important to note that this is not an accreditation scheme and the Government's clearance under the scheme cannot be taken or used as an endorsement of quality, of neither the product/service supplied nor of the company itself. Successful companies should not make such claims in any of their promotional material.

As the scheme is voluntary in nature the government has the right to remove businesses from the scheme at any time. Also, should companies cease to be a supplier of cyber security products and services to government then they will no longer be eligible to market themselves as such. They should inform BIS if this is the case. Those companies will be removed from the list and will no longer be able to use the government logo.

How to apply

Applicants should complete the separate form. To enable the relevant government Department to identify the type of cyber security product(s)/service(s) being supplied, when completing the form please identify the relevant category/categories which best describes the product(s)/service(s) in question using the segmentation structure at **Annex A**. Please note, we do not require the details of the product/service, just the broad descriptor.

How the process works

The scheme will operate as follows:

- Applicant companies who **currently** supply cyber solutions to UK government (and want it known they supply to the government) should send the application form to the email address indicated on the form. Your application will be acknowledged.
- BIS will act as the intermediary between industry and Government Departments but working closely with the Cabinet Office.
- BIS will screen the facts supplied by companies and then forward the information to the relevant Department.
- The Department concerned will confirm to BIS they are content for the applicant to be able to state publicly they supply cyber products or services to the UK Government. Applicants **will not** be able to state publicly which Department they supply or the product/service supplied.
- If the Department concerned has a difficulty in agreeing to the request an explanation will be given to BIS.
- BIS will contact the company with the outcome and provide feedback.
- The names of the companies who have been approved under this process will be published on a publicly available list on the BIS pages of .Gov website. This will enable companies to prove to potential clients that they are suppliers to UK government. **However, this is not obligatory and companies are free to not take part if they wish.**
- The scheme is intended to be straightforward and quick, but depending on demand it may take a few weeks to obtain clearances from relevant Departments. Direct suppliers to government will usually receive a faster decision than those where third party suppliers need to be checked.

Duration

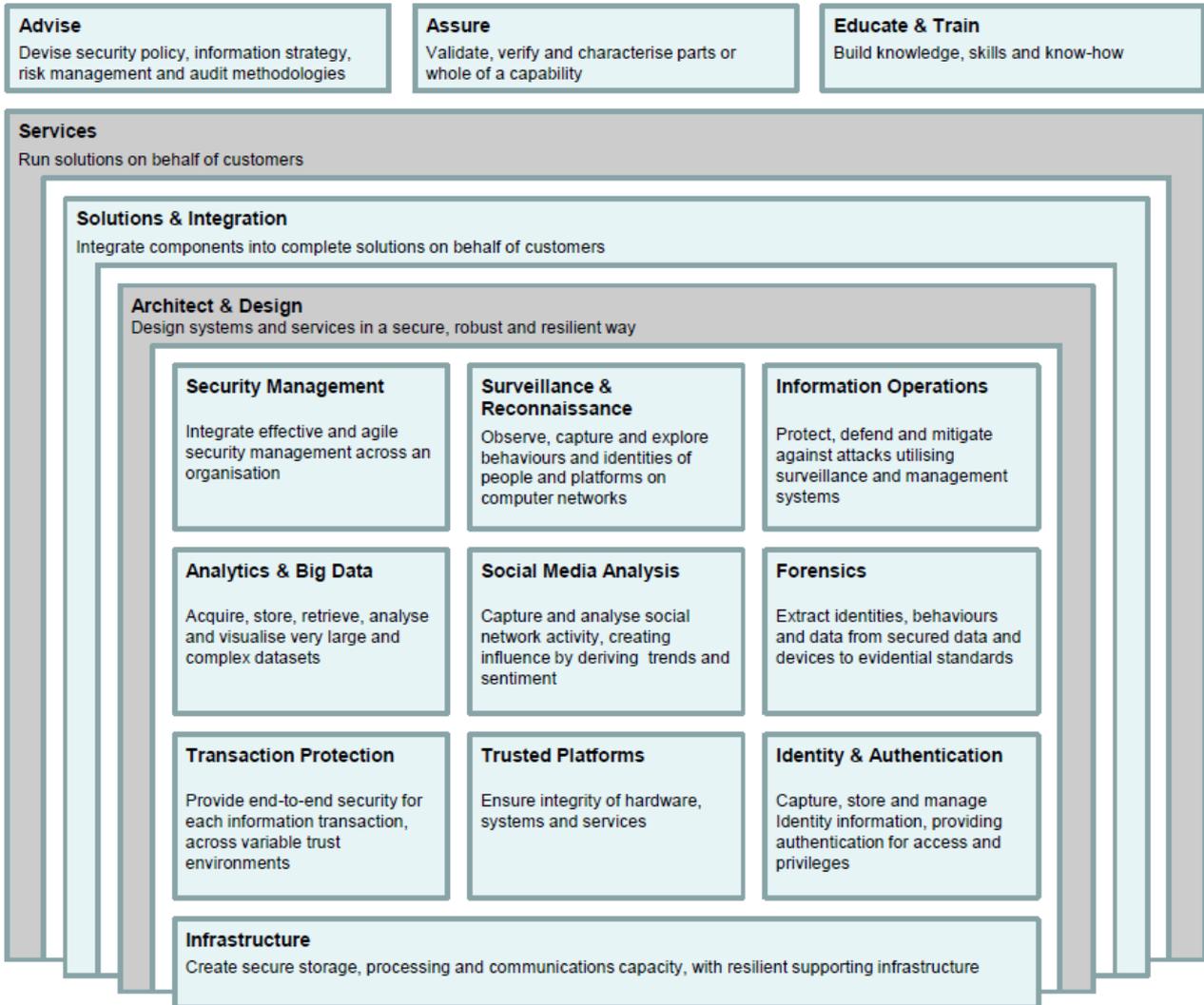
This scheme will run from March 2014 for the duration of the National Cyber Security Programme, currently due to end in 2016.

Further Information

Please contact cybersecurity@bis.gsi.gov.uk for further information.

Information Economy Directorate, Department for Business, Innovation and Skills, 1 Victoria Street, London SW1H 0ET

Annex A: Cyber Security Segmentation Structure



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