

# HMRC Next Generation CDIO IT4IT Hackathon & Delivery

22nd January 2026

16:00-17:00

Market Engagement



HM Revenue  
& Customs

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# Housekeeping



Please keep cameras and mics off unless asking questions



Please do not record this session



Feel free to ask questions in the chat or during the Q&A session



Be respectful and courteous of opinions



These slides will be distributed

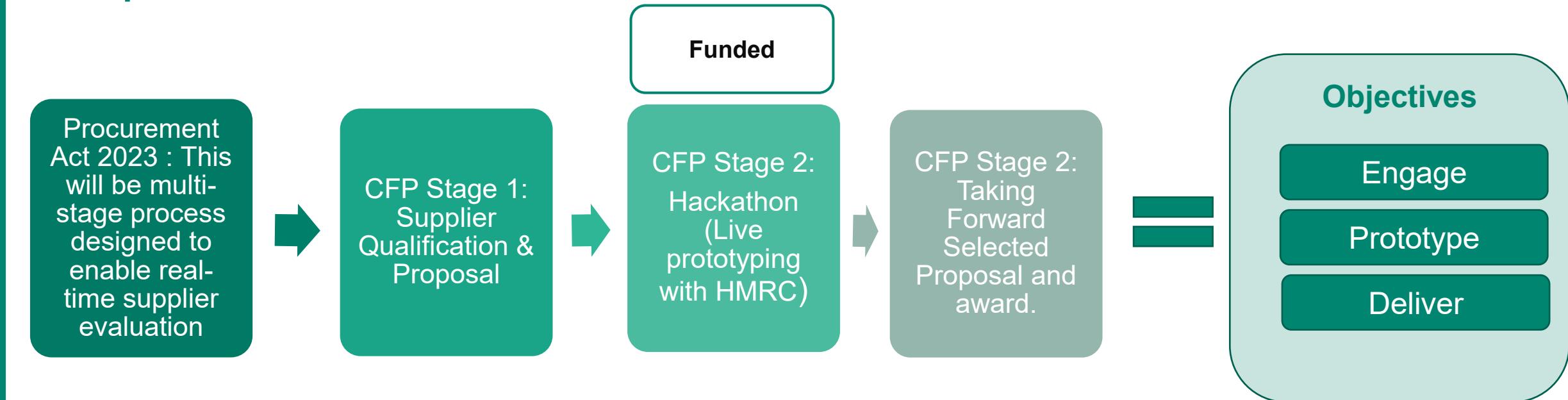
# Agenda

16:00	<b>Welcome</b> <i>Zak Huti-(Commercial)</i>
16:05	<b>Commercial Process</b> <i>Zak Huti-(Commercial)</i>
16:15	<b>Next Generation CDIO IT4IT Hackathon</b> <i>Rich Sheath, Deputy Director - Chief Domain Architect Corporate Services</i> <i>John Drummond, Deputy Director – Head of Enterprise Service Platforms</i> <i>David McGinty, MD – Consultant</i>
16:35	<b>Next Steps</b> <i>Zak Huti-(Commercial)</i>
16:45	<b>Question &amp; Answers</b>
16:55	<b>Thank You &amp; Close</b>

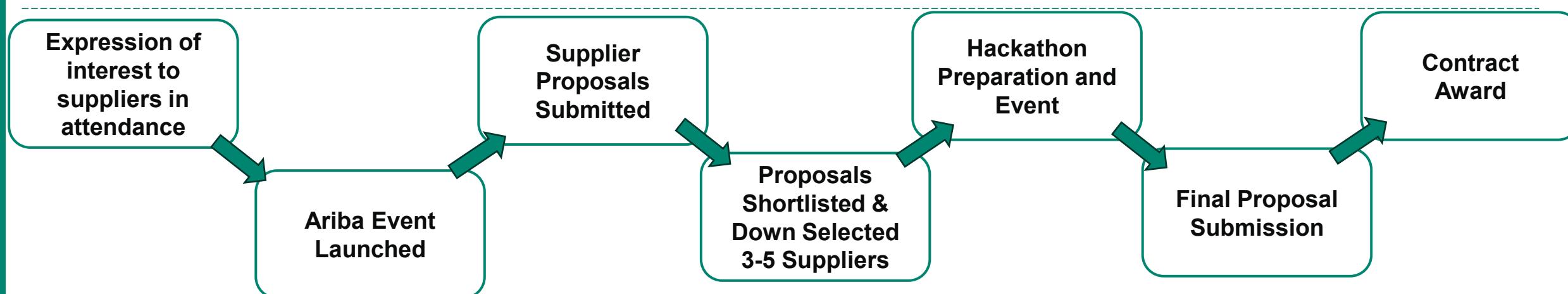
# Commercial Process



# Competitive Flexible Procedure Procurement Structure



The hackathon contributes to Stage 2 but does not exclusively decide the final award. While the hackathon results are significant, the final Commercial proposal will be the final decision.



# Commercial - Key Contractual Details

- Route to Market: **Competitive Flexible Procedure (CFP)**
- Contract Length: **2 years**
- Anticipated Contract Value: **£954,000 Inc VAT**
- HMRC intends to provide a fixed contribution to support the participation of shortlisted suppliers during the hackathon stage :
  - HMRC plans to cover travel and expenses associated with the hackathon
  - The value will be determined and will be in line with associated HMRC policies.
  - The supplier will be expected to be onsite for the following days : 18<sup>th</sup>, 19<sup>th</sup>, 20<sup>th</sup> March (Location Leeds UK)

# The Ask

HM Revenue & Customs (HMRC) is seeking to engage a supplier to support creating a new way of delivering change in a potential Next Generation CDIO IT4IT approach by testing how HMRC can move to quarterly planning. A Next Generation CDIO IT4IT approach means a reimagined CDIO, created from within to have modernised operations, culture and public service approach using its own internal strengths to become more transparent, efficient and customer focused without losing sight of its regulatory mandate.

This procurement will centre on how HMRC can utilise ServiceNow to support this process and move to quarterly planning. The key objectives are:

- a. Input to a successful Hackathon
- b. Participate in 2/3 day Hackathon
- c. Delivery of a minimum viable product and final proposal
- d. Demonstrate experience in delivering IT4IT in ServiceNow at scale
- e. Demonstrate experience of Agile delivery and best practice, including transitioning to quarterly planning

It is intended that the successful supplier will go forward to be the **delivery partner for Next Generation CDIO IT4IT implementation work following.**

# Technical ability conditions of participation

Participation in this tender will be restricted to those providers who have the required ServiceNow capabilities and experience enterprise wide Delivery.

ServiceNow Certification level: minimum level of "Specialist"

IT4IT Implementation track record in large Government Departments or national/ Multi national organisations.

Proven delivery capability in below, including but not restricted to:

- Strategic Portfolio Management, ITSM/DevOps, Intelligent Generative AI, Engagement ( including workspaces, Portals etc)
- Significant experience in participating in Hackathons with a commercial outcome
- Supplier will have UK based resources

The supplier must be compliant with security requirements such as HMG's security policy framework:

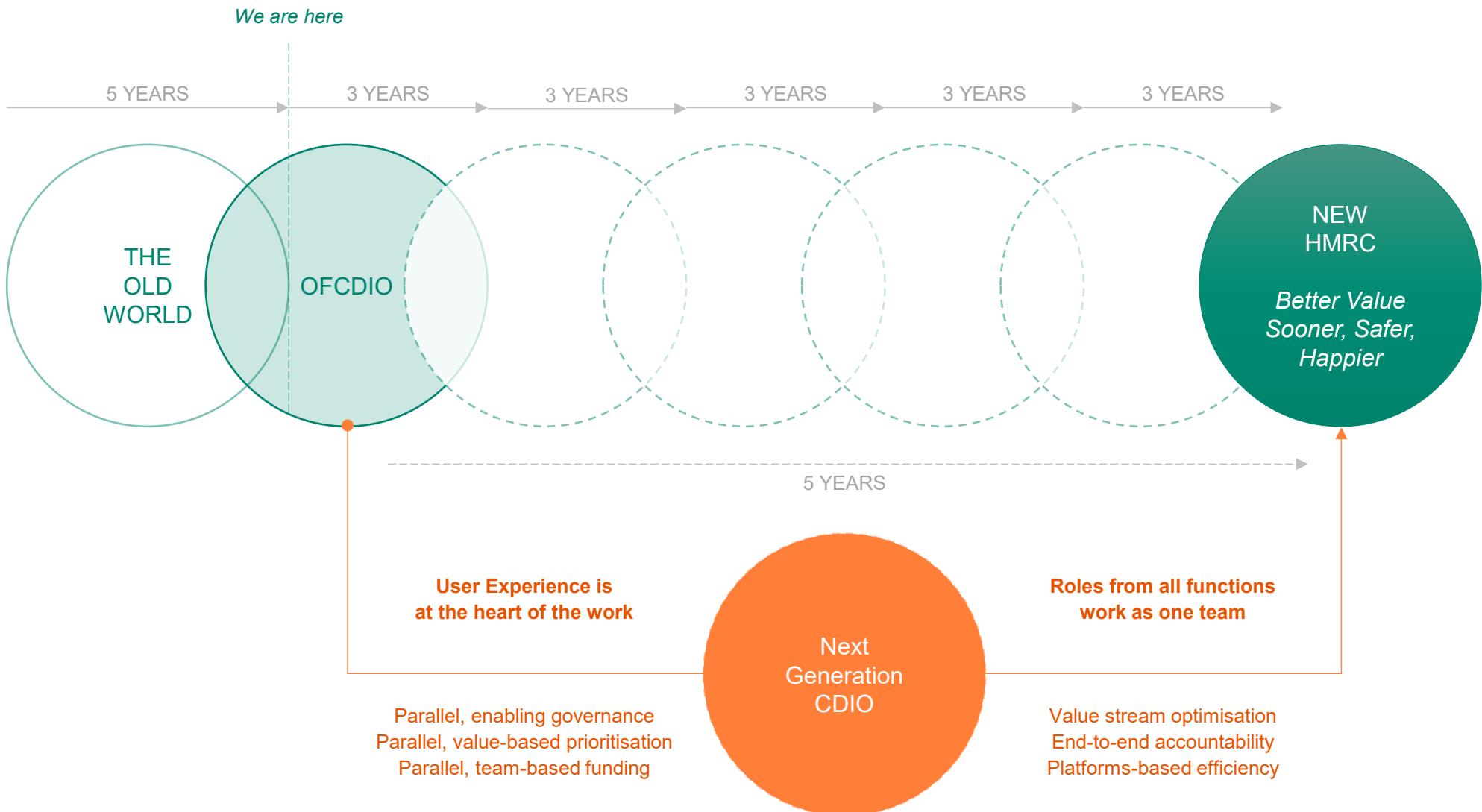
<https://www.gov.uk/government/publications/security-policy-framework/hmg-security-policy-framework>

# Next Generation CDIO IT4IT Hackathon



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# A cycle of transformations vs. radical change



# Next Generation CDIO: Why this approach



**Clean Slate**  
**Innovation** enabling the avoidance of legacy tech, culture and bureaucracy, fostering faster innovation and agility



**Talent Magnet** attracting entrepreneurial talent who may prefer a startup-like environment while allowing existing talent to break the chains.



**Focussed Strategy**  
**Execution** allowing dedicated leadership and resources to pursue a transformation agenda without being constrained by existing operations



**Accelerated Time-to-Market** speeding up delivery of new services by avoiding the slow pace of change creating happier customers



**Risk Containment** reducing financial, operational, and reputational risks from the core business, making it safer to experiment with disruptive models

# Overview of Hackathon:

## 1. OBJECTIVE:

- The objective of the Hackathon is to bring a shortlist of suppliers together in a competitive environment to create MVPs for the problem statements provided.
- The suppliers will create prototypes that will be judged.
- This procurement will centre on how HMRC can utilise Tools, including ServiceNow to create a new way of delivering change in Next Generation CDIO.

## 2. DATE: Hackathon is booked for 18- 20 March. Location is expected to be Leeds

## 3. PURPOSE of this Procurement: Select a partner for Next Generation CDIO IT4IT (Process and Tooling).

## 4. HACKATHON: We are preparing Problem Statements that will be turned into MVP/Prototypes during the Hackathon.

- The outcome of the Hackathon will include: the following from each supplier:
  - working MVP, commercial proposition, project plan, team structure and financial proposal (including but not limited to these).

# Overview of Hackathon:

- 5. PREP FOR HACKATHON:** Post down selection (2<sup>nd</sup> March), we will run a set of briefing calls. These calls will include the following: overview of problem statements, technical information including environments and software along with logistics to expect at the Hackathon.
- 6. HACKATHON TEAM EXPECTATION:** Teams of maximum of 8 supplier representatives and 2 HMRC.
- 7. KEY OUTCOMES:** Delivery of the MVP, this to be built on after the hackathon. New way of working being demonstrated and a clear commercial/financial proposal being presented are the key expected outcomes from the Hackathon.

# Next Steps



# Next Step: Expression of Interest forms & Feedback

Procurement Stage	Dates
Competition launched via Ariba	End of January
<b>Stage 1</b> Tender submission deadline ("Tender Submission Deadline") Tender Submission Deadline for stage 1. This includes both the Ariba Submission of PSQ and COPs.	End of February ( 25 Calendar Days)
<b>Stage 1</b> HMRC to conclude evaluation and moderation of stage 1 submissions, and to notify the market of the outcome of stage 1.	w/c 2 <sup>nd</sup> March
<b>Stage 2</b> Hackathon Preparation	w/c 2 <sup>nd</sup> March
<b>Stage 2</b> Hackathon Event	18 <sup>th</sup> March – 20 <sup>th</sup> March 2026
<b>Stage 2</b> Final Tender Submissions (Post Hackathon)	Late March
<b>Stage 2</b> Evaluation and moderation concluded, and suppliers notified of the outcome.	Early April
<b>Stage 2</b> Contract Award	Late April

**An Expression of Interest form** will be sent via email if you are interested in bidding for the requirement.

## Next Steps :

- Interested suppliers to be added to Ariba event with the challenge statement and guidance for submission.
- Ariba clarification question process to be used.
- Supplier proposals to be submitted via Ariba.
- Results to be communicated with suppliers.
- 3-5 down-selected suppliers to invited to partake in Hackathon.

# Question & Answer



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# Thank you for joining us.

Any questions, please join the Ariba event once launched and ask via the Clarification Question process.

