Border Vision Pilot

Rapid Discovery for ACE

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The Challenge

Border Force wanted to engage the market to understand potential suppliers that could support their aims by providing technological solutions for automation. This was in line with their strategic vision, to manage increased people interactions, at fixed staffing levels, whilst maintaining security. Clear requirements had not yet been defined to communicate future client needs with potential suppliers. A defined use case was required to enable suppliers to demonstrate the capabilities of their proposed technologies.

The Solution

Alchemmy led a rapid discovery and requirements identification, in partnership with the Vivace team from the Accelerated Capability Environment (ACE), to produce an expression of interest and engage the market regarding technologies that could increase the level of automation. Alchemmy engaged with a broad spectrum of stakeholders from across the government department to define and prioritise relevant use cases, user personas, scenarios, objectives and high-level requirements. Alchemmy also developed materials to be shared with the market and led the market engagement briefing in collaboration with procurement partners to potential interested providers.

The Outcomes

The market engagement activities were delivered successfully, within proposed timescales. As a result, a set of suppliers were shortlisted to provide technology demos to the client, feeding into the programme's roadmap.