

# AWARD<sup>®</sup> and the UK MOD

## Supporting the successful delivery of procurements across the MOD since 2001

Commerce Decisions provides the AWARD<sup>®</sup> strategic procurement solution and expert services to support the effective planning, preparation and execution of procurements.

We have a long and highly successful relationship with the MOD, beginning with the first deployment of AWARD<sup>®</sup> in 2001. AWARD<sup>®</sup> and our services have subsequently been widely adopted across MOD and a corporate license was put in place in 2013.

We work alongside the MOD to maximise efficiencies and standardise procurement processes across the organisation. Since 2001, we've supported thousands of MOD users on many projects:

### MOD & AWARD<sup>®</sup>



**AWARD<sup>®</sup> – DELIVERING ROBUST, DEFENSIBLE PROCUREMENTS AND SIGNIFICANT SAVINGS ACROSS MOD SINCE 2001**



**381 ACCOUNTS**

**1,788 PROJECTS**

**13,624 BIDS SUBMITTED**

**351,662 DOCUMENTS LOADED**

**1,968,014 NUMBER OF SCORES**

56 76 78 99

**26,567 INDIVIDUAL USERS**

**TIME SAVED OVER 40%**

**99% CUSTOMER RETENTION**

Figures correct as at 1 April 2019



## We work across the MOD:



AWARD® is the MOD's preferred solution for planning, preparing and executing procurements, with a corporate agreement in place since 2013. And here's why:

- ✓ Proven to deliver time and cost savings, confidence, efficiency and transparency
- ✓ Provides demonstrable Value for Money
- ✓ Offers a unique focus on the entirety of the procurement process, capability and requirements
- ✓ Provides innovative best practice modules for Market Engagement, RFIs, Requirements, Criteria, Value for Money, Weights, Evaluation, Online Supplier Engagements & Reporting
- ✓ Gives confidence throughout the procurement process, down selection of suppliers and award of contract
- ✓ Removes the uncertainty of project delivery with the provision of best practice processes

## Working with us – what to expect



### Established team of experts

Commerce Decisions deploys dedicated account management, consultancy and support teams with in-depth knowledge of the MOD and its processes. The teams provide a continuous programme of education and process improvement across MOD sites.



### Training and seminars

Regular AWARD®, Principles of Tender Evaluation, Value for Money (Willingness to Pay) and Weighting Workshop seminars are held at Abbey Wood, Corsham and Andover – they can be arranged at other sites as required. In addition, we run Structured Criteria Development, evaluation strategy planning, COEIA/Options Analysis support, project specific support and bespoke training across the MOD.



### Support

The MOD Helpdesk provides support to all MOD projects from Monday-Friday 08:00-18:00, excluding UK bank holidays.

## What our clients say:

Our software and consultancy are used across a range of projects including the procurement of defence equipment, service and support contracts, construction projects, PFI/PPP programmes, IT and communication systems.

“The services provided by Commerce Decisions have added real value to the project [...] in terms of MOD cost, time and manpower savings.”

**Ben Burnip, Assistant Head Commercial, Project Hestia**

Hestia is the Ministry of Defence's £1.2 billion programme to harmonise the provision of soft facilities management across the UK Defence estate.

“AWARD® brought clarity and transparency to a complex and time-challenged programme. Without AWARD®, we would not have met the contract award deadline.”

**Steve O'Leary, Programme Manager, Civilian Platforms, Service Provision Project Team, DE&S**

Project Phoenix was delivered and is now managed by Service Provision Project Team which sits within General Support Group in the Land Equipment Operating Centre.

“Using AWARD® enabled us to successfully manage a complex tender evaluation.”

**Marshall Project Team**

Project Marshall is the key air traffic management programme for the MOD. The project will provide the capability to support UK military flying and air deployed operations over a 22 year period.

“AWARD® played a fundamental role in enabling us to let the contract on time and to cost [...] I would definitely recommend the use of AWARD® on large and complex procurements.”

**Lt Col Mark Beardsell, Food Supply Contract Team Leader**

This Food Supply Contract was a five-year contract worth approximately £300m with an option for two 2-year extensions.

**To find out how AWARD® can support your next procurement, or for further details on training, events or access, please contact:**

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