

AWARD® supports the provision of food supply solutions to the British Armed Forces worldwide

Customer profile

The Deployable Food Programme (DFP) was established with the mission of providing food supply solutions that meet the needs of the British Armed Forces and entitled personnel serving worldwide, where catering, retail and leisure are not provided. With the support of the AWARD® solution, DFP successfully achieved its scheduled service commencement on 1 October 2017.

Colin Pascoe, Assistant Head of Defence at the MOD, was the project manager for DFP and praised the invaluable role played by the AWARD® evaluation solution and Commerce Decisions' services in achieving the programme's aims.

Project overview

The Logistics Delivery Operating Centre (LDOC), part of the MOD's DE&S Land Domain, is responsible for the supply chain of all commodities storage and delivery to the Armed Forces, on operations and exercises, wherever they are in the world. LDOC replaced the World-Wide Food Supply Contract (WWFSC) which had been in place for more than 12 years.

Project challenges

One of the biggest challenges the MOD faced for this procurement was the length of the existing contract. This had resulted in the MOD becoming disengaged with the current marketplace, requiring the team to do a significant amount of analysis to gather intelligence and gain a more robust market awareness.

The timescales for the project presented an additional challenge due to the fixed expiry date of the existing contract. Having already been extended once, the contract could not be extended any further.

Role and value of Commerce Decisions and AWARD®

The AWARD® evaluation solution was critical to the support of the tender process for the two main procurement exercises within the DFP. As the lead project manager for the programme, Colin cited a number of key advantages provided by AWARD®:

- Efficiency

The use of AWARD® helped to make the tender process more efficient through bidders' ability to load their tender responses directly into the solution. DFP had a number of technical evaluators across each Front Line Command, who were able to access AWARD® from any location in order to undertake individual evaluations on their respective questions.

- Document management

AWARD® provides a repository for storing key documents for access by both the MOD and industry.

- Configuration management

The robust audit trail that the tool provides during the evaluation process



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enables the project manager to easily track their progress by monitoring how individual evaluators are progressing with their evaluations.

- Management of information

AWARD® includes a reporting tool that allows the user to provide a range of reports for senior stakeholders and is particularly beneficial following the evaluation phase, in support of reporting outcomes of combined cost/commercial/technical evaluations.

To conclude Colin added: **“AWARD® provided the DFP project team with a very robust approach to the evaluation of the bids, which underpinned everything the project was trying to achieve. I would certainly advocate the use of AWARD® for any procurement project and am about to use it again on my current project.”**



Role of Commerce Decisions consultancy team and RVfM

The Commerce Decisions consultancy team led by Principal Consultant, Andy White, worked closely with Colin and his team throughout the entire process, helping them to develop the evaluation approach and criteria. This included their use of the AWARD® Real Value for Money (RVfM) approach to the Most Economically Advantageous Tender (MEAT).

Commerce Decisions developed the RVfM module as an alternative to common procurement techniques for achieving value for money, many of which are flawed and can introduce unanticipated effects which fail to deliver the best value solution. The RVfM module ensures a robust ranking for each bid, providing bidders with a stringent and transparent supplier selection mechanism. AWARD® RVfM, which includes the Weighting Workshop tool, allows users to tweak the weights and criteria to ensure delivery of the best value for money outcome.

In addition to RVfM, the team use AWARD® to support them across all areas of the procurement process, including Structured Criteria Development, Weighting and Bidder Interaction.

AWARD® and the MOD

Commerce Decisions' AWARD® suite delivers the most comprehensive strategic procurement solution available on the market, with innovative best practice modules to enhance the core evaluation capability. It is proven to deliver time and cost savings, in addition to improvements in confidence, efficiency and transparency.

AWARD® has been deployed by the UK MOD since 2001 and is their preferred solution for tender evaluation. With a corporate licence in place since 2013, Commerce Decisions has and continues to work alongside the MOD to ensure that efficiencies are maximised and processes are standardised across the organisation. To date Commerce Decisions and AWARD® have supported over 1,700 MOD projects, varying in size and complexity.

