

Defence Sector Project Experience

PCS supports tenders for defence sector contracts.

The projects have been varied and notably include the Academic Provider contract at the Defence Academy at Shrivenham and Project Allenby Connaught.



Academic Provider Tender

PCS provided a bid manager and support staff to support Cranfield University's successful tender for the contract to provide academic teaching at the Defence Academy in Shrivenham. Working alongside the customer's bid director, our scope of activities included:

- Facilitate workshops used to develop the strategy and proposals
- Establish, monitor and adjust the fully resourced bid programme
- Appoint authors and agree inputs to each section of the complex bid
- Assist authors in developing writing plans and final version text
- Liaise with in-house graphic design and printing resources to produce final document

Project Allenby Connaught

PCS was retained to provide services at the prequalification and tender stages for the complex PFI project to deliver single living accommodation while rationalising the MoD's estate in Aldershot.

At the prequalification stage:

- Assist with the preparation of all submission material
- Fulfil a 'Way of Life Advisor' role to the team
- Liaise with the project stakeholders, including servicemen and their support groups
- Develop solutions that were appropriate
- Lead the successful DASL prequalification submission

At tender stage:

- Coordinate input from 15 organisations including the four main shareholders
- Draft descriptive text explaining the consortium's approach to delivery
- Assist each of the contractors to identify their key propositions
- Liaise with military advisors to ensure correct interpretation of MoD's requirements