



Defence

Prequalifications | Bid Management | Response Authoring | Submission Management | Presentations

Defence Sector Experience

PCS has supported major tenders for government and defence contracts over the past ten years. Our team members bring experience of both the tendering and procuring sides of defence sector contracts to support successful bids in this sector.

Key aspects we know are important to the procurement departments and which must be taken into account in developing tender solutions are:

- Providing auditable systems to protect public expenditure
- Securing optimum value within the public domain
- Security clearance and logistics
- Meeting government set sustainability directives by reducing consumption and waste throughout the build process
- Supporting local economies and maximising the use of local and regional supply chains
- Diversity and inclusion

Projects we have supported have been varied, notably including the Academic Provider contract at the Defence Academy, Shrivenham and Project Allenby Connaught.

Our expertise of managing tenders and developing winning solutions are invaluable to clients, who are not experienced in preparing tenders. In supporting our clients' authors, we are able to draw from their expertise to establish their unique selling points and key client issues which otherwise might be missed.

Defence Academy, Shrivenham

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

- *Facilitating the workshops at which the overall strategy and proposals were developed*
- *Establishing, monitoring and adjusting the fully resourced bid programme*
- *Appointing authors and agreeing inputs for each section of this complex bid*
- *Assisting authors in developing writing plans and producing final texts*
- *Liaising with in-house graphic design and printing resources to produce the final document*

Project Allenby Connaught

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

At the prequalification stage we were involved in:

- *Leading the successful DASL submission*
- *Liaising with project stakeholders, including servicemen and their support groups*
- *Developing appropriate delivery solutions*

At tender stage our activities included:

- *Co-ordinating input from 15 organisations, including the four main shareholders*
- *Drafting descriptive text to explain the consortium's approach to delivery*
- *Assisting each contractor with the identification of their key propositions*
- *Liaising with military advisors to ensure the correct interpretation of MoD requirements*