

# case study

## Securing a case for single-source contracting as a catalyst for a new revenue stream

# Justifying value in UK Public Procurement

### the Challenge

The UK MOD had purchased a new air platform from the US Government to fill a critical UK operational capability gap. The programme to design and build the supporting infrastructure, including the hangar which would house maintenance services and accommodate operational and support staff, was ill-defined and a significant risk existed that the air platform would be unsupported when it arrived in the UK.

Harmonic's client believed they could mitigate the risk through a hangar solution that was best in class for supporting aircraft operations, maintenance and training, but this would require the contract to be placed on a single-source basis to avoid lengthy delays due to competition.

The value of a single-source approach needed to be justified in accordance with UK MOD policy.

### the Harmonic impact

Harmonic was engaged early during discussions with the MOD to assist in framing the business case for a single-source approach. In particular we led workshops to develop a clear articulation of the benefits the MoD would gain through a single-source approach including compelling evidence to support our client's claims to be uniquely placed to satisfy the requirement for a comprehensive and value-for-money solution.

This culminated in Harmonic managing and producing a compelling, high-level, not-to-exceed proposal which convinced the MoD to proceed on a single-source basis.

Subsequently, a Harmonic multi-disciplinary team comprising capture, bid and proposal management, cost modelling, proposal review and specialist domain advisors on aircraft maintenance solutions, single-source contracting regulations and incentivised contracting models coordinated and led the response to the full ITN.

Without Harmonic's clinical focus on customer benefits and the need to succinctly evidence our client's credentials, momentum on this campaign would have been jeopardised.

### the Outcome

Our client secured a contract in excess of £100m to deliver infrastructure that will be in place in time for the arrival of the new air platform in the UK. Additionally, they have become a critical customer friend on all matters concerning infrastructure and how they impact on other activities related to the operational performance of the aircraft. This has resulted in significant new contract opportunities for our client in aircraft maintenance and training.