



## In for the long haul: helping an overseas client successfully construct a highly complex service proposal for the UK Armed Forces

### the Challenge

- An overseas client wished to pursue a UK tri-service flying training opportunity but had no UK footprint, partner or experience of bidding for major defence programmes in the UK
- The challenge was compounded by the nature of the procurement; a complex Private Finance Initiative (PFI) deal involving multiple parties (banks, lawyers & advisors) negotiated under Competitive Dialogue conditions with submissions evaluated using the AWARD methodology

### the Harmonic Impact

- Developed, mobilised and operated a turnkey business winning centre close to our client's customer in the UK
- Delivered a range of specialist services on an 'on-demand' basis over the 5-year competition including: solution subject matter experts, proposal teams and post award negotiation experts

### the Outcome

Our client is now on contract for MFTS

As a result of our engagement, they now have the confidence to pursue the UK market and with our help are also starting to work towards capturing other UK opportunities