



Opportunities to deliver more for less

The UK MOD benefits from our ability to innovate to deliver more for less

Our plan for change

This innovative approach to contracting, where QinetiQ is measured and paid on results and outputs, not inputs, was delivered by a pan-QinetiQ team that comprised business development, delivery, commercial and finance experts making use of the best skills available across the company.

QinetiQ already has a strong working relationship with Defence Equipment and Support (DE&S), the UK Ministry of Defence's (MOD) procurement function, through contracts such as the 25-year Long Term Partnering Agreement. DE&S manages the huge range of complex projects that are required to buy and support all equipment and services for the front line. In 2015, this relationship entered a new phase with the setting up of the QinetiQ Strategic Enterprise: an overarching framework that will improve the timeliness and value for money for the delivery of technical services to DE&S Air Environment project teams. Two project teams, FAST (covering Typhoon, Tornado and the Battle of Britain Memorial Flight) and A400M, have placed tasks within the QinetiQ Strategic Enterprise framework valued at £153m over five years.

Deliver more for less

"Strategic Enterprise is a more effective way to deliver multiple technical services to the customer, bringing individual platform projects under the same framework to enable major efficiencies and cost savings," says Gordon Barr, Group Corporate Campaign

Director, QinetiQ. This is how it works: the customer identifies required outputs from their project delivery plans and selects the required outputs from a standardised list, for example, airworthiness certification for a fighter jet or Airbus A400M military transport aircraft, rather than developing and agreeing a bespoke set of tasks for every new project. "This means our technical experts can really focus on the outcomes the customer needs, saving time and bringing QinetiQ innovation into the process even earlier. For DE&S project teams, it eases the entire process and brings down costs, while giving an assurance of consistent timely, high quality services over several years."

Streamlining processes, reducing costs

With multiple projects managed under this single delivery approach, QinetiQ Strategic Enterprise delivers greater customer value by streamlining administrative processes, optimising the use of resources, driving down costs and better supporting longer-term planning. All activity is managed by the centralised Strategic Enterprise Management Office (SEMO), which is jointly staffed by QinetiQ and DE&S. "Having a clear set of requirements along with pre-defined outputs and delivery processes will reduce cost and enable more focus on quality," says Ron Finlayson, QinetiQ Strategic Business Director, Defence. "The Strategic Enterprise delivery framework will also allow us to forecast future workloads with greater accuracy, helping the MOD to prioritise work and QinetiQ to plan our resources better so we can ensure the right skills are available when they are needed."

Air Marshal Sir Simon Bollom, Chief of Materiel, Air said, "This new approach transforms the provision of QinetiQ-provided technical services for our aircraft. The Strategic Enterprise will deliver considerable savings and improve long-term planning through further improving our joint working."

