



Benefits of the Small & Medium-sized Enterprise (SME) Solution

It's well-known that the SME marketplace is rich in talent, skills and knowledge, and that SMEs are capable of reacting very quickly to 'short-fuse' requirement. Yet this valuable resource is often under used due to the perceived problems associated with identifying, contracting with, and then managing the SME companies.

Alliance, is a new venture that pulls together a series of member companies, each carefully selected for their track record, knowledge and skills base. Moreover, Alliance offers a single point of focus for the control, and management of tasks. This now offers to the MOD the facility to get the best from the SME community (in terms of reactivity, flexibility, capability and cost) in a way that can be used for high-priority and time sensitive tasks.

Typical Alliance solutions include:

- Urgent Operational Requirements (UOR's)
- Proof of Concept
- Rapid prototyping of application software
- Assistance during periods of peak loading
- Development of Bespoke Procedures

The Alliance Service

Alliance and its members have the capability, capacity, knowledge and experience to provide the customer with:

- An assurance that the task will be completed professionally and on-time
- The practical implementation of bespoke solutions tailored to the specific requirement of the customer's programme
- The insight, vision and independence of specialists in the field
- A team that is responsive to the needs of the customer and the programme
- A very high level of quality and flexibility in the conduct of all work
- Cost effectiveness



To find out more

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