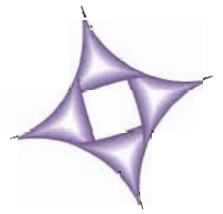


Allyance is a 'Portal' for the Defence Industry to reach Small & Medium-sized Enterprises (SMEs)



The Allyance Philosophy

Within the UK there are a vast array of highly competent SMEs that have the capabilities that the MOD and the Prime Contractors need in order to be innovative, reactive to the customers needs, and to drive down the costs of procurement and support. Moreover, it is the Government's declared intent, within the Defence Industrial Strategy, to support SMEs.

However, it has always been difficult for the MOD (and to some extent for the Primes) to engage with the SMEs. What is needed is a route whereby the SMEs can be engaged, but which does not carry with it an excessive overhead in terms of management and the need to control several smaller companies.

It is the Allyance aim to fulfil that need by being the MOD's portal to SMEs. By pulling together a series of member companies, each carefully selected for their knowledge and skills base, Allyance provides the framework and capacity of a much larger organisation. In addition, by taking on the project management role, Allyance can offer a comprehensive range of services through single point of contact.

Customer Benefits

The benefits to customers of the Allyance approach include:

- An assurance of 'strength in depth', through offering the skills of more than one company in order to undertake complex projects
- Single point of contact between customer and supplier
- Project management expertise to co-ordinate the activities of multi-disciplined teams from different companies
- Control of deliveries and all quality issues across the full life cycle of the assignment
- The reactivity, flexibility, innovation and willingness to do things in a new way, that is a hallmark of SMEs
- The cost-benefits realised by SMEs through their lower cost-base

MOD FATS Enabling Contract

Allyance has an enabling agreement with the MOD under the Framework Agreement for Technical Support (FATS) initiative. Using the FATS agreement, Allyance can easily be contracted for large of small tasks through a simple procedure and with a minimum of delay.

To find out more

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