

BMT Defence Services Case Study

FATS - '...easier access, faster and more-efficient'

The challenge

To improve our service and support to existing and prospective customers through membership of the Framework Agreement for the provision of Technical Support (FATS).

Our response

FATS is a new marketplace enabling organisations within the Ministry of Defence (MoD) to access technical support outside of existing prime contracts. BMT Defence Services quickly recognised its advantages in enhancing our services.



Customer benefits

There is now easier access to companies, like BMT, who can provide specific technical support. Additionally, contracting has been made faster and more efficient through pre-agreed terms and conditions and standard tasking forms. Consulting a Market Knowledge Matrix (MKM) can identify our expertise and track record in a given area.

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Areas of BMT expertise that have been recognised recently by customers through FATS include: project scheduling to an artillery weapon system team, raising understanding of the principles of Earned Value Management among military communications systems personnel, engineering design services examining options for propelling future submarines and developing the mechanisms to deliver the through life support of Royal Navy anti-air warfare destroyers.

BMT sees FATS as an excellent opportunity to share our track record in expertise and innovation with customers within the MoD. A better knowledge of our capabilities should drive our relationship with MoD customers into new areas.