



CASE STUDY

Defence commercial expertise

“It is a tribute to Modini that the negotiations, award and delivery have been achieved within the stipulated timeframe – something which would not have otherwise been possible.”

Paul Everington, MD

The challenge for MS Instruments (MSI)

MS Instruments is an engineering and technology company specialising in the design and manufacture of live-fire training equipment and ballistic instrumentation. They needed expertise and guidance to help them navigate the legislation and procedures essential to win a prominent contract under the Single Source Contract Regulations. They lacked the in-house expertise to build the relevant programme and commercial management solution, which required a detailed Integrated Logistics Solution, Training Needs Analysis, and Safety Case.

The Modini solution

Modini completed a detailed analysis and brought in the necessary legal and commercial expertise to review the situation. Modini set up a project team to manage the complex commercial issues and to act on behalf of MS Instruments during the final negotiations with the end client. Having built the financial model and commercial case, Modini successfully negotiated all aspects of the contract in MS Instruments' favour and were taken forward as the Project Delivery Team.

Modini continues to deliver programme management, commercial delivery and reporting, financial reporting, engineering support and analysis on the project deliverables. We also oversee the logistic management database and delivery of the Integrated Logistics Solution which includes reliability, obsolescence and disposal of the system.

Seamless organisational support

Modini's accurate analysis on the procurement process outlined the likely challenges that MS Instruments would face. Our delivery team (including Modini's defence team, economists and commercial experts) operated as a fully integrated partnership which ensured that MS Instruments were able to successfully deliver the programme through the global CV-19 pandemic.

Key benefits

- Critical analysis – maximum impact to get to the heart of the matter inside the complex single source regulations
- Clinical delivery – project experts with significant MoD experience



22-person
delivery team



3.2m
contract value



Safety
critical system

MS INSTRUMENTS

About Modini

1

Analysis

Modini looked at the single source regulation requirements and advised MS Instruments on a 4-point engagement strategy. Modini acted as the principal negotiator on behalf of MS Instruments by mobilising specific legal and commercial experience into the team. Modini was able to negotiate the fair deal which was accepted by all parties within the stipulated contract methodology.

2

Contract support

After being awarded the contract, Modini mobilised a project team to manage the integrated logistic support, commercial management, subcontract management and forecast of outturn. In addition, Modini managed the daily stakeholder activities and management of the supply chain to deliver the product on time.

3

Project delivery

Modini operated without setback despite difficulties caused by COVID-19 restrictions in the UK and issues caused by the Brexit transition period. This ensured a pathway was managed across the European supply chain enabling the primary delivery timeline to be met.

Founded in 2016, Modini provide programme delivery expertise specialising in projects which are complex, nuanced and often ambiguous. We are leaders in innovative and pioneering approaches to multifaceted problems, bringing adaptability, flexibility and momentum to the whole life-cycle of a programme.

We work as part of a fully integrated team, solving the toughest challenges with an unwavering focus and drive that is a direct result of our military experience. The core team offers the optimum blend of skills that are essential for honest and reliable programme delivery. Our holistic offer is further enhanced by some of the brightest minds from industry and academia, providing the problem-solving and ambitious attitude that forms the basis of Modini's ethos.

In providing a critical, cross-sector analytical framework from the outset, Modini focuses on the desired outcome, assessing all available strategies to deliver a risk mitigated, time optimised solution. We are not fazed by the scale or complexity of any programme, which is evidenced by our track record both corporately, and as individuals.

"Modini focuses on pushing boundaries, affording our brilliant teams the freedom to do what is in the best interest of the client, ultimately delivering the outcomes which are critical to programme success."

Nick Sharpe, CEO



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