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MoD Partnering Support Group (MoD PSG)

Information from the MOD website to be found at:

http://www.mod.uk/DefenceInternet/MicroSite/DES/OurTeams/BusinessGroups/ModPartneringSupportGroupmodPsg.htm

The MOD PSG is a dedicated team of advisers with the remit to provide practical project advice and support to teams working jointly with industry. Good business relationships between MoD & Industry are one of the key factors that deliver project success. The PSG operates across the Ministry of Defence, working closely with the Defence Commercial Directorate – Directorate Commercial Systems (DCD-DCS), the owner of MOD partnering policy. PSG co-chairs the Partnering Implementation Working Group (PIWG) comprising MOD and Industry which promotes best practice on Joint Working (JW) and Business Relationship Management (BRM).

Joint Working (JW)

JW is defined as "MOD & Industry working together to achieve joint objectives and is undertaken through a number of procurement processes e.g. Alliances, Partnering, Collaborative Working and PFI". BRM is defined as "taking a joint, consistent and structured approach to managing the MOD, Industry and stakeholder interfaces to enable success and mutual benefit for all parties".

Definition of Partnering

The first edition of the MOD Partnering Handbook was published in May 2008 by DCD-DCS. It provides clear guidance to MOD and its industry partners on the application of JW/Partnering policy & procedures within MOD contracts. It defines partnering as 'A procurement approach that uses partnering specific terms and conditions to enable the successful delivery of joint objectives'. The handbook mandates that projects involving significant expenditure (MOD Approvals Cat A & B) consider partnering as a procurement option. PSG has been tasked with implementing the policy by working with individual project teams. It provides advice, develops partnering-based procurement strategies, and facilitates relationship workshops to deliver business change through life. In parallel it is working with specialist and policy (areas) across MOD and industry to develop, strengthen & deepen the role of partnering within MOD procurement programme.

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Publicly Available Specification (PAS) 11000

PAS 11000 is an eight-phased model providing a recognised framework, guidance and auditable process that organisations can adopt, without major investment, to improve collaborative relationships. The intention is that it will be adopted as a British Standard in late 2010.

Services Provided

The Group supports MOD project teams in their requirement to work closely with Industry in accordance with the Defence Industrial Strategy and the MOD Partnering Handbook. The Group:

- is skilled in Business Relationship Management (BRM) and has developed tools to assist in BRM
- collects and disseminates Best Practice
- assists project teams at all procurement stages
- aligns its support to a project team's business objectives
- works closely with Industry
- has links with other MoD specialist groups and can advise when they should be used
- additionally provides guidance on Statements of Financial Position, Economic Evaluation, Use of Advisers, and
- is the MoD focal point for Transfer of Undertaking Protection of Employment (TUPE) commercial issues; and DE&S focal point on Wider Markets.

Successes

The first joint MOD and PIWG conference was held at Abbey Wood Bristol on 22 July 2009. The event demonstrated the commitment of MOD and Industry to the positive benefits of JW, whilst recognising that it is neither a quick fix nor an easy option. It is hoped this will become an annual event albeit the next one being hosted by Industry.

During 2009/2010 PSG was the major MOD contributor to the development of PAS 11000, ensuring its processes aligned to MOD's aims for JW development.

Over the past 2 years the Group has been consulted on over 100 projects (ranging from ad hoc advice on specific issues to continued support).
The PSG is recognised as the formal point of entry to the National Audit Office when considering accounting treatment (Statement of Financial Position) for DE&S.

PSG's work is endorsed by Director General Defence Commercial.