

# Project



<b>Date</b>	October 2010
<b>Type</b>	Procurement and Supply
<b>Client</b>	NATO Maintenance and Supply Agency (NAMSA)
<b>Requirement</b>	Procure and Deliver Ancillary Equipment for the NATO Response Force
<b>Locations</b>	Netherlands, Italy, Luxembourg

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## Description

Procurement and Supply of 12 specialist portable military diesel generators and a range of Ancillary Equipment. The project included interpreting and understanding the Client's complex Statement of Work, sourcing diverse quality assured products from 7 different suppliers in 4 countries, providing and executing a Project Implementation Plan according to a strict NATO format and conforming to exacting Inspection and Acceptance procedures.

## Key Factors

The project involved coordinating activities with diverse areas of the client organisation and several sub-contractors. The product ranges were complex and included components developed specifically for the contract. Key Success Factors included:

- Demonstrating an understanding of the Client's needs through meetings and assessments – these included the needs of the User (NATO) and Purchaser (NAMSA).
- Tough Project Management to ensure:
  - Sub-contractors understood and respected requirements, time plans and penalties.
  - Routine communication with all participants to ensure the project stayed on track
  - Problems were identified and resolved quickly and without fuss.
- Ensuring good communication maintained with the Client and Sub-contractors throughout the programme

## Result

12 Portable Military Generators and sets of Ancillary Equipment were delivered on time and to specification. An induction training programme was carried out during the in-country Acceptance meetings. Spare parts and documentation were delivered to ensure optimised product support.

## Benefit to organisation

Lodi received a commendation from the client for the standard of Project Management skills which resulted in significant benefits for the NATO Response Force

- Generators, Ancillary Equipment and spares packages were Fit for Purpose and could be deployed immediately.
- Time required from Client on the project was minimised
- Client could plan their activities and use of time effectively and with confidence
- Problems were identified and resolved without quibble