

# Programme Delivered within Challenging Timeframe and on Budget



## Industry Sector

Defence

## Challenge

To provide a 15-year global support solution for MoD owned Thermal Imaging equipment

## Solution

The design and deployment of the Thales / Unipart ASSET MIS solution

## Benefits

100% achievement of contract KPIs plus industry-leading levels of asset visibility

## The Task

As a result of experience gained during the First Gulf War the British Army sought an improved night fighting capability for its Light Armoured Vehicle fleet. In 2002 the BattleGroup Thermal Imaging

(BGTI) Contract was awarded to Thales Optronics to design, manufacture and install over 600 Thermal Imaging systems.

**“Thales’ and Unipart’s approach to partnering was key to success of the Contract.”**

Unipart Defence Logistics (UDL), part of the Unipart Group, worked in partnership

with Thales Optronics for nearly three years as part of the successful bid team to supply and support BGTI to the Ministry of Defence.

Thales and UDL were required to produce a 15-year equipment support solution offering:

- The provision of equipment support service covering the UK, Germany and British Army Training Unit Suffield (BATUS), Canada.
- Complete transparency of all asset movements giving Thales and its customer full inventory visibility from order receipts at Supply Chain Ops

***Unipart and Thales Optronics – a far-sighted partnership***



(Land) to the arrival at Purple Gate and subsequent upload on VITAL

- Equipment support to High Intensity Training and deployed Operations world-wide

## The Solution

Using commercial processes and best practice principles of “The Unipart Way”, Thales Optronics and UDL designed a solution for the BGTI Contractor Logistics Support (CLS) arrangement that delivers:

- Multi-site Warehouse Management Systems
- Global Asset Visibility



- Repair Loop Management
- Inventory Management
- Forecasting
- Neglect Misuse & Damage (NM&D) and Operation Stock
- Forward Repair Pool (FRP) Management
- Standard Operating Procedures

“We recognise that the support element was different, carrying risks and operations outside our core competencies. We searched the marketplace for a partner – not a subcontractor, but a partner – and Unipart emerged as the clear winner.”

**Andy Macintosh**  
Thales Optronics

**Unipart and Thales Optronics**  
– a far-sighted partnership

The BGTI CLS Arrangement was the first deployment of the Adaptive Support Service and Equipment Tracking (ASSET) MIS service solution for Unipart and Thales.

ASSET MIS delivers network enabled support solutions for performance based logistic support Contracts offering unrivalled levels of asset management information direct to the customer. For BGTI, the Equipment Support Manager at the Defence Logistics Organisation (DLO) in Andover and HQ Land benefit directly from this information



## The Results

Thales' and Unipart's approach to partnering was key to success of the Contract.

Strong programme and supply chain management ensured that the challenging timeframe between Contract award and In Service Date was met and delivered on budget.

Four years into the Arrangement, the BGTI solution has delivered:

- 100% Delivery
- 100% Availability
- 100% Inventory Accuracy
- Global stocking points enabling same-day delivery of product into the MoD supply chain on high priority orders
- Cutting edge levels of in-transit visibility direct to the MoD customer
- Asset Tracking of outbound and reverse logistics at serial number level
- Support of deployed prime equipment in the Persian Gulf

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