

## **Atos Consulting demonstrates Procurement Excellence**

*Winner of the CIPS Supply Management Awards 2008  
for Best public procurement project*

**London, 9th September 2008** -- Atos Consulting, a business division of Atos Origin, is delighted to announce that its client, the MOD Afloat Support Directorate incorporating Royal Fleet Auxiliary Support and Commercial Ship Maintenance Category Management Team won the award for Best public procurement project at the CIPS (Chartered Institute of Purchasing & Supply) Supply Management Awards 2008 last week.

Atos Consulting has been working with the MOD since 2004 when it recommended and advised on the creation of a new support strategy to manage the maintenance and upkeep of the RFA's 16 vessels. The approach was piloted on two vessels – RAF Argus and RFA Bayleaf to prove the concept of Through-Life Support and to deliver initial savings of which over £22 million has been achieved to date.

The programme has now been rolled out to all 16 vessels. Atos Consulting worked with the RFA to design and implement innovative through-life support contracts including revised engineering processes for each of the vessels. It has also provided strategic advice for the development of long-term partnering arrangements with the RFA's principal suppliers. The Through-Life Support contracts covering over 96% of the RFA's future maintenance requirements were let with five strategic partners earlier this year. Total savings over the life of the vessels is forecast to exceed £180 million.

Angela Johnson, CSM Category Management Team Leader, commenting on the Award stated: "The Procurement Reform Programme involved equipping the Defence Equipment & Support (DE&S) Organisation with world class procurement skills as well as developing an organisation which was capable of implementing and sustaining best practice approaches to all procurement activity. One of the DE&S organisational objectives is to implement a Through Life Support approach. Consequently, the Afloat Support Directorate is at the forefront of this change having placed Through Life Support Contracts for the maintenance of the Royal Fleet Auxiliary vessels in June 2008 after a four year intense programme which was supported by Atos Consulting."

"Cost reduction is now more than ever a key priority for most organisations and one of the most effective ways to reduce costs is through smarter procurement," said Paula Sussex, head of Atos Consulting. "Winning this award is recognition of the experience and excellence of our procurement team; by working with our clients' organisation to deliver a solution that saves money whilst also helping to achieve overall project objectives. My congratulations go to the whole team for their professionalism, dedication and commitment to deliver value to the MOD"

"Atos Consulting, through Category Management principles and a dedicated training programme have successfully embedded world class procurement skills into the Afloat Support Directorate, ensuring that the Through Life Support Contracts are sustainable and will deliver future savings for the Royal Fleet Auxiliary" added Angela Johnson.

The Judges' commented "Clear benefits from introducing a professional procurement approach to a technically and operationally complex organisation – delivering both tangible savings but also significant process improvements. Sound planning and project management, together with excellent work with suppliers and stakeholders, ensured this entry stood out from the crowd." (Source: CIPS Supply Management Awards 2008 Winners' Brochure)

The Award was presented by Comedian Michael McIntyre at a packed Grosvenor House Hotel in London's Park Lane to Commodore David Preston, Director Afloat Support and Angela Johnson, CSM Category Management Team Leader.

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**About Atos Origin**

Atos Origin is an international information technology services company. Its business is turning client vision into results through the application of consulting, systems integration and managed operations. The company's annual revenues are EUR 5,8 billion and it employs over 50,000 people in 40 countries. Atos Origin is the Worldwide Information Technology Partner for the Olympic Games and has a client base of international blue-chip companies across all sectors. Atos Origin is quoted on the Paris Eurolist Market and trades as Atos Origin, Atos Worldline and Atos Consulting.

**About Atos Consulting**

Atos Consulting, the global consulting practice of Atos Origin, is a leading provider of business, process and technology consulting services. With more than 2,500 staff globally, it focuses on delivering proven, pragmatic solutions to the telecom, manufacturing, financial services and public sectors.

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