

Department for Transport SME Case Study:

Title of Contract/ Name of SME
Aviation Security Bag Set / ICONAL TECHNOLOGY LTD.
Background on SME and the goods/services they provide
<p>Iconal Technology Ltd focuses on the security market. It is dedicated to the use of advanced imaging, detection and identification technologies and supporting government and industries activities in this market.</p> <p>The bag set in the DfT ITT had been devised by ECAC (European Civil Aviation Conference) for use in testing of aviation equipment. DfT has a requirement for this bag set so that it can participate in European and UK testing of aviation equipment.</p>
Details of any changes we made to procurement practices to improve opportunity for SME to win.
Similar products had previously been provided for DfT by the Home Office. When this facility was withdrawn, DfT advertised its requirement and attracted expressions of interest from a number of SMEs.
What made the SME successful (including value of any savings)
<p>Iconal Technology Ltd were building similar bag sets for other Governments for delivery by the end of October and were in a position to act quickly. This placed them in what they believed to be a unique position in terms of being able to provide:</p> <ul style="list-style-type: none">• A bag set which is identical to the other existent ECAC test sets• Very rapid delivery – with contracts in place they thought it possible to deliver all three bag sets simultaneously before the end of October. <p>Statement from the original evaluation:</p> <p>‘The Iconal document was very thorough and will give the best product.’</p> <p>A saving of £24,078.00 was achieved against the pre-tender estimate.</p>
What (if any) added value they deliver as part of the contract
The end-user particularly noted the professional approach taken - the staff took a personal interest in the success of the contract. They also commented on the reduced bureaucracy in dealing with an SME.