

# Case Studies from Avonline

## 1. the customer...

BT Syntegra was the specialist consulting and solutions arm of BT, now known simply as BT Consulting. Their focus as a global solutions provider is "to help multi-site organisations flourish in the digital networked economy".



## 2. the challenge...

As part of a high profile Government project worth £35m, Avonline was invited to supply a multi-skilled team to provide comprehensive cabling infrastructure, commissioning and electrical services. All staff required high level security clearance and there were significant restrictions on site access and operating procedures.



The initial contract was as a 6 month programme working to very strict timetable with significant late delivery penalties. Due to the complexity of the overall project and the interdependencies with a multitude of other suppliers, delivery of every phase exactly as planned was critical with no capability for re-visits.



## 3. the result...

Having selected the team, the first requirement was the completion of the DV security clearance process which was achieved with 100% pass rate. This was followed by the induction and health and safety programme. Once on-site, our teams soon earned a well deserved reputation for productivity, often first on-site & last to leave.



Our procurement team played a vital part in providing all materials to the exacting specification, including tray & trunking and low emission cabling. Through the tightly controlled weekly progress meetings with the customer, the productivity and flexibility of our teams resulted in many additional tasks being awarded to the Avonline team as the programme progressed. This included Electrical and Health & Safety consultancy services – a testimony to the strength of our own in-house specialists.

More than 18 months on Avonline teams are still providing a multitude of services as the site continues to develop and expand.

## 4. the reference...

"The collective strength of the specialist teams .... proved to be a winning combination."

**Dave Musson**, Director, government & defence, BT Consulting

**Key Words :**  
Security Clearance  
Government  
Electrical Services  
Power Solutions  
Health & Safety