



Heidi Olkkonen, Swedish Armed Forces Logistics

“An obvious choice”

“We had placed a number of demands on our purchasing and Sonat met those demands better than the competing offers. It actually felt like an obvious choice,” says Peter Nilsson, who is function representative for transports within the Swedish Armed Forces’ transport section and one of the persons who decided to choose Sonat as a partner to develop and operate the Swedish Armed Forces’ control tower.

Sonat’s assignment includes introducing new central transport booking via the Internet, procuring and contracting transporters, and also continuously driving and developing the transport operation in conjunction with the Swedish Armed Forces.

“The cooperation with Sonat functions extremely well. This is mainly due to the fact that Sonat is so sensitive to our organization and the complexity that exists within the Swedish Armed Forces,” says Heidi Olkkonen, who is also a function representative for transports in the transport section.

The complexity in the Swedish Armed Forces is partly due to the operation being so large and partly that the operation is heterogeneous and that there are different requirements and the need for adapted solutions for different parts of the operation. During one year, more than 100,000 shipments are transported on behalf of the Swedish Armed Forces’ different units and operations.

Reduced costs and increased quality

Currently, the cooperation has been underway for a little over six months. During this time the parties have implemented a functioning central transport function that the majority of the operation’s internal customers now use. The transport bookings are made by the Swedish Armed Forces’ goods receiving department in a recently implemented transport administrative system via the Internet. And the results are already visible.

“We are seeing and hearing from our organization that our internal customers are very satisfied. They think that this is a flexible way to book transports and that the transports are more exact,” says Peter Bohm, manager for Production management distribution, which includes the transport section.

“Another advantage with the cooperation is that those

of us that work with the Swedish Armed Forces’ transports get our own competence development. Being involved in a major procurement, identification and implementation project has developed my knowledge within the transport area,” adds Heidi Olkkonen.

Long-term cooperation

“The administrative costs have been reduced and we can see that the quality in the transport operation has become better. But only after we have implemented the new system one hundred percent will we be able to see the full effect of the cooperation,” says Peter Bohm who emphasizes that he sees the cooperation with Sonat as long-term.

According to Peter Bohm, the Swedish Armed Forces’ management views the cooperation with Sonat as an effective way to work in the future. It provides more dynamics and creates conditions to quickly develop and change.

In recent years, the Swedish Armed Forces has increasingly focused on investing available resources in the core operation – what is called “armed warfare”. All other support operations shall be tested in accordance with the principles for OPS (public-private cooperation) and be exposed to competition if this is possible.

International operations increasingly important

As a second step in the new control tower solution, the Swedish Armed Forces’ increasingly large international transport flow will be implemented. This is largely about supplying necessities to Sweden’s larger forces in Afghanistan and Kosovo, but also to the Swedish Armed Forces’ many observers throughout the world.

“Through our contract with Sonat, they can assist us in optimizing our international transports. In every individual case, Sonat can choose the best international transport alternative,” says Peter Nilsson. ■

ABOUT THE SWEDISH ARMED FORCES	<p>The Swedish Armed Forces' transports of all non-military materials are managed by Swedish Armed Forces Logistics, an organization with 4,000 employees and operations throughout Sweden. The Supply Division is one of the Swedish Armed Forces Logistics three divisions. The division includes Production management distribution, which in cooperation with Sonat, has developed the new control tower solution.</p>
THE PROBLEM	<ul style="list-style-type: none">• Had a decentralized management of the transport operation.• Poor overview and control of the operation.• Lacked a simple and effective function for transport booking.• Wanted to take better advantage of economies of scale and negotiation strength in regard to transporters and increase efficiency in the operation.
THE SOLUTION	<ul style="list-style-type: none">• Established a control tower/a central transport function that takes responsibility for developing and operating the Swedish Armed Forces' transport function.• Transport bookings are currently easily made in a web interface.
THE RESULT	<ul style="list-style-type: none">• Employees of the Swedish Armed Forces can now book transports more easily and more efficiently.• The administrative costs have been reduced and the quality and precision in the transport operations have increased significantly.• A large number of employees within Swedish Armed Forces Logistics have obtained important competence development.• The Swedish Armed Forces has gotten an increased dynamic and better preparedness to change and develop its transport operation.• Major cost savings have been accomplished through re-negotiation of transport contracts.