



Ministry
of Defence

Counter-Explosive
Ordnance Defence
Engagement

Newsletter

Volume 1



Welcome



The Counter Explosives Ordnance Defence Engagement (CEDE) Office is delighted to publish its first bi-annual newsletter. The CEDE Office was established in December 2018 in Security Policy and Operations in MOD Head Office to provide a centrally managed office for Government to Government (G2G) requests for support where there is a threat from explosive ordnance. This includes conventional munitions, Improvised Explosive Devices (IED) and Chemical Biological Radiological Nuclear Explosive Ordnance (CBRN-EO). Typically, requests focus on the management of host nation weapons, ordnance, munitions and explosives (WOME), legacy stockpile management, C-IED and Explosives Ordnance Disposal (EOD).

Explosive ordnance represents a significant threat to security and stability worldwide. The threat continues to grow and impact upon the National Security Strategy (NSS) and Foreign Policy. HMG, Defence and UK Industry can make a significant difference through effective engagement with international partners to share knowledge and experience and through the delivery of UK CEDE capability. The CEDE Office was established to address these issues and is now the UK MOD's primary point of contact for servicing Government sponsored requests for C-EO.

CEDE Office Mission Statement

"The CEDE Office will enable contractor delivered solutions to Government to Government requests to counter the threats from explosive ordnance in order to expand Defence capacity, project influence and promote the prosperity agenda"

Remote Working – Coronavirus

The CEDE Office has been working remotely since the middle of March under the direction of MOD and FCO Services. The most obvious impact has been the restrictions on hosting inward visits and on our planned visits to countries to conduct requirements analysis. To address this, we have focused on completing as much lead and opportunity development work as possible, putting us in the best possible position to act quickly as soon as movement and quarantine restrictions are lifted. We have seven international visits planned with the majority already funded. This is great news for the CEDE Office pipeline of future opportunities.

Throughout, the safety of our staff and suppliers is our first priority and we will continue to work with the FCO and MOD to plan a staged return to travel and communicate with suppliers on contract and those eagerly awaiting competitive tenders.

Leads and Opportunity Highlights

The CEDE Office continues to work at pace with those Embassy and High Commission staff who have remained in country throughout lockdown to accelerate leads and opportunity development. We recently updated the C-EO UK trade association group with an online presentation. This was very well received and resulted in several new suppliers joining our Dynamic Procurement System (DPS) Framework.

DEMS Training Regiment



The CEDE Office recently briefed the new Commanding Officer of DEMS Training Regiment, Lt Col Matt Long. We are delighted that Matt's vision of the benefits of Defence Engagement match our own and look forward to working more closely together. We are currently qualifying support to the growing demand for visits to our priority countries to conduct requirements and training needs analysis and the potential for our suppliers to utilise the outstanding facilities at DEMS Training Regiment to deliver training to our international partners under a CEDE contract.

Events

The CEDE team will be actively supporting or attending the following events.

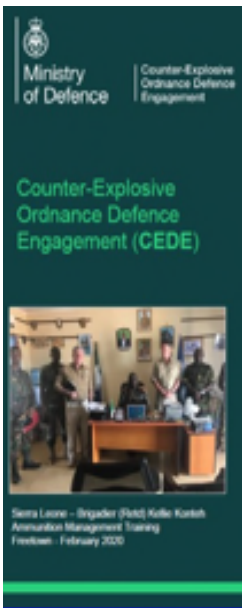
Event	Location	Date
Defence Procurement, Research, Technology & Exportability (DPRTE) 2020	Live, online interactive experience	03 Sept 2020
International Security Expo	Olympia, London	2-3 Dec 2020
C-EO Symposium & HQ Army IND Day Farnborough	Farnborough	20-21 Jan 2021

Supplier Catalogue

The CEDE Office is in the process of compiling a CEDE Office supplier catalogue. The aim of the catalogue is to promote the provision of equipment, training and services from UK Suppliers via the CEDE Office along with raising awareness to key stakeholders and decision makers. We aim to have initial drafts of the catalogue ready during Q3 and distribution by Q4. The catalogue will have a positive effect for the UK C-EO sector on the CEDE DPS framework and potentially result in the generation of further G2G contracts with Industry.

Communications, Marketing and Branding

The CEDE Office has worked closely with our colleagues in the Directorate of Defence Communications (DDC) and Industry to derive both a communications strategy and a plan in order to brand and advertise the CEDE Office. This has resulted in the increased awareness within the Defence and Industry communities of the CEDE Office service offering, addressing both UK internal audiences and our UK footprint overseas.



Target Audience 1: Stakeholders who have direct contact with our end users/sponsors who are facing the threat (The Global Network, International Policy and Security (IPS)).

Target Audience 2: Stakeholders focused on the delivery of Counter-Explosive Ordnance effect to end users/sponsors (UK MOD).

Target Audience 3: Stakeholders who are or could be supplying commercial counter-explosive ordnance equipment, training and services to end users/sponsors facing the threat (UK Industry).

The output of this joint endeavour has been the development of a suite of branded messaging artefacts (for example our new Tri-fold brochures above) which provide a wealth of information so we can increase the demand coming into the CEDE Office. We now have a campaign approach described in our plan for a number of CEDE Office activities in terms of branding and messaging: use of the Whole Force and Veterans; MOD support to prosperity; commitments to make better use of limited resource and funds; increasing our influence without enlarging the size of Defence headcount; being international by design and much more.

Another thread to our Communications, marketing and branding is to launch a Gov.uk landing page which aims to provide further key information on the CEDE Office.

Please check out the following:

<https://www.gov.uk/government/groups/counter-explosive-ordnance-defence-engagement-cede>

Procurement

The CEDE Office Dynamic Purchasing System (DPS) Framework was launched in July 2019. There are currently 43 suppliers on the framework which is divided into 4 value based Lots.

We encourage suppliers to join the DPS framework in order to participate in competitive tenders for international business. To join the DPS, please see the link at the end of this newsletter and follow the instructions to submit an application.

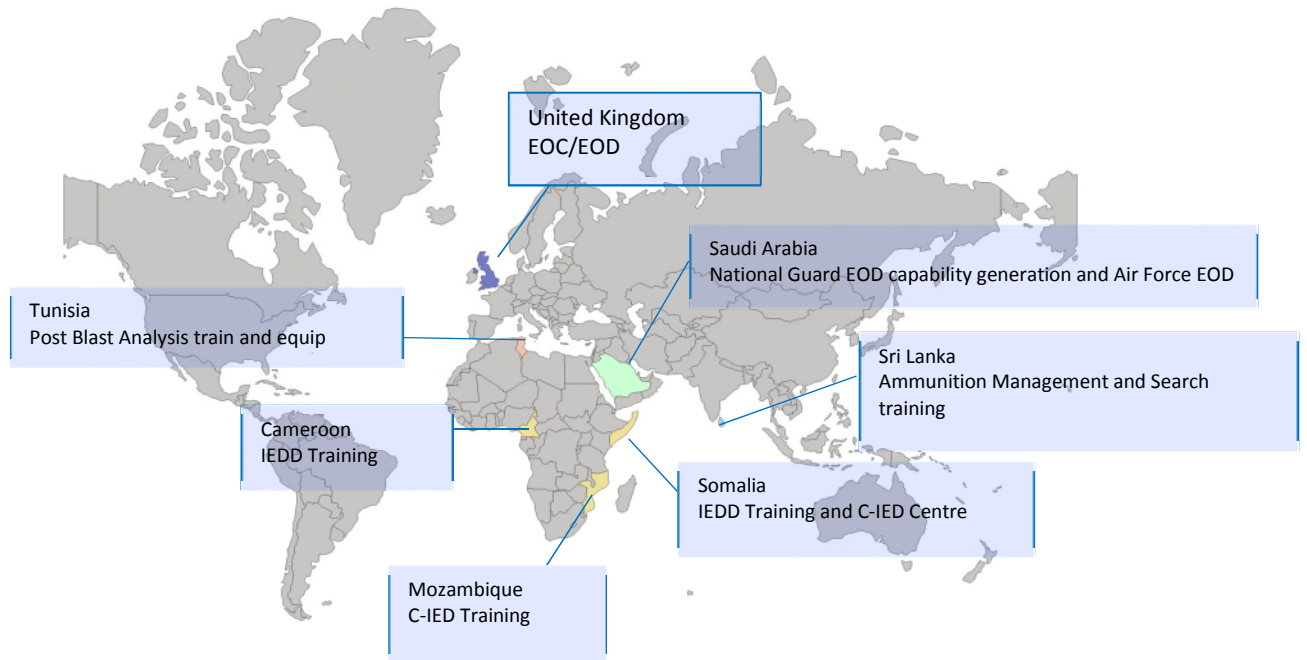
The benefits of the CEDE Office DPS Framework include:

- Reduced bidding process
- Allowance for suppliers to update their DPS framework submission at anytime
- Accessibility to SME's and new start-ups
- Applying for more than one Lot depending on capability
- Tendering timeline reduced so allows for a quicker tender to contract award process
- Marketing and advertising all supplier services and goods to stakeholders and wider industry including catalogue distribution

If you do not see your company logo, please let the CEDE Office know or forward a high resolution copy and we will include it in future communication releases.



CEDE Provision ● Ammunition Management and Search t... ● C-IED Training ● EOC/EOD ● IEDD Training ● IEDD Training and C-IED Centre ● National Guard EOD capability gen... ● Post Blast Analysis train an...



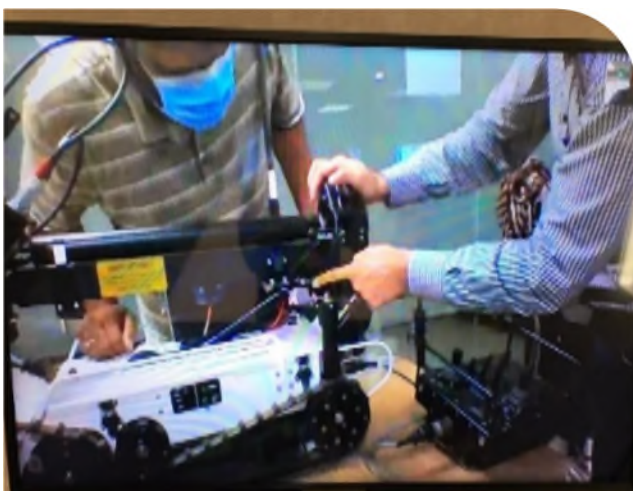
The CEDE Office Projects

During the last 8 months, the CEDE Office has awarded 3 contracts to Industry, one of which has now been successfully delivered (ammunition management training in Sierra Leone), one is currently on hold awaiting lockdown restrictions being lifted (ammunition management T3 course in the Western Balkans), and the other is progressing well in a challenging environment (equipment support and training in Pakistan).

Pakistan

The two year Pakistan contract was awarded to Optima Group in January 2020 to provide equipment support and training for the Government of Pakistan (GOP). It continues to operate in line with expectations, however the restrictions due to pandemic in Pakistan have resulted in Optima Group needing to be innovative and creative with the methods for delivery of equipment support and training.

Since it has not been possible to conduct face to face training serials due to the lockdown, Optima Group has been conducting remote on-line training from the UK. The photo adjacent shows a level 3 training course being conducted from the UK for the in-country technicians, this has been benifical for the GOP, as equipment can now be repaired in-country rather than a long and costly return to the UK.



Since lockdown restrictions have eased in country, Optima has been able to complete their new repair and training facility, located in Islamabad. The facility has been inspected by CEDE’s assurance representatives in country and has received very positive feedback. The new facility will provide a centre of excellence for equipment

repair, enabling higher equipment availability for the GOP along with brand new training classrooms.

Sierra Leone

The CEDE Office responded to an urgent requirement for ammunition management training in Sierra Leone. The CEDE Office analysed the requirement, prepared the tender pack for industry, down selected a supplier and training was delivered all within 80 day from business case approval. The contract was awarded to Sutton House in February 2020 with an aggressive timescale for delivery in order to meet end of year spend. The training course was delivered on time, on budget and received excellent feedback from students and senior stakeholders alike.



Western Balkans

Explosive Learning Solutions (ELS) was awarded a train the trainer (T3) ammunition management course in January 2020 to be delivered in Montenegro and Albania. Unfortunately, the delivery has been postponed due to the Coronavirus pandemic, ELS trainers were actually on the way to the airport when the decision was made at senior level to postpone. The situation is constantly under review and latest information indicates that training will be rescheduled in early 2021.

Feedback

The CEDE model for contractor led support to Defence Engagement provides a quick and effective mechanism for International Policy and Security teams to access private sector expertise where required.

Western Balkans Desk Officer, MOD

The initial post contract award support and guidance was exemplary in application by what became clear to ELS, a very committed and professional team, keen to engage positively in a contractor/supplier relationship and give us the confidence they cared about our approach and delivery. Since lockdown, the CEDE Office team have been truly exceptional in proactively maintaining positive and extensive communication with ELS, keeping us informed of developments and progress.

Explosive Learning Solutions, MD

A refreshing experience to work with such a responsive and flexible team dedicated to the personal approach in terms of Supplier engagement, support and post-delivery feedback – we hope to have the opportunity to work with CEDE again

Sutton House, Operations Director

We appreciate your feedback

Please contact the CEDE Office email:

SPO-DE-Strat-CEDEOFFICE@mod.gov.uk

Register to join the DPS Framework

By visiting:

<https://fco.bravosolution.co.uk/>

Project Code: pqq_777