



Ministry  
of Defence

| Counter - Explosive Ordnance Defence Engagement

# Newsletter

Volume 2

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# WELCOME

## **‘Government Assured – Contractor Delivered’**

The Counter Explosives Ordnance Defence Engagement (CEDE) Office is delighted to publish our second newsletter, highlighting the progress made in the last year and promoting the value and benefits of what we do.

Explosive ordnance continues to represent a significant threat to security and stability worldwide. The UK maintains an extremely strong position to counter the threats and risks and the CEDE Office offers the resources to qualify Defence Engagement (DE) opportunities, present courses of action and deliver.

Established in December 2018 in MoD Head Office, the CEDE Office has quickly developed an operating model that delivers Counter-Explosive Ordnance capacity building to our international partners. Working with our colleagues in MoD and in the Global Network, we align requests for support to foreign and defence policy and priorities then present business cases to senior stakeholders for approval.

Having set up a pre-assured framework of UK C-EO suppliers, the CEDE Office has a unique ability to run competitive tenders at pace, responding quickly to opportunities to deliver a positive effect. By recruiting the right companies, we can offer training,



equipment and services across the full range of C-EO solutions. Genuine capacity building not just stand-alone training teams.

Typically, requests focus on the management of host nation weapons, ordnance, munitions and explosives (WOME), legacy stockpile management, Counter-Improvised Explosive Devices (C-IED) and Explosives Ordnance Disposal (EOD).

In recognition of the value of delivery in DE, the CEDE Office has been tasked to address Explosive Ordnance Clearance (EOC) in the UK and has successfully delivered the first ever MoD contract to a supplier to conduct Conventional Munitions Disposal (CMD) on its behalf. With the growing challenge of Unexploded Ordnance (UXO) on Defence Estates and limited internal resources to address it, this presents a great opportunity.

## **CEDE OFFICE WORKING – CORONAVIRUS**

The most obvious impact of Government lockdown has been the restrictions on hosting inward visits and on our planned visits to countries to conduct requirements analysis. We are delighted to now report that we have firm plans for visits in May, June and July. This will significantly improve our ability to develop relationships, qualify requirements and generate new opportunities.

Throughout lockdown, the safety of our suppliers and staff is our first priority and we continue to work with the FCDO and MoD to manage those delivering contracts to our international partners and their return to the UK.

# CEDE OFFICE WORKFORCE

The CEDE Office said farewell to Leevy Wilson and Simon Hodgson, both of whom moved on to new opportunities. Bert Appleton has taken over as the Head of the CEDE Office and we have recruited 2 Technical Advisers, Kim Hughes GC and Nigel Marsh. With Pete Furness, Operations Manager promoted to Assistant Head and Lara Alao continuing as Commercial Manager, the team is well placed to continue our growth.

We draw on excellent support from FCDO Services and intend to recruit a Technical Delivery Manager in 2021.

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

- CEDE Office Mission Statement



**Bert Appleton**

*Head of the CEDE Office*



**Kim Hughes GC**

*Technical Adviser 1*



**Nigel Marsh**

*Technical Adviser 2*



**Peter Furness**

*Operations Manager*



**Lara Alao**

*Commercial Manager*



# CONTRACT DELIVERY

## Capacity Building



### PAKISTAN

**Optima Group** continues to deliver equipment support and training to the Government of Pakistan. Throughout the most challenging of times, Optima Group has worked tirelessly to deliver remote training and, through their partner, UIT the best possible maintenance and repairs to support C-IED operations. The British High Commission and MoD staff are delighted with the extended influence they have with the Pakistani Military leadership through the excellent delivery of this contract.



### TUNISIA

Following a competitive tender process, **SafeLane Global** was selected to deliver bespoke equipment sets to the Tunisian Ministry of Defence. The CEDE Office worked with the MoD to force generate military instructors who deployed in February and delivered training utilising the equipment. The Defence Attache, Tunis and Liaison Officer for North Africa were very impressed by the building of this capability and are actively progressing additional opportunities.



### MONTENEGRO AND ALBANIA

The CEDE Office worked with the MoD Wider Europe team to develop opportunities to deliver Safe and Secure Management of Ammunition capacity building.

After a well supported competition, **Explosive Learning Solutions** was awarded a contract to deliver training packages in Montenegro and Albania in 2020. Delivery was paused due to host nation restrictions and will restart in 2021



### SOMALIA

The CEDE Office has been qualifying requirements in Somalia for some time. Working closely with the Defence Attache in Mogadishu and the staff deployed on Operation TANGHAM, we agreed that the best possible offer of support would be to develop a search capability for the Somalia National

Army (SNA). MoD staff identified funds at the end of the financial year and we ran a competitive tender. As an operational area with significant challenges for contractor deployment and import of equipment, there were many challenges. Our suppliers responded with strong bids and we selected **ISSEE** to deliver the contract.

As this newsletter is published, 28 SNA soldiers have been trained in Baidoa. With 3 complete sets of search team equipment being used for training and then handed over to the SNA, this is a great example of C-EO capacity building in support of UK priority global engagement.



# CONTRACT DELIVERY

## Capacity Building



### COWDEN Former Air Weapons Range

The UK Defence Infrastructure

Organisation (DIO) secured the services of the CEDE Office and the FCDO Services framework of UK Suppliers to prove the concept of contractors conducting Explosive Ordnance Clearance (EOC) and Conventional Munitions Disposal (CMD) in the UK. FAWR Cowden is a very heavily contaminated site with Unexploded Ordnance (UXO) regularly presenting a risk to the public on an open access beach next to the range site.

As a ground-breaking precedent for MoD outsourcing, this opportunity presented a huge challenge to the CEDE Office, navigating complicated funding and risk challenges. The tender process was extremely competitive with 11 bids submitted. **Brimstone Site Investigation Ltd** signed the contract in February and have very quickly set up an impressive Command Post and effective clearance and disposal operation. Communications with all stakeholders has been excellent and the Supplier is positively engaging with the local community.



Kim Hughes GC led a Second Party Assurance visit in March, observed by Lt Col Phil Moore and WO1 (SAT) Rob Soutar from 29 EOD & Search Group. The report was outstanding and clearly demonstrated the potential for contractor solutions to the growing demand for EOC and CMD in the UK and on MoD Estates overseas.



# LEADS & OPPORTUNITY HIGHLIGHTS

The CEDE Office continues to work at pace with Embassy, High Commission and MoD staff to accelerate leads and develop opportunities. The current pipeline clearly demonstrates a healthy mix across: training, equipment and services; value; the C-EO taxonomy and regions of the World.

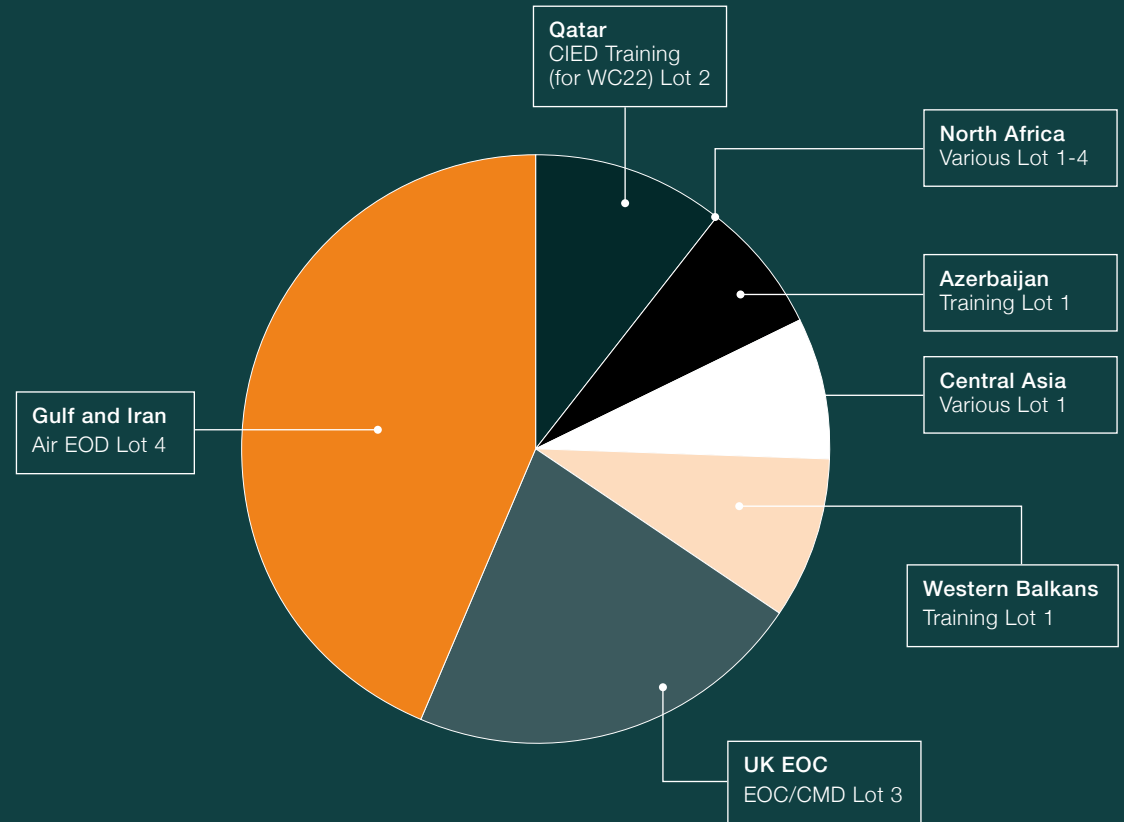
## SUPPLIER WORKSHOP

The CEDE Office is organising a Supplier Workshop to be held at a location in Southern England in order to present how we identify and shape requirements, generate invitations to tender (ITT) and manage competitive tenders. The aim is to listen to our suppliers' feedback, support our Continuous Improvement programme and hopefully to help to improve bid submissions. This follows very positive feedback sessions with all Suppliers who have submitted tenders in the past 2 years.

## UPCOMING EVENTS

The CEDE Office will also be actively supporting or attending the following events:

- **Counter Terror Expo** (CEDE office presenting)  
*Excel, London* - 14-16 September 2021
- **DSEI**  
*Excel, London* - 14-17 September 2021
- **International Security Expo** (CEDE Office presenting)  
*Olympia, London* - 2-3 December 2021



## LOTS

Lot 1: Up to £500K

Lot 2: £501k to £2m

Lot 3: £2m to £10m

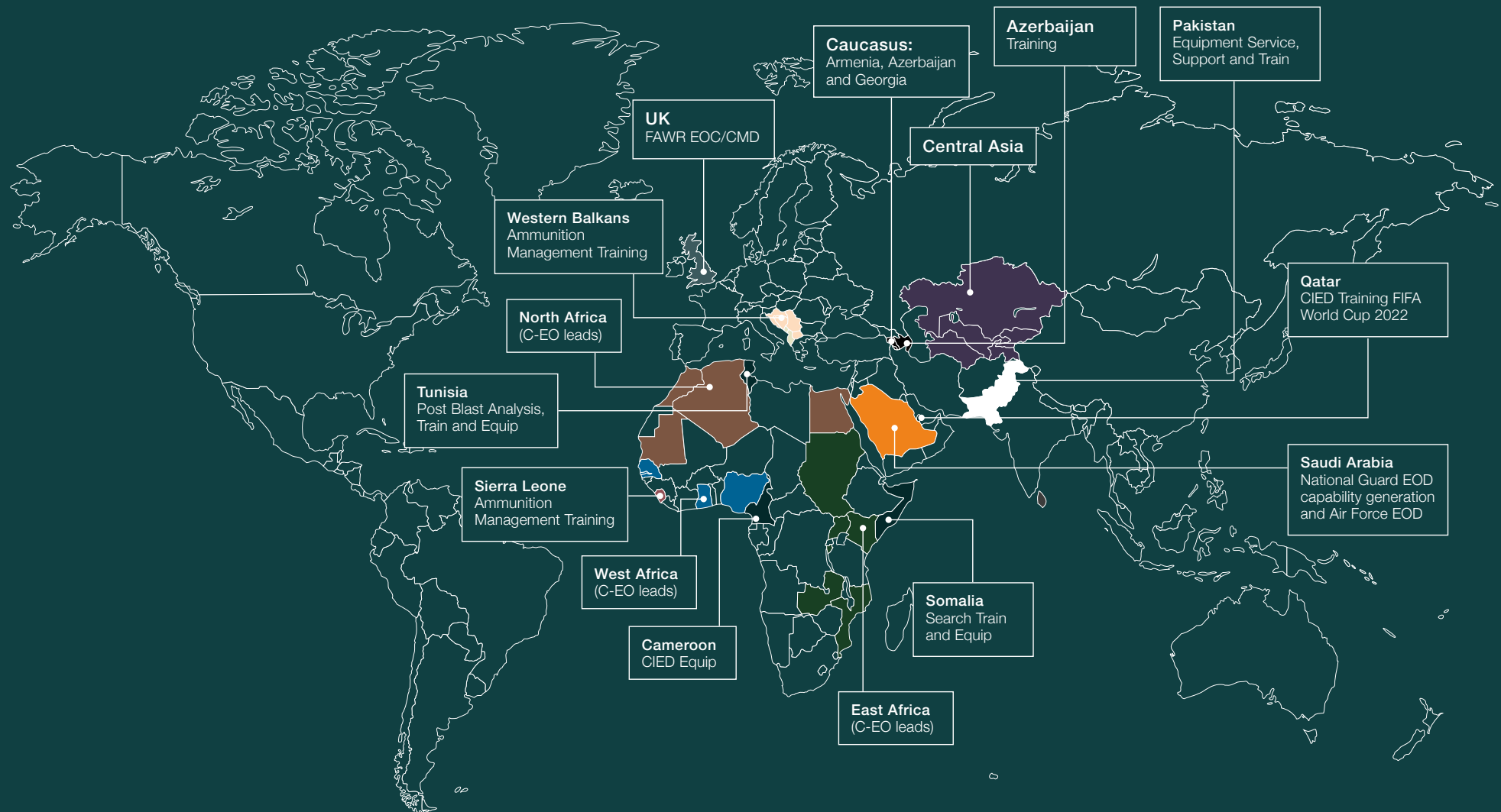
Lot 4: £10m to £50m

**“We designed the CEDE Office Framework Lots to encourage Small to Medium Enterprises to submit tenders and to encourage teaming between Suppliers to get after larger opportunities”** Bert Appleton, Head of the CEDE Office



# CURRENT CEDE OFFICE

## Leads and Opportunities



# PROCUREMENT

The CEDE Office Dynamic Purchasing System (DPS) Framework was launched in July 2019. There are currently 53 suppliers on the framework which is divided into 4 value based Lots.

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

Register to join the CEDE Office Supplier Framework, Project code: pqq\_777

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.

The benefits of joining the CEDE Office Supplier Framework include:

- Reduced bidding process
- Allowance for suppliers to update their Supplier 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

## SUPPLIER CATALOGUE

The CEDE Office has compiled 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. The Catalogue will be distributed to UK staff working in Embassies and High Commissions and international staff in Embassies in London.





# FEEDBACK



*“ISSEE was delighted to win the contract to deliver Search equipment and training to the Somalia Armed Forces. Once awarded, we were immediately drawn into a collaborative, inclusive and ‘shared problem solving’ environment, working alongside the CEDE Office. Clearly, ISSEE was responsible for delivering all aspects of the contract to quality, time and cost but operating from UK*

*to Somalia in a Coronavirus pandemic presents a set of unique challenges and risk which can only be resolved with a positive attitude and flexibility across all parties. CEDE’s initial liaison with Op TANGHAM was invaluable and once ISSEE let loose the huge personalities it is proud to employ on direct communication and problem resolution, the challenges and other barriers just disappeared. However, keeping CEDE in*

*the loop at every turn is a valuable lesson to all other framework members.*

*On paper the programme seemed simple enough: buy kit, hand it over to CEDE, ship it to Somalia, receive it, train on it, and leave it behind. However, add in Covid -19 restrictions and ISSEE instructors faced a 2 week quarantine on arrival, a further 2 weeks of isolation in country in response to an outbreak of Covid-19, 4 weeks training (including a*

*full rewrite of the course once contact with the students had been made) and the grateful news that Somalia has been placed on the FCO RED LIST whilst in country, so another 2 weeks in a hotel at Heathrow on return. A huge effort, but working with the OP TANGHAM team and CEDE as a joint force ensured that this important project has been delivered successfully.”*

*- Gordon Storey, CEO ISSEE*



*“The highly motivated and professional MOD CEDE Office has transformed the way that the UK MOD delivers C-EO support in Pakistan. Responsive and totally committed to delivering excellence, it has been a pleasure working with them. I look forward to conducting further C-EO work with the MOD CEDE Office in the near future.”*

*- C-IED Staff Officer, British High Commission, Islamabad, Pakistan*



*“Brimstone has found working with the MOD CEDE office an absolute pleasure.*

*From their pragmatic ‘can do’ approach to contracting, through to their joint working on problem solving, both parties have worked very hard to make a success of this contract, the first of its kind.*

*We look forward to progressing with such a positive working partnership to deliver the best effect possible on the ground.”*

*- Aaron Florence, Founder & Managing Director at Brimstone Site Investigation Ltd.*



*“The Defence EOD and Search staff branch is impressed with the professional and diligent manner in which operations at the FAWR*

*Cowden have thus far been conducted. The manner in which both BSI and the CEDE Office have approached assurance and issue resolution in a pragmatic and timely manner is hugely encouraging and to be commended.*

*DEODS appreciate the continued good work that is being undertaken in a safe, professional and assured manner and remain on hand to provide advice and guidance as and when required.”*

*- Staff Office, DEODS, Army HQ*

# CONTACT US

If you are working in the Global Network, use this catalogue to help identify potential opportunities for the UK MoD to offer C-EO support through the CEDE Office to our international partners.

‘Government Assured – Contractor Delivered’

If you are part of the UK supply chain and can offer relevant C-EO capabilities, join our CEDE Office Supplier Framework, secure new opportunities for exports and engage with influential stakeholders



## COUNTER EXPLOSIVE ORDNANCE DEFENCE ENGAGEMENT (CEDE) AMMUNITION SAFETY MANAGEMENT COURSE 17 FEB – 6 MAR 20 HQ ISAT, FREETOWN, SIERRA LEONE



Rear Row: SSgt Conteh D, Pte Marah FN, Sgt Koroma JM, LCpl Mansaray A, Cpl Kamara AY, PC Sheriff M, WO2 Kargbo  
Centre Row: Cpl Kamara AB, WO2 Kallon UD, LCpl Brima E, Pte Brima S, Pte Bockarie W, Cpl Massaquoi B, PC Sesay OT, Cpl Mansaray M, Pte Kargbo A  
Front Row: Lt I Koroma, 2Lt JA Koroma, Tim Needham, Fred Toland, Charlotte Gage (Hd ISAT), Lt Col M Palmer (ISAT)  
Andy Hoole, Capt SI Kamara, Lt M Rashid, Insp IA Kamara



SUTTON  
HOUSE

CEDE Office Ammunition Management Training Course