

Defence Equipment Sales Authority

*Delivering Defence Equipment Sales
Today, Tomorrow, Together*



Richard Whalley
Head DESA
20 May 24

<https://m.youtube.com/watch?v=QTqGK8pFlnA>

Defence Equipment Sales Authority

An important part of our brand; the fact we are part of the Ministry of Defence is important to Whitehall and our customers

We deal with **equipment**, not land, buildings or nuclear, and we work within the Defence Equipment and Support (DE&S)

The majority of our business seeks to sell anything that can make money for the Commands, from aircraft to scrap metal

DESA are the sole authority for the sale of surplus assets

The financial Receipt goes directly to the Front Line Command

Defence Equipment Sales Authority – The Value Proposition

Promote UK Industry law
Defence and Security
Industrial Strategy (DSIS)



Government to Government
MOD to MOD
Joint collaboration

Maximise receipt to UK MOD
Meet legal and environmental requirements



Complex Asset Sales

- Multi DLOD
- Complex Assurance
- Contractual obligations and deliverability by all agencies key



Gov to Gov / Government to Industry Asset Sales

- “Sold as lying”
- Routine Assurance law delegations.
- Easiest way to deliver a sale



G-G / G-I Inventory Sales

- Relatively Routine
- Standardised Pricing Structure
- Option to sell via NLSE



Equipment and Inventory Disposals for Gainshare

- 3 x Contracts
- Assets held by MOD until sale
- Often use auction / other sites for sales



Equipment Sales and Inventory Disposals at cost

- 5+ Contracts
- Hazardous waste / Clinical / Secure Shredding etc

PROSPECT

DELIVERY

Identify and
Market

Develop the Prospect

Engage with
Potential
Customers

Negotiate Sale

Conclude Sale

1.0 Identify the Prospect (OSD- 2 years)

1.1 Establish the offer

1.2 Leverage DESA stakeholder network

2.1 Establish the asset background

2.1.5 Check and manage ASSC

2.2 Conduct Market Research

2.3 Stakeholder Identification and Kick-Off
Meeting

3.1 Gain F680 Approval

3.3 Delivery Endorsement Committee
Engagement

4.1 Provide Technical Information

4.2 Host Technical Visit

4.3 Negotiate with the customer

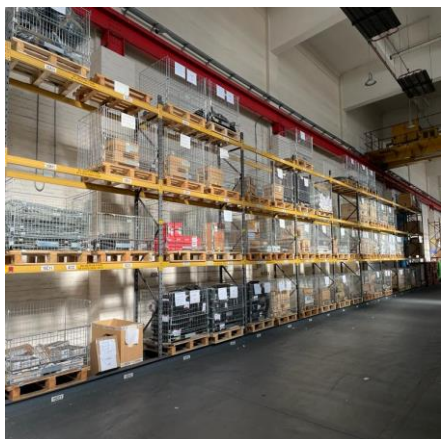
4.4 Draft Sales Agreement

4.5 Business Case Approval and signing of
Sales Agreement

5.1 Assist with Export Licenses

5.2 Receive Payment, conduct Transfer of
Title

Defence Equipment Sales Authority – Reuse, Recycle, Recover



Surplus Inventory



Metals



Weapons



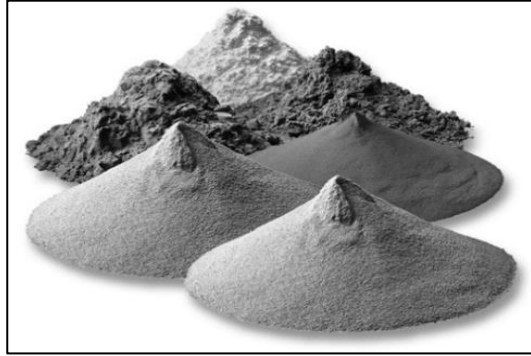
Site Disposals



**Future Submarine
Dismantling**

Defence Equipment Sales Authority – Driving Sustainability

AM Metal Feedstock from Surplus Spares



Mineral Recovery?



Metal Recycling & Reforging



The Royal Mint – Precious Metal Recovery

Recovering non-sustainable critical materials from electronic assets

- Fast developing changes to exports landscape in UK Defence
- Impact of Safety and Environmental legislation
- Developing industrial partnerships to deliver capability sales more effectively

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