

**From:** [REDACTED]  
**To:** [REDACTED]  
**Subject:** Re: 20140319-SANGCOM VVIP Task - Heads Up-R  
**Date:** 19 March 2014 17:10:34

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Gerry,  
Got it, we could probably do something, but the difficulty is the cost for these capabilities is wrapped in the DII contract, so not sure I have individual pricing, however, I may be able to get MS to do something. Will wait out the call from Tim.

Rgds

Brian  
Message sent from a MoD Blackberry device.

----- Original Message -----

**From:** [REDACTED]  
**Sent:** Wednesday, March 19, 2014 08:49 AM  
**To:** [REDACTED]  
**Subject:** FW: 20140319-SANGCOM VVIP Task - Heads Up-R

Brian,

Tim may contact you about this - obviously very sensitive.

Regards

Gerry

Gerry [REDACTED]

-----Original Message-----

**From:** DES ISS SANGCOM-Comd-PD (Watts, Tim Brig)  
**Sent:** Wednesday, March 19, 2014 8:48 AM  
**To:** DES ISS Comrcl-Hd(Richardson, Alan SCS)  
**Cc:** [REDACTED]  
**Subject:** RE: 20140319-SANGCOM VVIP Task - Heads Up-R

Thanks, Gerry and Alan.

I think, based on the information we already have (some of it is still in translation),and some assumptions, DIST will be able to give a pricing bracket.

Alan, those are real issues that we shall need to understand. An underpinning pricing benchmark will be a good start.

I've not promised anything yet.

Tim

TJPW  
[REDACTED]

-----Original Message-----

**From:** DES ISS Comrcl-Hd(Richardson, Alan SCS)  
**Sent:** 19 March 2014 07:35

To: DES ISS SANGCOM-Comd-PD (Watts, Tim Brig)  
Cc: [REDACTED]  
Subject: RE: 20140319-SANGCOM VVIP Task - Heads Up-R

Tim

Worth saying it will be difficult/impossible to provide any Commercial resource from here to support. Perhaps more importantly whilst I recognise the opportunity this offers we will need absolute clarity over pricing to ensure there is can be no accusation, either real or perceived, of any impropriety. Especially considering who owns the companies involved. Also, going tactical, don't understand under what law the contract would be let - I do not believe we currently have the ability to contract in Saudi law.

Recognise all this may be unwelcome but we clearly need to consider the practicalities and wider implications carefully prior to promising we can do this. It may be a choice between hard conversations now or harder ones later.

Alan

Alan Richardson  
Head Commercial ISS

[REDACTED]

From: DES ISS-Dir [REDACTED]  
Sent: 19 March 2014 07:29  
To: DES ISS SANGCOM-Comd-PD (Watts, Tim Brig)  
Cc: [REDACTED]  
Subject: Re: 20140319-SANGCOM VVIP Task - Heads Up-R

Tim,

Wonder if another angle to this should be that we get Brian's team to price up with [REDACTED] what it would cost us back here to implement a similar system at similar scale. That way we at least have a benchmark as some evidence that we are getting VFM.

Regards

Gerry

-----Original Message-----

From: DES ISS SANGCOM-Comd-PD (Watts, Tim Brig)  
To: DES ISS-Dir [REDACTED]  
Cc: [REDACTED]  
Cc: [REDACTED]  
Cc: [REDACTED]  
Subject: 20140319-SANGCOM VVIP Task - Heads Up-R  
Sent: 19 Mar 2014 06:58

Gerry, Alan,

Had a fast ball of which you should be aware.

Pince Mit'eb wants a Technical [REDACTED] solution for his extensive Technical [REDACTED] in NGHQ. I have been directed to contract for this with a company called ABTSS, whom we know well (owned by the Fustoks). ABTSS have provided a proposal and price (~£8m) that was attached to the letter of direction. The money is to come from LOA 3P3. The Guard does not want this contracted through GPT as they say they do not trust GPT to deliver quickly (and do not, I assume, want to pay the 17% overhead). Timescale: 'Urgent' . .

There are all sorts of questions that will go back and forth, not least around a strange reference to delivery being supervised by another part of the SANG called SANG IC who run the SANG's Technical [REDACTED]. Al Ayadhi is now away on leave for a week so I'll engage on his return.

This is going to be difficult/impossible to turn down, although what 'this' is will need refining. Conversely it is a real opportunity to build influence and reputation with the one person we, HMG, really want to reach.

But . . . I can't do this with the resource I have. This is going to need a full time project manager with very strong IT credentials and the ability to deliver at real pace in a very sensitive environment – on the face of it a good job for a Technical [REDACTED]. The ABTSS proposal is a plausible idea but needs considerable work before we'd get a contractable design. And, at least initially, I shall need commercial resource to construct a contract from scratch with a Saudi company, and mitigate the commercial and compliance risks. I think we can make a start, by stopping other things.

More to follow.

Tim

Brigadier Tim Watts OBE CEng FIET FBCS | Programme Director SANGCOM  
[REDACTED]

Message sent from a MoD BlackBerry device.