Land Systems Division
Capability Acquisition and Sustainment Group

LAND 400 PHASE 3
Industry Brief – 5 Sep 18
GENERAL ADMINISTRATION
• Turn off mobile phones and recording devices.
• Consent to publish company name and details in RFT addendum.
• Questions until end of presentation.
• This presentation and the RFT are UNCLASSIFIED.
• Dates in presentation are for planning purposes only and remain subject to change.
• In the event of an emergency situation, please follow instructions from LAND 400 or facilities staff, leave in an orderly fashion through the same doors you entered.
• Other amenities in the facility.
DISCLAIMER

Industry briefings are conducted for the purpose of providing background information only. Tenderers should note clause 1.4.1 within the Condition of Tender (COT), which states:

- The Commonwealth may amend the RFT by giving the Tenderers timely written notice. If the Commonwealth amends the RFT after tenders have been submitted, it may seek amended tenders.

Tenderers must not rely on a statement made at an industry briefing as amending or adding to this RFT unless that amendment or addition is confirmed by the Commonwealth in writing.

- COT clause 2.7.2
Sequence of Events

Wednesday 5 Sep 18 Industry RFT Brief

• 09:00 – 09:15  Registration
• 09:15 – 09:20  Administration Brief
• 09:20 – 09:30  HLS Opening Remarks
• 09:30 – 10:00  LAND 400 Phase 3 RFT Brief
• 10:00 – 10:15  Questions

Wednesday 5 and Thursday 6 Sep 18 One on One Meetings

• By prior appointment only (closed 29 August 2018)
• For the purpose of clarifications for Tenderers intending to submit an RFT response
• Arrive 10 minutes prior to scheduled start time
• Limited to 25 minutes duration

Friday 7 Sep 18 – Classified Briefing
Land Systems Division
Capability Acquisition and Sustainment Group

Major General David Coghlan
Head Land Systems
• Land 400 Phase 3 seeks an Infantry Fighting Vehicle (IFV) with high levels of protection, mobility and lethality, capable of lifting a standard infantry battalion section including six dismounts.

• A key discriminator will be the tactical manoeuvrability of the IFV. These are to be similar to the Australian M1 Main Battle Tank to enable combined arms manoeuvre, along with operational and strategic mobility on ADF platforms.

• Defence’s preference is for a tracked vehicle with a manned turret.

• The project will also provide specialist tracked Manoeuvre Support Vehicles to enable Army to undertake combat operations in a joint environment to overcome enemy constructed obstacles and to aid the construction of defensive fortifications.
Land Domain - Structure

LAND DOMAIN

DEPSEC

Land Systems Division

Armoured Vehicle Division

- LAND 400 Ph 2
- LAND 400 Ph 3
- Mounted Combat SPO
- LAND 907 Ph 2
- LAND 8160 Ph 1

January 2019
Land Systems Division
Capability Acquisition and Sustainment Group

Brigadier Greg McGlone
Director General – Combined Arms Fighting System
<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>1 Mar 19</td>
<td>Request For Tender Close</td>
</tr>
<tr>
<td>Q3 2019</td>
<td>Initial Evaluation to Shortlist (6 months)</td>
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<tr>
<td>Q3 2019</td>
<td>Shortlist announced</td>
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<tr>
<td>Q3 2019</td>
<td>Risk Mitigation Activity (RMA) Contract signed</td>
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<td>Q3 2019 – Q3 2020</td>
<td>Vehicle Mobilisation for Test and Evaluation (12 – 18 months)</td>
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<td></td>
<td>Conduct Land 400 Phase 3 Australian industry showcase workshops throughout Australia with shortlisted tenderer/s</td>
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<tr>
<td>Q3 2020</td>
<td>3 Vehicles per solution delivered for RMA</td>
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<tr>
<td>Q3 2020 – Q3 2021</td>
<td>Conduct RMA – comprising:</td>
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<td>Workshops with shortlisted tenderers</td>
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<td></td>
<td>52 week Test and Evaluation program</td>
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<td></td>
<td>Parallel negotiations and submissions of revised offers</td>
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<td>2022</td>
<td>Government decision</td>
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<tr>
<td>FY 2024-25</td>
<td>Initial Operating Capability</td>
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<tr>
<td>2030</td>
<td>Final Operating Capability</td>
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Acquisition & Support contracts with an associated Deed of Enduring Obligation

- Single commercial entity must respond to all three elements
- Deed of Enduring Obligation to establish a direct link to the OEM of the Mounted Close Combat Capability (MCCC) for access to IP and engineering resources over the capability’s Life of Type (LOT).

Staged approach

- Stage One – Initial Screening, Detailed Evaluation and Shortlisting
- Stage Two – Risk Mitigation Activities (RMA) with shortlisted tenderers
- Stage Three – Final evaluation stage (Selection of a Preferred Tenderer)
Part 1 - Conditions of Tender includes:
- Tender Data Requirements;
- RMA Contract; and
- Request for Information (RFI).

Part 2 - Acquisition Contract
- Based on ASDEFCON Complex Vol 2 v3.0, modified; and
- Seeking tracked vehicle solution.

Part 3 - Support Contract
- Based on modified ASDEFCON Support v3.1, modified; and
- 7 Year Contract (with options to extend - Max 30 years).

Part 4 - Deed of Enduring Obligation
- To establish a direct link with the OEM of the MCCC for access to IP and Engineering Resources over the capability’s Life of Type.
• Must be a single legal entity for the performance of all obligations under the Acquisition and Support Contracts.
• Must complete and provide the information requested in the Annexes to the TDRL and must do so in the manner specified in the Annexes to the TDRL
• The Commonwealth will not consider a tender for:
  – part of the Supplies;
  – part of the Services; or
  – the Supplies only, the Services only or the Deed of Enduring Obligation only.
Defence seeks information from industry on their ability to fulfil the following roles:

- Armoured Mortar Vehicle, including a mortar ammunition re-supply role;
- Armoured Logistics Vehicle; and
- Protected Amphibious Vehicle.

Tenderers are invited to provide a response to the above. The Commonwealth may assess and seek further information of the RFI responses during RMA, which may then be considered during final detailed evaluation.
Essential technical requirements (Annex A to SOW and COT clause 3.6.1):

- **May exclude** if not:
  - Tracked vehicle
  - C-17 & LHD transportability
  - Carrying six dismounts
Essential requirements – COT (clause 3.6):

- **Will exclude** if a Tenderer is unable to provide access for the Commonwealth to view and satisfy themselves regarding the maturity of the designs of all vehicle variants.

- **May exclude** a shortlisted Tenderer if they are unable to provide RMA vehicles by RMA ED+52 weeks *[Refer Serial 6 of clause 1.1.1 of Ann A to Att A of the RMA Contract.]*

- **May exclude** a shortlisted Tenderer if that Tenderer is unable to provide RMA vehicles in the same configuration as that tendered.

- **Will exclude** a shortlisted Tenderer if that Tenderer does not participate in the AIC Roadshow.
• Tenderer must not, **without prior written approval from the Commonwealth**, permit any current or former Commonwealth Personnel, or Defence Service Provider to contribute to, or participate in, any process or activity relating to the preparation of the Tender or the RFT process, if:

  – the person was involved at any time in the planning of the procurement to which this RFT relates, the preparation of this RFT, or the management of the RFT process; or

  – the person was at any time during the 12 months immediately preceding the date of issue of the RFT involved in a Defence procurement process or activity relevant or related to the RFT.
REQUIREMENTS & PERFORMANCE
• **Technical Requirements**

– Technical Requirements Matrix (TRM) is a subset of the Functional Performance Specifications (FPS) and will be the requirement used to undertake Stage-1 evaluation.

– Tenderers should consider all FPS requirements. The Contract Specification will be developed based on the FPS in Stage-2 RMA and will be used for the Stage-3 Evaluation.

– Tenderers are to consider the ideal number of **variants** required to fulfill the nine (9) roles.

– Protection requirement details and discussion will be conducted at the Classified Brief.
• Capability Options

– As part of Tender Data Requirements – Technical (TDR-F), Tenderers can propose potential options which further enhances the capability. This information will not form part of the Stage-1 evaluation.

– Options must not be included to enable compliance with the TRM and FPS. Options should only be provided where they offer additional capability over and above the Commonwealth minimum requirements in the TRM and FPS.

– CoA will provide guidance to the shortlisted Tenderers on what options are of interest, and Tenderers need to ensure these would be available for evaluation/demonstration during RMA.
FUNDAMENTAL INPUTS TO CAPABILITY
RFT – ILS Requirements

• Logistics Overview:
  – Construction of a 5th Gen Support System:
    • Use of Interactive Electronic Technical Publications (IETP) and associated standards.
    • Demonstrate the application of ISO Asset Management processes and methods.
    • Conditions Based Maintenance (CBM) – Underpinning Philosophy.
    • Supportability decisions underpinned by detailed modelling.

• Requirements:
  – Development of a Health & Usage Monitoring System (HUMS) Data Record.
  – Task Analysis conducted for Operator / Maintainer / Support.
  – Expectation of ILS deliverables development during RMA.
Training Overview:

- Initial Training Concept:
  - School of Armour remains the Centre of Expertise for armoured vehicle training
  - Crew Commander training and majority of gunnery training to be conducted at Puckapunyal
  - Remainder ‘decentralised’ in various locations

Requirements:

- Iterative approach for Training design and development throughout Stage 1 evaluation and RMA.
- Seeking options to lease or buy parts of/all of the training system.
- UMS remains Commonwealth preferred option for ATL1 driver training.
- Links/integrates with Phase 2 Training Management System and wider Defence training and simulation network.
PROJECT MANAGEMENT
Project Management Focus Areas

- Integrated Delivery Strategy
- Contract Master Schedule
- Past Performance
- Initial Operating Capability Definition
- Delivery Schedule
Pricing elements are aligned with Statement of Work (SOW) and Basis of Provisioning (BOP)

Pricing should be provided with a sufficient level of detail that gives a high level of price confidence in the tendered solution.

- E.g. Price of the vehicle should be broken down by subcomponents such as:
  - Drive module
  - Turret
  - C4I
  - Armour etc.
## Request for Tender – IFV Basis of Provision

<table>
<thead>
<tr>
<th>Role</th>
<th>Direct Fire High Survivability Lift</th>
<th>Specialist Support</th>
<th>IFV Fleet</th>
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<tbody>
<tr>
<td>Infantry Fighting Vehicle</td>
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<tr>
<td>Command and Control</td>
<td>232</td>
<td>19 21</td>
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<td>Ambulance</td>
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<td>Combat Eng.</td>
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<td>21 19 9 24 25 22</td>
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## Request for Tender – MSV Basis of Provision

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<thead>
<tr>
<th>Role</th>
<th>Manoeuver Support Vehicle</th>
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<tbody>
<tr>
<td>Total</td>
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### Indicative RFI Basis of Provisioning

#### Request for Information – IFV Basis of Provision

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<tr>
<th>ROLE</th>
<th>IFV-Logistics</th>
<th>IFV – Mortar ammunition</th>
<th>IFV - Mortar</th>
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#### Request for Information – Amphibious Basis of Provision

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<th>Amphibious</th>
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<td>Total</td>
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Australian Industry Capability
• Tenderers are to provide a plan outlining how they will meet the AIC program objectives.

• Shortlisted tenderers are required to participate in an AIC Roadshow during RMA.
The Defence Industry Capability Plan (DICP) outlines Government’s vision to build a robust, resilient and internationally competitive Australian defence industry base that is better able to help meet defence capability requirements, advance Australia’s economy and create and sustain Australian jobs.

The DICP introduces an initial list of ten Sovereign Industrial Capability Priorities (SICP). A number have been identified for L400 Phase 3.

The proposed Australian Industry Capability (AIC) Plan solution in your response to L400 Phase 3 is a key consideration in evaluating the offers. The AIC plan is to be optimised to deliver VFM to the CoA.

For those wishing to respond to the RFT or seeking further information on the AIC Program we recommend undertaking a AIC Workshop - contact details to arrange a workshop are on the next slide.
AIC Program Workshop

• Topics covered:
  • Strategic need for Australian Industry as a FIC
  • DIPS objectives
  • AIC Program objectives
  • AIC Plan run through

• Key Contact & References

• To arrange an AIC Workshop contact: aic.info@defence.gov.au (CC the L400 Phase 3 Contact Officer)

• Centre for Defence Industry Capability can be found at: https://www.business.gov.au/centre-for-defence-industry-capability

• AIC Workshop Duration and Participants
  • Between 3 – 4 hours
  • Anyone involved in developing the response
    • BD/Acct Managers
    • Bid Managers
    • Commercial
    • Pricing

• Recommend including key supply chain participants
• Workshop highly interactive
• Important to Note: The AIC Workshop will be about the program and not anything to do with the specific requirements of L400 Phase 3. Should you have specific questions on the project or the RFT they will need to be directed to the contact officer.
Tender Lodgement

- Electronic Lodgement of Tenders is mandated
  - Except as specified in Tender Details Schedule, Non-editable ‘read only’ version of the tender in searchable PDF, including any supporting material such as brochures, handbooks or sample drawings
  - All price schedules in a format compatible with Microsoft Excel 2010
  - Specific requirements for some deliverables in Tender Details Schedule

- Tenders lodged after the Tender Closing Time may be excluded from consideration.

- Tenders are to be lodged via AusTender (https://www.tenders.gov.au) before 5pm local time in the Australian Capital Territory on 01 March 2019.

- Lodge early to avoid possible technical issues
Any queries regarding the RFT should only be directed to land400.phase3@defence.gov.au