

## LAND 8180 PHASE 1 - AVIATION FIRE VEHICLE



**PUBLIC AIC PLAN**

**ROSENBAUER PANTHER 6x6 HRET**

**PUBLIC AIC PLAN**  
**Land 8180 Phase 1 – Aviation Fire Vehicle**

**COMPANY DETAILS**

Company Name: Rosenbauer Australia Pty Ltd  
Address: 80 Dunhill Crescent, Morningside, Qld 4170  
Website: <https://www.rosenbauer.com>

**EXECUTIVE SUMMARY**

LAND 8180 Phase 1 will provide the Australian Defence Force (ADF) with a quantity of 19 Aircraft Rescue and Fire Fighting (ARFF) vehicles to replace the current in-service Aviation Fire Vehicle fleet. In addition to the ARFF vehicles, this acquisition includes Support System Components and Training to introduce the capability into service with the ADF.

Rosenbauer Australia Pty Ltd (RAU) is supplying the Rosenbauer Panther 6x6 High Reach Extendable Turret (HRET) as the equipment to meet the major physical and functional requirements of Specification DEF(AUST) 11516 2.0 Type C - Aviation Fire Vehicle as part of LSD/Con/12267/1.

There are no Sovereign Industrial Capability Priorities (SICPs) or critical industrial capabilities applicable to this Contract.

<b>Land 8180 Phase 1 Aviation Fire Vehicle</b>	
Contract Value	\$31.8M (GST excl)
Prescribed Australian Content Expenditure (ACE)	9.6%
Duration	November 2022 to June 2025

The Australian Industry Activity consists of the following components:

- Project management
- Training development and delivery
- Integrated Logistic Support (ILS)
- Vehicle homologation
- Engineering support
- Vehicle delivery

**Team Rosenbauer Australia**

RAU is a wholly owned Australian subsidiary of Rosenbauer International and is the Prime Contractor for Land 8180 Phase 1 with full accountability for the program outcomes. RAU provides sales and distribution of Rosenbauer fire-fighting equipment into Australia, New Zealand and the Pacific Islands region. RAU is a highly capable Australian SME with a

proven record of delivering ARFF vehicles and related support services to the ADF since 2008.

RAU has engaged a strong Australian industry team with specific domain expertise to deliver key supporting elements of the Land 8180 Phase 1 program:

- Kellogg Brown and Root Pty Ltd shall provide overall project management, ILS and engineering support to RAU.
- JVAT Pty Ltd shall provide overall safety program support.
- Tiger Spider Pty Ltd shall provide the vehicle homologation.
- Rise of the Phoenix Pty Ltd shall provide vehicle land transportation.

### **SUBCONTRACTED WORK**

The total forecast value of Subcontracts is \$2.6M (GST excl) and the calculated ACE is 10.98%.

#### **KBR Pty Ltd (KBR) - Approved Subcontractor**

RAU has signed KBR as an Approved Subcontractor responsible for the unique ILS and PM requirements of Land 8180 Phase 1. KBR shall provide the subcontracted support from their Melbourne, Sydney, Canberra and Nowra offices.

KBR maintains a fully trained, Australian staff of approximately 1200 with current skills within the Australian Defence Contracting (ASDEFCON) environment and has a track record of success in executing ADF programs. KBR's personnel have extensive experience in supporting ASDEFCON contracting requirements and a strong familiarity with Australian Defence requirements, standards and processes.

KBR shall develop the Support System to meet the requirements of Land 8180 Phase 1 including Integrated Logistic Support activities, using proprietary technology-based toolsets, program management, training, documentation, maintenance planning and supply support products.

KBR is certified globally through Lloyd's Register Quality Assurance for quality (ISO 9001), environment (ISO 14001), and occupational health and safety (ISO 45001).

KBR is an Indigenous and Veteran employer who engages both groups directly and subcontracted for services.

#### **JVAT Pty Ltd (JVAT) - SME**

JVAT is located in Melbourne and has signed a subcontract with KBR for the implementation of the extensive System Safety Program (SSP) elements and associated deliverables in accordance with ASDEFCON requirements.

JVAT is an Australian SME employing less than 50 staff in various Australian locations. JVAT also exports their services through their office in the USA. JVAT scope of work for Land 8180 Phase 1 is summarised below:

- System Safety Program Plan (SSPP),
- Safety Case Report (SCR), and

- Light Emitting Diode Product Safety Paper (LEDPSP).

JVAT is certified through Lloyd's Register Quality Assurance for quality (ISO 9001) and provides risk and assurance services across the Defence, Government, Transport and Infrastructure, Energy and Resources sectors.

### **Tiger Spider Pty Ltd - SME**

Tiger Spider Pty Ltd is located in Melbourne and has signed a subcontract with RAU to facilitate Australian homologation. Tiger Spider is also registered as vehicle import approval agents for Rosenbauer to ensure that vehicles can be delivered to the Commonwealth without interruption from RBI's overseas manufacturing plants.

Homologation is the process of certifying the vehicle to ensure it meets regulatory standards and specifications, such as safety and technical requirements specified in the Australian Design Rules (ADR). The homologation activity cover issues such as occupant protection, structures, lighting, noise, engine exhaust emissions, braking and a range of miscellaneous items.

Tiger Spider is an expert in the area of Heavy Vehicle National Law (HVNL) and works closely with the National Heavy Vehicle Regulator (NHVR).

Heavy vehicle licensing and procedures are still administered by State and Territory road authorities so Tiger Spider shall also help facilitate the final step in gaining permitted public road access in the various States and Territories as required under Land 8180 Phase 1.

### **Rise of the Phoenix Pty Ltd – Vehicle Land Transportation**

Rise of the Phoenix Pty Ltd is located in Brisbane and shall be subcontracted to RAU to facilitate the transportation of the Aviation Fire Vehicles from RAU premises, Morningside, QLD 4170 to RAAF Base Amberley.

### **CREATION, ENHANCEMENT AND MAINTENANCE OF AUSTRALIAN INDUSTRY CAPABILITIES**

Combining KBR's experience in ILS and project management with RAU's own Australian team's specific experience in the sales, entry-into-service and technical support activities for the vehicles, ensures a program which delivers superior value at least risk to the Commonwealth.

RAU operates an extensive dealer network of Australian companies to provide support for various technical aspects of the vehicles, while KBR maintains an active Technical Services Network (TSN) of over three hundred Small to Medium Enterprises (SMEs) which can be engaged on projects to complement the KBR workforce. Both these mechanisms can be used as required in support of the Land 8180 Ph 1 program.

There is no specific local R&D intended under this program given the predominantly COTS nature of the vehicles supplied; however, there shall be sufficient transfer of technology to local RAU engineers and third party subcontractors under this program to enable entry-into-service and to ensure future in-country sustainment and upgrades can be supported.

## **FUTURE WORK OPPORTUNITIES**

RAU is committed to its AIC Plan focussing on engaging Australian industry where the maximum opportunity for value add and risk reduction can be recognised in this predominantly COTS program.

Economies of scale for predominantly COTS acquisition programs are achieved by maintaining commonality of existing suppliers, wherever possible, across multiple customer vehicle acquisition programs. This program is no different, and thus supply chain commonality with other programs shall be retained.

Whilst no specific commercial supply chain opportunities have been identified for Australian Industry in connection with this acquisition program, RAU does look towards constantly evolving its supply chain to take advantage of leading technology and services for ongoing support of the Aviation Fire Vehicles. RAU shall contact and evaluate Defence and commercial suppliers directly if new supply chain opportunities shall arise.

## **MARKET ENGAGEMENT**

Given the Commonwealth's stated COTS preference, and maturity of Rosenbauer's existing overseas vehicle production facilities and production processes, the focus of the market testing activities during tender development turned to the Integrated Logistics Support (ILS) and program management elements unique to delivering an ASDEFCON acquisition program.

The importance of engaging key Australian partners with specific expertise in ASDEFCON program execution to complement COTS vehicle production was recognised early in the tender phase.

The commercial viability of onshoring any vehicle production activities was not viable and did not need to be advertised. The strong Australian team was formed from previous collaborations, during the tender development phase, has the required capability and capacity to deliver the program support requirements in an ASDEFCON framework.

## **RAU CONTACT**

RAU shall be providing 15 years Life of Type (LoT) support for the Rosenbauer Panther HRET 6x6 Aviation Fire Vehicles. The ongoing support shall require a dedicated RAU team of management, accounting, warehouse and maintenance personnel.

If you would like to join the RAU Team please contact:



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