

Saab Australia Pty Ltd
ABN 88 008 643 212

Reference 2041293

PUBLIC AUSTRALIAN INDUSTRY CAPABILITY (AIC) PLAN
JOINT PROJECT 2060 PHASE 3 ACQUISITION | DEPLOYABLE HEALTH CAPABILITY

ATTACHMENT-A TO AICP APPENDIX-C

1. Company Details

Company Name: Saab Australia Pty Ltd
Address / Location: 21 Third Avenue, Mawson Lakes SA 5095
Website Details: www.saab.com.au

2. Executive Summary

2.1. Company Overview

Saab Australia (Saab) is a provider of Defence, Security, and Cyber solutions with a focus on the development and integration of command and control systems. Saab has proven its capabilities across multiple domains and has a reputation for the delivery of mission critical complex systems integration projects. It is leading research and development for Australia's future combat power and is deploying technology to protect Australia's critical infrastructure, ensuring the safety of its people and society.

2.2. Project Overview

The Commonwealth has contracted Saab to provide preventative health, responsive treatment, evacuation and rehabilitation, and enhanced health service logistics in support of the JP2060 Phase 3 Deployable Health Capability (DHC), collectively known as the Health Clinical Care (HCC) capability.

The HCC capability provides the physical materiel and services to enable health service delivery. It consists of deployable infrastructure, integrated with equipment and supplies that are transported to the Area of Operations (AO), set up, operated and reconstituted at the end of the deployment.

3. Scope of the Contract

Saab has partnered with Aspen Medical, Philips Electronics Australia, Global Defence Solutions (GDS), and Marshall Land Systems to deliver more than 550 deployable medical modules. The modules will provide functions enabling clinical treatment and care up to hospitalisation, and incorporate critical support infrastructure such as shelters, internal power distribution, water and waste management.

For JP2060 Phase 3, Saab has awarded contracts to Australian companies in the areas of:

- production of specialised soft shelters;
- production of specialised hard shelters;

- assembly of specialised oxygen generation systems;
- reverse osmosis capability;
- support elements – power cabling, fluid distribution elements, oxygen distribution piping, lighting and related general infrastructure components;
- development of training information material;
- rehabilitation, gymnasium and general furniture and equipment; and
- medical and dental device supply.

4. Contract Duration and Price

The Contract (Acquisition) will be delivered in accordance with an agreed delivery schedule over a period of 4.5 years from 24 September 2020, with a total value for the Contract (Acquisition) and Contract (Support) of AU\$404 million for both Contracts.

5. Scope of Work Subcontracted to Australian Industry

The scope of work performed under JP2060 Phase 3, as allocated to Australian Industry can be summarised as follows:

- Total Contract Value Contract (Acquisition):** AU\$334 million
- Total Local Industry Activity Value (Acquisition):** AU\$222 million
- Subcontractor Details:** For JP2060 Phase 3, Saab initially engaged with over 430 companies, resulting in shortlists, contracts, and negotiations with 70 companies for more than 200 sub-systems and work packages valued at approximately AU\$156 million across the Contract (Acquisition), including the Saab scope. Table 2 lists the Australian industry key partners.

Table 2. Australian Industry Key Partners

Australian Partner	Local Industry Activity	Status	Location
Aspen Medical	Development and delivery of operational training.	Contracted	Canberra ACT
Philips Electronics Australia	Identification and procurement of Philips and third party medical devices.	Contracted	North Ryde NSW
Global Defence Solutions (GDS)	Engineering, development, and manufacture of Soft Shelter and Hard Shelter capability, heating ventilation and air conditioning, and electrical and lighting systems.	Contracted	South Nowra NSW

Saab selected these subcontractors and suppliers based on their experience, commitment to quality, value for money, timeliness, adherence to, and knowledge and understanding of the applicable requirements. Saab has progressed with subcontractors located across Australia for supply of the following products and services:

- Deployable Medical and dental equipment;
 - Manufacture of hard shelter solution systems;
 - Manufacture of soft shelter systems;
 - Development and delivery of the collective training solution;
 - Design and manufacture of the light and power distribution systems;
 - Environmental packaging;
 - Design and manufacture of the Oxygen generation system, including distribution equipment; and
 - Design and manufacture of the Mortuary and Class 8 Stores Modules.
- iv. **Location of work performed.** The majority of the work conducted by Saab will be in South Australia, Victoria and Queensland. Our partners Philips, Aspen and GDS are located at various locations across Australia, however now that the DHC Support Centre (DHC SC) is established in South East Queensland, the majority of work will take place from that location.
- v. **Indigenous and Small Medium Enterprise details:** Saab's approach to supporting the Commonwealth of Australia's Indigenous Procurement Policy is to consider and involve indigenous businesses in the supply chain while delivering the Statement of Work (SoW). Saab has a Policy for Indigenous Participation in Procurement, and procurement managers actively seek quotes from Indigenous enterprises and give preference to responses. Two indigenous companies have already been engaged to support the DHC SC in South East Queensland. Saab continues to work with the supply base to identify areas of the JP2060 Phase 3 DHC that its consortium of Registered and Certified Suppliers could complete; it is expected that this approach will focus on further developing Indigenous businesses to participate in the project's support network. Saab also actively seeks Small and Medium Enterprises to form key parts of its supply chain, most recently collaborating with GDS on major infrastructure capability being developed under the Contract locally in Australia.

6. Training and Initiatives Offers to Australian Industry

Saab provides support and training to the subcontractors and suppliers in its supply chain to improve their knowledge of Defence contracting and packaging requirements. Some Medical/Health suppliers have not previously worked in the defence sector under an ASDEFCON environment and Saab provides training and regular facilitation in support of this. Selected supplier products and capabilities are also showcased at major Australian and regional exhibitions and trade shows which leverage opportunities for supplier local and export growth. As discussed below, the Centre of Excellence (CoE) in the Saab Melbourne office plays a significant role in this initiative.

7. Scope of Future Work Opportunities

Saab has transitioned responsibility for DHC programs from Sweden to Australia. The mechanism for this is the DHC Centre Of Excellence (CoE) which focuses on DHC design, and supplier engagement in Australia, thereby creating multiple export opportunities which actively utilise local expertise to expand opportunities

which benefit local Australian Industry suppliers with flow-down of work, as well as establishing relationships with Saab suppliers and industry, generating further direct opportunities.

Saab takes a proactive approach to supply chain management, giving Australian industry, particularly Small to Medium Enterprises (SMEs), the opportunity to understand Defence requirements and how to diversify their businesses into Defence. Saab has over 750 Australian suppliers in its supply chain.

To maximise Australian industry participation in its projects, Saab engages with its existing Australian supply chain on a regular basis and seeks potential new suppliers to explore opportunities to refine products and services or develop new parts in order to improve performance and/or achieve cost savings throughout the product lifecycle. Saab also supports research and development, collaborating with Micro-X on militarised bedside X-Ray capability, and local universities on a variety of initiatives, including doctoral (PhD) funding for R&D activities.

Saab continues to seek business opportunities in the defence and commercial sectors, both domestically and internationally. As a result, Saab is working to develop suppliers for its domestic and global supply chains, and will engage with Australian industry and test the market as opportunities arise. Specific details about this engagement process are provided below.

Saab's highest priority is the successful delivery of JP2060 Phase 3. In parallel to a delivery-focused execution, Saab aims to engage further Australian subcontractors within the Saab Global Supply Chain. This supplier-base growth will, in part, occur organically, due to the engagement of established suppliers on JP2060 Phase 3, and by increasing Saab's knowledge of their capability and performance through the CoE. Additionally, Australian subcontractors will be able to participate in Trade Delegations, Trade Shows and visits to Saab Business Units around the world for briefings and introductions to global opportunities with Saab.

8. Future Opportunities Industry Engagement

The scope of work under the JP2060 Phase 3 Contract (Acquisition) and Contract (Support) encompasses a wide range of activities required to support HCC, and there is significant opportunity for other Australian industry participants to assist Saab in the execution of these contracts.

To engage with and capture potential Australian Industry partners, Saab has a Head of Industry Engagement & Strategic Events whose role is to engage with, and develop opportunities for Australian Industry in support of Saab's business opportunities. The Head of Industry Engagement has also assisted with the development of this AICP.

Saab has an active program for engagement with Australian suppliers through the company's Global Supply Chain; this will be exploited to support HCC. Saab's on-going industry engagement process is summarised below:

- Trade delegations attending to trade shows and exhibitions to gain access to experts in the relevant field;
- Eurosatory, Land Forces, Avalon, IndoPac, MilCIS;
- Meetings and discussions with other industry representatives at trade exhibitions;
- Saab business areas providing briefs to industry on current and upcoming projects, including industry opportunities that exist within those projects;
- Providing industry the opportunity to brief relevant Saab business areas on their company's products and services;

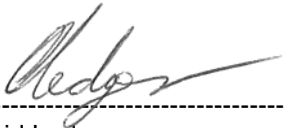
- Work with the Office of Defence Industry Support (ODIS) and defence industry associations such as Australian Industry Defence Network (AIDN), Defence SA and Defence Teaming Centre to brief SMEs on working with primes and understanding defence opportunities; and
- Saab also reaches out to Australian Industry through the Industry Capability Network (ICN) Gateway by publishing Expressions of Interest and Requests for Quotation for major defence and civil projects.

Saab regularly conducts state-based presentations and roadshows to identify potential SME collaboration or supply opportunities for its current and future programmes, including JP2060 Phase 3. This process has so far reached over 430 companies that are directly interested in working with Saab. Saab also supports trade delegations to Sweden, the UK, and Singapore to support Australian companies gaining access to Saab's Global Supply Chain.

As part of these activities, companies are encouraged to register their interest for projects on the Saab Industry Portal Supplier portal (saab.com). Once registered, and if assessed as suitable in accordance with guidelines on the website, companies are invited to register their details on the JOSCAR portal and can then be classified as a Saab Approved Supplier. These companies will be considered for current and future work opportunities. Saab also seeks Expressions of Interest from Australian suppliers for major projects through the ICN Gateway.

9. Points of Contact

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