Industry Brief

Joint Project 2097 Phase 1B
Special Operations Vehicle – Commando

May 2011

Presentation Agenda

• Introduction: Mr Roger Hyde, Program Director JP2097
  – Purpose of the industry brief
  – Security and release information
  – Probit
• Key aspects of the RFT - Audio Presentation (LTCOL Bishop)
  – Project Summary
  – Schedule to Government 2nd Pass Approval
  – Acquisition Strategy
  – Contracting Summary
  – Contracting Stage 1 PD&E Activities
  – Commercial Aspects
  – Technical Aspects
  – Logistic Aspects
• Opportunity for General Questions
Introduction

The purpose of the Industry Brief is to:

• Enable the Project Office to highlight the key aspects of the RFT; and

• Allow industry equal opportunity to seek clarification and ask specific questions regarding the RFT (please save questions until the end).

Introduction - Conditions of this Information Session

• This Industry Brief does not indicate that the Commonwealth will proceed with the procurement of the SOV-Cdo in whole or in part.

• It is a condition of attendance at this Industry Brief that any written or oral materials provided by the Commonwealth is subject to the RFT. If there is any inconsistency between information provided at this industry brief and the RFT, then the RFT takes precedence.

• Only information provided to you either through the RFT or the Commonwealth’s Points of Contact (as detailed in the CoT clause 2.5.1) can be relied upon. You should not rely upon information from other Commonwealth or external sources.

• Attendees are entitled to take their own written notes during the information session but must not record any part using audio or video.

• In the event that the Commonwealth proceeds with the procurement it reserves the right to amend its requirements or process.

• Planning dates advised in this briefing are indicative only and the Commonwealth is under no obligation to hold to these dates.
Introduction - Security and release of information

- This presentation is UNCLASSIFIED.
- This RFT (less part 6, Description of Requirements and some reference documentation) is UNCLASSIFIED. This portion is posted on the AusTender website.
- Elements of the RFT are classified RESTRICTED (note: this is Australian ‘Restricted’ classification).
- Companies cleared to receive and hold RESTRICTED information should have received the full RFT package.
- Companies with Defence facility security clearance can only receive a hard copy of the Restricted parts of the RFT, however companies with an ICT security clearance can receive an electronic version (CD-ROM Disc).
- The Project Office will distribute an Unclassified electronic version of the Compliance Matrix with serial numbers only (ie. no descriptive text) to allow all tenderers to respond electronically.
- Response to the RFT is to be in accordance with the RFT delivery time and location.

Probity Advisor Role

- Probity Advisor is: Legal Firm “Clayton Utz”
- Should you wish to contact the probity advisor then please ensure you follow the process detailed in Clause 2.5 of the Conditions of Tender.
- They are to:
  - Ensure that all the necessary probity principles underpinning the tender process have been observed and that the process has not been exposed to any potential probity risks that could compromise the integrity of the outcome.
  - They will also act as an independent observer and advisor to Defence on the conduct of the tender process.
  - Ensure protocols for site visits, hospitality and gifts and meetings with tenderers are in place and adhered to.
  - Attend and/or monitor activities during the tender briefings, individual meetings and tender evaluation.
Audio Presentation

The Project will investigate two Government approved options.

- Option 1 - Open Request for Tender (RFT) SOV-Cdo (this RFT)
- Option 2 - Investigate the ability of the Land 121 (Overlander) Phase 4 vehicle solution to meet the SOV-Cdo requirements.

Both Options rely on the use and integration of the Harris suite of Radios and Elbit Battle Management System (BMS). These systems will be delivered by other Defence projects (JP 2072 and Land 75/125 respectively), and will be provided as Government Furnished Equipment.

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The Commonwealth Systems Integrator (SI), Elbit Systems, will provide Systems Integration design and C4I installation on the SOV-Cdo Prototype vehicle.

- Both Options rely on the same acquisition approach for the delivery of 9x SOV–Logistic and 9x SOV–Support vehicles (Not part of this RFT, and not covered further in this briefing).
Schedule to 2nd Pass: SOV-Cdo Critical Milestones

- RFT release
- RFT close
- Tender Evaluation
- Award PD&E contract
- PD&E Test and Evaluation
- 2nd Pass options to Govt

Acquisition Strategy Summary SOV-Cdo (1)

- The Commonwealth’s Acquisition Strategy:
  - aimed at minimising the technical risks associated with integrating a variety of sub-systems into a vehicle platform.
  - while the base vehicle would be a MOTS solution, it is expected that some minor modification may be required to comply with Specifications and Australian design and road safety regulations. It is likely that significant development or changes to key system components such as engine, driveline, chassis, and electrical system will preclude any offered solution from evaluation.
- The overall requirement is to purchase an estimated Quantity of between 40-80 SOV-Cdo.
- The SOV-Cdo is to include crew ballistic and mine blast protection, as well as an integrated logistic support (ILS) package which will cover operating, engineering, maintenance, supply and training support.
Acquisition Strategy Summary SOV-Cdo (2)

- Due to the complexity of some of the Command, Control, Communications and Computer (C4) integration (including enhancements and developments to sub-systems), the Commonwealth is separating this body of work from the provision of the prototype vehicle platform.

- The addition of a Remote Weapon Station (RWS) is also considered a complex integration task, however:
  - the Commonwealth has not mandated a particular solution for this sub-system.
  - The Commonwealth considers that the SOV-Cdo supplier is best placed to integrate their proposed solution.
  - The provision of RWS is to be provided as a costed option, in accordance with the requirements of DEF(AUST)10927.

Acquisition Strategy Summary SOV-Cdo (3)

- The serial nature of the prototype vehicle development followed by C4I integration, as well as the time constraints imposed by the project, means that a high degree of cooperation and communication will be required between the Commonwealth, the SOV-Cdo supplier, and the SI. The success of this approach will lie in the effective transfer of requirements and interface control documentation between all parties.

- Therefore a Tri-partite Deed between the Commonwealth, the SOV-Cdo supplier, and the SI will be established.
Contracting Summary SOV-Cdo:

This is a two stage contracting approach:

- **Stage 1** – Prototype Development and Evaluation (PD&E) (1st Pass 2011–2014) approved stage of the project, and includes:
  - Phase 1 – Shortlisting and Detailed Evaluation of SOV-Cdo RFT responses;
  - Phase 2 – Development and Delivery of SOV-Cdo Prototype; and
  - Phase 3 – Integrated SOV-Cdo Prototype Evaluation by the Commonwealth

- **Stage 2** – Acquisition Stage (2nd Pass 2014-2016) commencement is at the discretion of the Commonwealth, subject to 2nd Pass, and includes:
  - Delivery of production vehicles in a ‘fitted for’ state, complete with cables and mounting brackets, and
  - Delivery of a logistic support package.

- Note that Tenderers are to respond to, and will be evaluated on, the whole of the requirement of both stages.

**Contracting Stage 1: Prototype Development and Evaluation (PD&E)**

- The Special Operations Vehicle – Commando (SOV-Cdo) Prototype Development and Evaluation (PD&E) stage forms part of the Commonwealth’s selection process for the SOV-Cdo capability. It is also an opportunity to perform design and development of sub-system integration, including communication and weapon systems.

- With regards to the vehicle platform, it should be noted that whilst the system delivered and tested under the PD&E phase is referred to as a ‘Prototype’, the expectation is that it will align closely with the tendered offer, and will not require significant additional development following completion of the PD&E stage.
The PD&E stage of the SOV-Cdo acquisition has the following objectives:

- Progressively reduce technical risk through the development, verification and validation of a prototype SOV-Cdo solution,
- Reduce schedule risk in a compressed post-2nd pass schedule, by undertaking significant design work prior to 2nd pass, as part of the source selection process,
- Verify industry claims regarding performance and capability characteristics of the tendered systems,
- Validate Commonwealth requirements, both in terms of technical feasibility and alignment with end-User needs,
- Obtain end-User buy-in and ownership of the final SOV-Cdo selection, and
- Foster effective working groups and relationships between the SOV OEM and the System Integrator.

Phase 1: Short-listing and Detailed Evaluation of SOV-Cdo RFT responses

- This may involve removal of tenders not complying with mandatory Commonwealth requirements, followed by a detailed evaluation and down-selection to a single, preferred tenderer.
- As a contingency measure, a second preferred tenderer may also be down-selected, but may be set aside until such time as they may become the preferred solution (due to non-performance of the original preferred tenderer).
- Following Phase 1, it is expected that the preferred tenderer will proceed to Phase 2 and 3.
Phase 2: Prototype Development and Design

• The Commonwealth intends to enter into a contract with the preferred tenderer for Phase 2&3 of the PD&E stage.

• This will involve the Contractor designing, developing and producing a Prototype SOV-Cdo, which is then delivered to the SI for further integration activities.

• The Commonwealth, Vehicle OEM and SI will undertake Design Review activities (including a formal joint Design Review) to verify the design maturity and suitability for Prototype production and entry to Phase 3.

• Prototype development should require minimal modification to the base vehicle. The Tenderer should note that development of the Prototype is a strictly time-constrained activity, and any excessive design and development work required to meet the Description of Requirements will be assigned a correspondingly higher level of risk by the Commonwealth during initial evaluation.

Phase 3 – Prototype Evaluation

• Following delivery and acceptance of a complete prototype SOV-Cdo, with C4I systems, the Commonwealth will enter an evaluation phase, involving a range of tests to verify that the system meets the requirements.

• The SOV-Cdo Contractor is to provide technical and logistic support to the Commonwealth and SI throughout Phase 2 & 3 of PD&E.

• The Commonwealth’s intent is that the C4I integration design will be documented by the SI, to allow the SOV-Cdo Contractor to deliver production vehicles in a ‘fitted for’ state, complete with cables and mounting brackets.
Commercial aspects of the Contract (1)

• After the conclusion of Stage 1 the Commonwealth may commence initial contract negotiations for Stage 2.
• Tender Validity Period is for 36 months, to enable the PD&E stage to be completed and Government approval of Stage 2.
• The Compliance Matrix must be completed and supporting evidence provided.
• All questions regarding this RFT or Systems Integration are to be directed to the Commonwealth’s nominated Point of Contact.

Commercial aspects of the Contract (2)

• In order to support the Prototype Development and Evaluation Phase, a Tripartite Deed agreement is to be signed between:
  1) The Vehicle OEM;
  2) The Commonwealth’s Systems Integrator, Elbit Systems; and
  3) The Commonwealth of Australia.
• There is to be no exclusivity agreements between the Tenderer, or their subcontractors, and Elbit Systems.
• There should be no impediment for the Commonwealth to seek ITAR accreditation on behalf of the preferred Tenderer. The inability to achieve ITAR accreditation may exclude the Tenderer from further participation in the tender process.
Technical aspects (1)

- The SOV-Cdo should be reconfigurable and flexible, carrying up to six personnel in addition to stores. The Troop and C2 roles represent the two extremes, but each mission type could have unique configuration requirements.

- The Load List contains the list of equipment to be carried, and the corresponding mass and volume requirements. Note that the usable payload requirement, including personnel, of up to approximately 2,000kg is in addition to blast and ballistic protection mass requirements.

- Tactical and Strategic Air transportation is crucial for rapid insertion/extraction.

- The SOV-Cdo will be fitted with a range of weapon systems, including a main primary armament – if an RWS is fitted it will provide increased accuracy and control for this weapon.

- Blast and ballistic protection needs to be balanced with speed, mobility, and ‘situational awareness’ (ability for crew to observe and interact with surroundings).

Technical aspects (2)

- In accordance with the Technical Regulatory ADF Materiel Manual – Land (TRAMM-L) the successful contractor becomes the Design Authority for the vehicle system, controlling design and manufacturing activities.

- As the Design Authority the vehicle system solution manufacturer shall certify that the supplied system is approved for use in its intended role.

- The contractor is responsible and accountable for making technical, production and design decisions.

- Note that Elbit Systems will be the Design Authority for the C4I system, and the Commonwealth will be the Design Authority for the overall capability (Vehicle + C4I).
Technical aspects (3)

Category of Requirements Annotations:

• ESSENTIAL: The Commonwealth may exclude a tender from further consideration if the Commonwealth considers that the tender does not comply with an Essential requirement identified in either of the two draft Statements of Work.

• IMPORTANT: Indicates a requirement which is necessary to achieve the intended functionality and/or performance. While there is some latitude in meeting an Important requirement, failure to meet a number of such requirements would normally exclude a tender from further consideration on grounds that the tendered solution represents a significant divergence from the Commonwealth’s requirement.

• DESIRABLE: Indicates a requirement which is not a key factor in the achievement of the intended functionality and/or performance, but which is perceived as beneficial. The provision of a desirable requirement is discretionary on the part of tenderers, however, where provided they must represent value for money.

• ADVICE: Indicates that the clause does not represent a requirement but provides advice, amplifying information or clarification of requirements. There is no need to demonstrate compliance with an advice annotated clause in a specification.

Logistics Aspects - Logistics Activities (1)

• At Tender, PD&E and Acquisition the Preferred Tenderer should:
  • Provide a support solution to the Commonwealth tailored to the requirements of each stage.
  • Incorporate a transition solution that ensures support services are sustained.
  • Demonstrate Logistic Support Analysis for the proposed Support System.
  • Provide Life Cycle Cost data as evidence against proposed Support System.
• The Commonwealth may seek a through life support contract with the Preferred Tenderer, however, this is not to be addressed in this Tender Response.
Logistic Aspects - Proposed Support Systems (2)

- Confirm that the Support System Supplies can sustain the capability through PD&E, Acquisition & Life Of Type:
  - Level of operator, maintenance and engineering tasks meets ADF requirements;
  - Spares model is set to the appropriate level and can sustain the SOV-Cdo fleet;
  - Technical documentation is at the level and standard required;
  - Fly Away Kit provisions meet deployment requirements; and
  - Failure Modes, Effects, & Criticality Analysis is incorporated in final design.

Logistic Aspects - Proposed Support Systems (3)

Levels of Repair:
- Light Grade (Normally 2 to 4 hours)
- Medium Grade (Normally assembly changes and Internal Repairs)
- Heavy Grade (Overhaul or Rebuild)
Logistic aspects - Proposed Support Systems (4)

Lines of Support
- First Line (Regiments / Units) – Light Grade Repairs
- Second Line (CSS Battalion) – Light / Medium Grade Repairs
- Third Line (JLU / 17 CSS Bde) – Light / Medium Grade Repairs
- Fourth Line (JLU / Industry) – Light / Medium / Heavy Grade Repairs

Location of Support
- 2 CDO & SOLS
  - Holsworthy
- DNSDC
  - Moorebank

Industry Support
- Located to provide Efficient and Cost Effective support
Logistics Aspects - Logistic Support Analysis (5)

- Confirm Technical Compliance against standards and specifications listed in the RFT.
- Confirm Proposed Support System can meet the different support objectives associated with:
  - PD&E stage;
  - Acquisition stage;
  - Transition of agreed service to the Commonwealth; and
- Confirm the Proposed Support System is capable of meeting In-Service requirements over LOT (including operational deployments).
- Confirm the level of Proposed Support System is appropriate to sustain the Supplies offered.

Logistic aspects – Life Cycle Cost (6)

- There is a compelling need to evaluate supplier bids based on a comprehensive LCC model.
- The LCC model should be based on the LSA previously described and supported with an appropriate level of data.
- Evaluation of bids will be based on the evidence presented to the Commonwealth at Tender considering the total cost of the capability.
- Where through-life cost savings to the Commonwealth can be achieved this is to be clearly described within the tender response (Strategic Reform Programme).
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Questions?