



Navantia

Navantia S.A

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SUBJECT: PUBLIC AIC PLAN SEA 1654

1.0 Executive Summary

Navantia has been contracted by the Commonwealth of Australia (CoA) to construct two (2) Auxiliary Oil Replenishment (AOR) vessels that have the same platform design as the ESPS Cantabria which Navantia constructed for the Spanish Navy. These two new vessels are to replace the currently in-service HMAS SUCCESS and HMAS SIRIUS with one being stationed on the west coast of Australia and the other on the east coast. The Contract (Acquisition) includes a one (1) year warranty period for each ship. The Contract (Acquisition) Duration is for four years with a price of AUD \$646,823,000.00 (GST exclusive).

Navantia Australia Pty Ltd currently engages with numerous Small to Medium Australian Enterprises (SME's) and is committed to continue on this path to enhance the Australian Shipbuilding Industry.

Navantia Australia is focussed on and committed to engaging with the market place and with long term contracts or framework agreements; Navantia is looking for long term strategic based partnerships with SMEs, to form a supply chain for Navantia in Australia.

The following table provides details of Australian Companies currently contracted for, but not limited to, Acquisition in Navantia projects:

Name	Product/Service	Location
Taylor Brothers	Accommodation fit out, galley fit out	Tasmania
Saab Australia Pty Ltd	Combat Management Systems	South Australia
Scientific Management Associates (SMA)	ILS documentation and training	Victoria
Shadbolt Engineering Pty Ltd	Sustainment and maintenance	Victoria
SAGE Automation Pty Ltd	Sustainment of IPMS	New South Whales

2.0 Scope of Future Work Opportunities

The following are examples that exist in part or in full, as current or future opportunities for the market place to further enhance the Acquisition of the two AOR's:

- Communications Systems
- OEM representation
- Main equipment products
- Combat Management systems
- Equipment refurbishment
- Integrated Logistics Services (ILS)
- Engineering services
- Non-main equipment products
- Raw materials products (Cables, piping etc.)

For the Acquisition of the two AOR's, it is expected that the products and services required shall be provided to Navantia in Spain. These products and services shall be solicited through Request For Quotes (RFQ), Request for Tenders (RFT) or proposals, in a competitive selection process, to achieve value for money and achievement of the desired deliverables.

Navantia is working closely with the Industry Capability Network (ICN) to increase industry opportunities. Potential Tendering opportunities and expressions of interest may be available on the ICN website, www.icn.org.au.

Navantia has already committed to contract activities related to the SEA 1654 program to Australian companies. These activities include the following suppliers:

- Combat System Supplier
- Communication System Supplier
- Engineering Activities related to ILS and training
- Manufacturer of the ships crane

All these activities will imply that Australian companies will be contracted to directly participate in the SEA 1654 program. All these contracts together will have a minimum value of AUD \$120M (GST exclusive).

3.0 Future Opportunities/Industry Engagement

To register your interest and for the opportunity to participate in present and future contracting opportunities with Navantia, please register your expression of interest on the Navantia-ICN gateway at:

<http://gateway.icn.org.au/project/3593/navantia-australian-supply-chain>.

Navantia will contact registered participants once the requirements have been identified. Navantia will also post specific packages for projects via the ICN website, where a specific product or service is needed. Registered participants that meet the requirements will be contacted.

For all further enquiries and information in regards to opportunities with Navantia Australia please contact:

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Authorised on behalf of Navantia S.A



Francisco Baron
Managing Director
Navantia Australia Pty Ltd



Gonzalo Mateo-Guerrero

Canberra, on the 14th of October 2016 Commercial Vice President