

ANNEX C PUBLIC AIC PLAN

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AIR 5428 PILOT TRAINING SYSTEM PUBLIC AIC PLAN

Company Details

Company Name: Lockheed Martin Australia

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Executive Summary

Lockheed Martin Australia as the Prime, Pilatus Aircraft Ltd and Hawker Pacific Pty Ltd have been selected to provide the Pilot Training Systems under Project AIR 5428. The scope of work encompasses both the Contract (Acquisition) and Contract (Services) activities necessary for the PTS Mission Systems and Support System to the Commonwealth.

The value of the Contract (Acquisition) No. CASG/ASD/030/2015/A is AUD \$815.8M with the performance period of seven (7) years. The value of the Australian Industry Capability is estimated to be \$22.650M.

There are two Industry Requirements identified for AIR 5428 as shown in the table below.

IR No	IR Title	Nature of IR Activity
IR 1	SIC – Repair Maintenance and Upgrade	Engineering Services
IR 2	SIC – Repair Maintenance and Upgrade	Training Services

AIC Locations – The PTS will operate at RAAF Base East Sale and RAAF Base Pearce, with smaller operations at RAAF Base Edinburgh and RAAF Base Williamtown. Team 21's major workforce and operations will be based in the vicinity of Sale, Victoria and Bullsbrook, Western Australia. Australian companies can contact the AIC manager; the details are in the concluding paragraph of this Public AIC Plan.

Scope of Future Work Opportunities

The focus of the Contract (Acquisition) is to deliver training aircraft, simulators and courseware. The team has a successful history delivering training systems with a mature product line of aircraft and simulators. Future opportunities will be focused on Services for the training system once it is delivered and accredited.

Services will be performed at RAAF Base East Sale, RAAF Base Pearce, RAAF Base Edinburgh and RAAF Base Williamtown. The services to be sought will be in support of aircraft and training equipment maintenance and schoolhouse operations and may include calibration, maintenance of facilities, supply of consumables and ICT support and repairs.

Future Opportunities/Industry Engagement

In general, each company uses similar processes to identify requirements and select vendors, which is summarised as follows:

- A requirement is identified (e.g., a fabrication provider)
- The requirement is defined (e.g., specification, statement of work)

- Industry is canvassed for possible providers using standard corporate contracting methods and Industry network searches within Australia and New Zealand.

Given the closure of the Defence e-portal, LM, will work with organisations such as Australian Industry Defence Network (AIDN), Industry Capability Network (ICN) Gateway to gather information on potential suppliers. We will also continue to work with internal industry participation units such as the LM GSC team to identify capability opportunity and also use State Government Industry departments to identify candidate companies with the necessary skill set to support AIR 5428. The engagement will be conducted using one, or a combination, of the following methods:

- Examination of existing service providers from related business such as PC-9/A, PC-21, B300, JORN, TADRS, C-130J, JSF and MH-60R
- Soliciting information from Lockheed Martin's GSC team to determine candidate companies, followed by direct engagement
- Briefings to Industry using the Department of Industry, State Governments' Industry Divisions and Industry Forums such as the Australian Industry Defence Network
- Screening of candidate companies using Australian Industry Defence Network (AIDN), Industry Capability Network (ICN) Gateway resources, followed by direct contact from the LMA subcontracts team
- Screening of candidate companies using the Exostar following by direct contact from company subcontracts teams
- Direct contact from Australian service providers that can demonstrate existing expertise in the aerospace and training domains.

When firms make general inquiries, LMA will respond within 20 business days. The timing for activities request for specific contract tasks will be in accordance with the Contract (Acquisition) Contract Master Schedule.

Australian Industry may register their interest in future opportunities by contacting the following representative, who will coordinate with companies to identify the most appropriate contact:

Contact Name: Adam Sweet
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