

OFFICIAL

**Rheinmetall MAN Military Vehicles Australia Pty
Limited**



Contract No.: DMO/LSD/00210/2013
CDRL No.: MGT-700 / AICSP SUB-PLAN
DIN: L121-000298
Version: 10.2/ Date: 13-Oct-2022

Public Australian Industry Capability Plan

LAND 121 Ph3B/5B Medium and Heavy
Capability (MHC)

REVISION:	8.1
DATE:	13 Oct 2022

1. COMPANY DETAILS

Company Name: Rheinmetall MAN Military Vehicles Australia Pty Ltd
Company Location: 111 Robert Smith Street, Redbank, QLD, 4301.
Website Address: www.rheinmetall-defence.com

2. EXECUTIVE SUMMARY

Rheinmetall MAN Military Vehicles Australia (RMMVA) has been contracted by the Commonwealth of Australia to supply and support Mission Systems for a medium heavy capability (MHC) consisting of approximately 2,500 vehicle systems and approximately 3,000 modules under LAND 121 Ph3B. Land 121 Phase 5B extends these deliverables by 1044 vehicles and 872 additional modules.

The current estimated total value of the 3B Acquisition Contract is over \$1.58bn AUD with Australian industry representing over \$475m AUD of work. The total estimated value for 5B is over \$559m with Australian industry representing over \$128m AUD of work.

Under the Acquisition Contract (Contract No DMO/LSD/00210/2013), RMMVA continues to engage with Australian industry regarding many of the products required within Land 121 Ph3B MHC and Ph5B. RMMVA is committed to ensuring Australian industry has the opportunity to compete on merit for all items identified for potential procurement in Australia.

RMMVA is also committed to developing Australia's sovereign defence capability through establishing additional capability at the Military Vehicle Centre of Excellence in Redbank QLD, with the intention of transferring integration work to this site such as integration activities associated with the Recovery Variant. This will also involve increased skills and technology transfer to Australian defence capability.

The Acquisition Contract involves the design, development and production of specific hardware such as modules, some vehicle bodies, sub-systems and components; project management; integration; systems integration; and developmental, test and evaluation work between mid-2013 through to 2024.

Under 3B, the Mission System delivery commenced in 2016 with final delivery having occurred in mid-2020, completing the Phase 3B program. For Phase 5B the Mission System delivery commenced in 2019 with final delivery expected in 2024. The Public AIC Plan will remain in place and current for the duration of the LAND 121 Ph3B Contract.

3. KEY OFFERINGS FOR AUSTRALIAN INDUSTRY

RMMVA continues to monitor, review and assess possible opportunities for Australian companies RMMVA identified and implemented following major areas of activities to contribute significantly to RMMVA's AIC requirements:

- The design, development and production of specific hardware such as modules, sub-systems and components.
- The detailed project management of in-country and overseas activities.
- The establishment of an integration facility that brings together discrete elements, ensuring that an appropriately commissioned and inspected vehicle system is delivered to the Commonwealth of Australia.
- The establishment of a Through Life Support management system including a reliable spares supply and management network together with third-party logistics spares holding warehouse and support service and heavy grade repair and maintenance capability.
- Systems integration work specific to the Australian scope of supply in order to satisfy unique operational or legislative requirements leading to subsequent design and development activity.
- Systems integration work to comply with specific Australian security regulations or US ITAR regulations.
- Developmental, test and evaluation work leading to the appropriate validation and verification activities to ensure that the vehicle systems satisfy the requirements of the COA.
- The provision of a full suite of Integrated Logistic Support documentation and equipment together with User and Maintainer training; both training support material and physical training.

RMMVA supply the following products and services under LAND 121 Ph3B through the engagement of Australian companies. The selected or shortlisted Australian companies are shown in the table below:

Table 1: Selected and shortlisted Australian companies

Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
Provision of: <ul style="list-style-type: none"> • Vehicle integration services • Professional and administration services; and 	Rheinmetall Defence Australia	Intercompany Agreement	Redbank, QLD

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Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
<ul style="list-style-type: none"> Subcontract management 			
Provision of: <ul style="list-style-type: none"> medium weight stores modules, medium weight stores combat engineers section modules, heavy stores module, and medium weight maintenance modules and all associated project management, design, verification and production activities.	Varley	Contract completed	Tomago, NSW
Provision of: <ul style="list-style-type: none"> Heavy Bulk Fuel Storage Modules Heavy Bulk Fuel Pump and Storage Modules Heavy Bulk Water Storage Modules Heavy Bulk Water Pump and Storage Modules and elements of project management, design, verification and production activities.	Holmwood Highgate	Contract completed	Loganholme Qld
Provision of: <ul style="list-style-type: none"> Heavy Flatrack ISO-1C and portions of project management, design, verification and production activities.	ECLIPS (Formerly known as Sea Box International)	Contract completed	Fyshwick, ACT
Provision of: <ul style="list-style-type: none"> Floating Support Bridge, 	RPC Technologies	Contract completed	Seven Hills, NSW

Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
Bridge Erection Propulsion Boat Interface and portions of project management, design, verification and production activities.			
Provision of: <ul style="list-style-type: none"> C4I System Design Crew Intercom System (CIS) Including project management, design, verification and production activities.	Thales, and; Various subcontractors including; <ul style="list-style-type: none"> •Milspec Manufacturing •Huber + Suhner •Oricom •Nova Systems •Cablex 	Contract completed	Rydalmere, NSW, Albury, NSW, Sydney, NSW, Sydney, NSW, Canberra, ACT, and; Melbourne, VIC
Prime Contract Management Activities	Rheinmetall MAN Military Vehicles Australia Pty Ltd & Various Tier 1 subcontractors including; <ul style="list-style-type: none"> • Customs Agency Services • Gallagher Broking and/or ANZ Banking Corporation • Corporate Traveller • Kinetic Recruitment and/or Bayside Recruitment 	Various Supply Agreements and Purchase Orders	Melbourne, VIC, Adelaide, SA, Adelaide, SA, Canberra, ACT, and; Sydney, NSW / Melbourne, VIC
Prime Contract Engineering associated activities.	Rheinmetall MAN Military Vehicles Australia	N/A	Melbourne
Prime Contract Integration related activities.	Rheinmetall MAN Military Vehicles, and;	Contract completed	South East Queensland

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Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
	<ul style="list-style-type: none"> • Penske Commercial Vehicles • Milspec Manufacturing • Hilton Manufacturing • Thomas Warburton • C.E. Bartlett • Hide Away Safe 		Wacol, QLD, Albury, NSW, Dandenong, VIC, Dandenong, VIC, Ballarat, VIC, and; Wangaratta, VIC
RMMVA Project Management Overhead Recovery and Margin	Rheinmetall MAN Military Vehicles Australia	N/A	Melbourne, VIC
Provision of: <ul style="list-style-type: none"> • Truck Dedicated Fuel Including project management, design, verification and production activities.	Holmwood Highgate	Contract completed	Loganholme QLD
Provision of: <ul style="list-style-type: none"> • Truck Dedicated Tipper • Truck, Medium Weight Tipper Including project management, design, verification and production activities.	Tidd Ross Todd (Australia)	Contract completed	Brisbane, QLD and Hamilton NZ
Provision of Integrated Logistic Support Services	Logistic Solutions Australasia	Contracted	Melbourne, VIC
Provision of Vehicle System Paint	Axalta	Contract completed	Sydney, NSW
Provision and delivery of Vehicle Complete Equipment Schedule (CES) items.	Thomas Warburton	Contract completed	Melbourne, VIC and Brisbane, QLD
Provision of Introduction into service (ISS) training development and training	RMMVA, and, SMA (Maintainer Training) and MRT (Operator	Contracted	Melbourne VIC, Melbourne,

Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
	Training)		VIC, and; Brisbane, QLD
Provision of transport and distribution services for Mission Systems	CASPL	Contract completed	Adelaide, SA
Provision of vehicle testing facilities	Australian Automotive Research Centre	Contract completed	Anglesea
Warehousing & 45M Electronic Towing Board	Tectonica	Framework Agreement	Melbourne VIC
Distribution Services	Linfox	Framework Agreement	Melbourne VIC
ILS Training	Scientific Management Associates	Framework Agreement	Melbourne VIC
ILA Training	Medical Rescue Training	Framework Agreement	Melbourne VIC

In addition under LAND 121 Ph5B RMMVA will supply the following products and services through the selected or shortlisted Australian companies are shown in the table below:

Table 2: Selected and shortlisted Australian companies

Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
Provision of: <ul style="list-style-type: none"> • Vehicle integration services • Professional and administration services; and • Subcontract management 	Rheinmetall Defence Australia	Intercompany Agreement	Redbank, QLD
Provision of: <ul style="list-style-type: none"> • medium weight stores modules, • medium weight stores combat engineers section modules, • heavy stores module, and • medium weight maintenance modules and all associated project management, design, verification and production activities.	Varley	Contract completed	Tomago, NSW
Provision of: <ul style="list-style-type: none"> • Heavy Bulk Fuel Storage Modules • Heavy Bulk Fuel Pump and Storage Modules • Heavy Bulk Water Storage Modules • Heavy Bulk Water Pump and Storage Modules and elements of project management, design, verification and production	Holmwood Highgate	Contracted	Loganholme Qld

Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
activities.			
Provision of: <ul style="list-style-type: none"> Heavy Flatrack ISO-1C and portions of project management, design, verification and production activities. 	ECLIPS (Formerly known as Sea Box International)	No Contract; (There is no requirement for Flatracks for Land 121 Phase 5B as per the CoA advice)	Fyshwick, ACT
Prime Contract Management Activities	Rheinmetall MAN Military Vehicles Australia Pty Ltd & Various Tier 1 subcontractors including; <ul style="list-style-type: none"> Customs Agency Services Gallagher Broking and/or ANZ Banking Corporation Corporate Traveller 	Various Supply Agreements and Purchase Orders	Melbourne, VIC, Adelaide, SA, Adelaide, SA, Canberra, ACT, and; Sydney, NSW / Melbourne, VIC
Prime Contract Engineering associated activities.	Rheinmetall MAN Military Vehicles Australia	N/A	Melbourne
Prime Contract Integration related activities.	Rheinmetall MAN Military Vehicles, and; <ul style="list-style-type: none"> Milspec Manufacturing Hilton Manufacturing Thomas Warburton C.E. Bartlett Hide Away Safe Rheinmetall Defence Australia 	Contracted	South East Queensland Wacol, QLD, Albury, NSW, Dandenong, VIC, Dandenong, VIC, Ballarat, VIC, and; Wangaratta, VIC
RMMVA Project Management Overhead Recovery and	Rheinmetall MAN Military Vehicles	N/A	Melbourne, VIC

Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
Margin	Australia		
Provision of: <ul style="list-style-type: none"> Truck Dedicated Tipper Truck, Medium Weight Tipper Including project management, design, verification and production activities.	Tidd Ross Todd (Australia)	Contracted	Brisbane, QLD and Hamilton NZ
Provision of Integrated Logistic Support Services	Logistic Solutions Australasia	Contracted	Melbourne, VIC
Provision of Vehicle System Paint	Axalta	Contracted	Sydney, NSW
Provision and delivery of Vehicle Complete Equipment Schedule (CES) items.	Thomas Warburton	Contracted	Melbourne, VIC and Brisbane, QLD
Distribution Services	Linfox	Contracted	Melbourne VIC
Port Services	PrixCar	Contracted	Brisbane, QLD
Provision of: <ul style="list-style-type: none"> Tyre Change Station and portions of project management, design, verification and production activities. 	Tidd Ross Todd Australia	Contracted	Brisbane QLD, Hamilton NZ
Provision of: <ul style="list-style-type: none"> Automated Load Handling System and portions of project management, design, verification and production activities. 	Supashock	Contracted	Adelaide, SA
<ul style="list-style-type: none"> Bridge Boat Cradle and Floating Support Bridge, Bridge Erection Propulsion Boat Interface, and portions of project management, design, 	RPC Technologies	Contracted	Seven Hills, NSW

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Product/Service	Key Australian Subcontractor / Strategic Partner	Status Selected/shortlisted	Location
verification and production activities			

4. SCOPE OF FUTURE WORK OPPORTUNITIES

RMMVA has established Contracts and relationships with key subcontractors and strategic partners for the work packages noted under section 3 of this Public AIC Plan.

RMMVA will continue to use the subcontractors and suppliers identified in the Public AIC Plan based on their experience, commitment to quality, value for money, schedule, adherence and their knowledge and understanding of the relevant requirements.

RMMVA will continue to engage with Australian industry and test the market as opportunities arise in the work activities outlined in section 3 of this Public AIC Plan. Specific details for this process are outlined below. RMMVA may test the market for other suppliers when current arrangements come to a conclusion, new scope is added or suppliers perform poorly.

5. INDUSTRY ENGAGEMENT AND MARKET TESTING

RMMVA has undertaken a structured approach to future industry engagement and market testing using established processes that have been used to select the Australian companies listed in Section 3. The process as described below reflects RMMVA's procurement procedures for major acquisitions already contracted and provides Australian industry with an insight into RMMVA's procurement processes and key decision making criteria.

RMMVA conducted an 'Initial Registration of Interest' followed by an evaluation to ascertain Australian industry interest and capabilities for LAND 121 Ph3B MHC. The initial approach to industry provided an open opportunity for the total range of bodies and modules in which companies could participate.

RMMVA down selected a number of candidate companies based on a range of options. Local content with Australian production was a key high value selection criterion. Some organisations offered an off-shore or foreign content option as well as a local option.

RMMVA issued a RFP to an initial group of down selected local companies who had exhibited desirable attributes. The primary attributes sought by RMMVA included the following areas:

- Military Off the Shelf (MOTS) Products,
- Local Australian company,

- IP Ownership or licence, and
- Manufacturing capability and capacity.

RMMVA received a wide variety of responses from selected respondents. Of particular interest were the following attributes:

- Unit Cost,
- Non-Recurring Cost, and
- Claimed Australian Industry Content.

All assessments were undertaken in accordance with industry best practice and reviewed by senior management within RMMVA and RMMV as appropriate. The key discriminators were technical compliance, cost, capabilities and AIC.

The Land 121 Ph3B/5B Procurement Manager is ultimately responsible appropriate market testing to ensure that all procurement activities are done on an equal opportunity basis and subsequently managed to ensure that best value for money outcomes are achieved.

RMMVA will continue to engage with relevant State Government Departments and industry associations to provide relevant Australian companies with project related future business opportunities concerning LAND 121 Ph3B/5B when future opportunities arise.

6. POINT OF CONTACT

The Procurement Manager L121 Ph3B/5B MHC is the point of contact for Australian industry for opportunities specific to these contracts. Suppliers should contact:

Procurement Manager Land 121 Ph3B/5B

P: +61 3 8630 3400

E: procurement@rheinmetall.com.au

111 Robert Smith Street, Redbank, QLD, 4301.

7. AUTHORISATION

Signature:

Name:

Position:

Date: