



YOU CAN DO ANYTHING IN A ROYAL WOLF

Royal Wolf Australia, a United Rentals Company

Personnel Restraint Module



Public Australian Industry Capability Plan

Version: 1.0

Author: Bob Fuller

Date: 14th December 2021

Company Details

Company Name: United Rentals Australia Pty Ltd T/A Royal Wolf Australia, A United Rentals Company

Company Location: Level 3, 1-3 Merriwa Street, Gordon, NSW, 2072

Website: www.royalwolf.com.au

Executive Summary

Background

Royal Wolf has been contracted by the Commonwealth of Australia to design and manufacture Personnel Restraint Modules (PRM), under Project Land 121 Phase 3B/5B Medium Heavy Capability, to be utilised for the safe transport of Defence personnel on 40M Mediumweight Trucks (40M/C and 40M with and without crane). The PRM will be utilised in the “Raise, Train & Sustain” roles and operations including: Defence Aid to the Civil Community, Humanitarian and Disaster Relief and select operations within non-warlike environments.

The major deliverables of this contract (No. CASG-LSD-Con12014.1), are:

- design and development including engineering drawings, models and testing;
- manufacture and fitout of 300 PRMs;
- provision of spares for the life of type of the PRM;
- operator training;
- maintenance requirements determination; and
- user handbook and technical publications.

Under the contract, Royal Wolf will be engaging Australian industry for the majority of the product components required. Royal Wolf remains committed to ensuring Australian industry has the opportunity to compete on merit for all items identified for potential procurement in Australia. The contract involves: design, development and production of specific hardware such as modules, sub-systems and components; project management; systems integration; and developmental, test and evaluation. This Public AIC Plan will remain in place for the duration of this contract; final deliverables are scheduled for 2025.

The contract price is \$46,447,333 (exclusive of GST), of which approximately 74% will be delivered by Australian Industry equating to a total Australian Contract expenditure of \$34,474,190; the “Local Industry Activities” value of this is \$28,281,136.

Key Offerings for Australian Industry

For over 25 years, Royal Wolf has prided itself on engaging local industry leading suppliers to develop Australian capability and support our domestic economy. We will continue to support local industries under the umbrella of the contract. Several Australian companies have contributed to our tender response through the provision of industry expertise and advice, and, therefore, these entities have been shortlisted for inclusion in the procurement process.

As the PRM remains under development and is presently at concept design stage, no Australian companies have been contractually engaged at this time. The design, development and production of this product will be delivered through our Brisbane (Banyo) engineering and production facility, whilst testing facilities located interstate will be engaged to undertake specific specialised tasks.

Proposed companies, identified at this stage, are detailed in the below table.

Table 1. Proposed Companies

Product / Service	Australian Company	Location
Seating Systems	Styleride Seating Systems	Brisbane, Qld
Cupola	WE Platt	Ingleburn NSW
Electrical	WHA	Brisbane Qld

Local Industry Work packages are identified below.

Table 2. Local Industry Activities (LIA) Work Packages

LIA Item	LIA Title	LIA Activity Description
1.1	Prime Contractor (Royal Wolf) - Management	Provide Project Management services and controls throughout the life of the project
1.2	Prime Contractor (Royal Wolf) – Prototype Labour	Provision of labour requirements for the design, development, procurement and manufacture of the prototype model for test purposes
1.3	Prime Contractor (Royal Wolf) – Batch Labour	Provision of labour requirements for the design, development, procurement and manufacture and complete fit-out of the finished mission system
1.4	Prime Contractor (Royal Wolf) - Consumables	Procurement of parts, consumables, and selection of subcontractors and suppliers capable of timely supply
1.5	Prime Contractor (Royal Wolf) – Engineering, Procurement and Construction Management	Develop, design, procure equipment and consumables, manufacture and manage the construction of the mission system in accordance with the specific design requirements

LIA Item	LIA Title	LIA Activity Description
2	Labour Hire	Provision of temporary, contracted and permanent labour resources both professional and trade
3.1	Painting and Coatings	Provision approved PRM finish paint system that meets the required standards
3.2	Painting and Coatings	Provision approved PRM finish coating system that meets the required standards
3.3	Painting and Coatings	Application of approved PRM finish paint system as required in the System Specification (SS)
4	Steel	Provision of steel components required for prototype manufacture
5	Flooring	Provision of flooring capable of meeting standards and testing regime requirements
6	Cupola	Design and supply of hatch meeting the requirements as details in the System Specification
7	Lining and Insulation	Provision of insulation capable of meeting standards and testing regime requirements
8	Windows	Manufacture and supply equipment and components required to meet the System Specification (SS) requirements
9	Ventilation	Manufacture and supply equipment and components required to meet the System Specification (SS) ventilation requirements and standards
10	Door - Ladder assembly	Design, develop, manufacture and supply equipment and components solution required to meet the System Specification (SS) requirements and standards
11.1	Electrical	Supply equipment and components solution required to meet the System Specification (SS) requirements and standards
11.2	Electrical	Supply equipment and components solution required to meet the System Specification (SS) requirements and standards
11.3	Electrical	Supply equipment and components solution required to meet the System Specification (SS) requirements and standards
11.4	Electrical	Supply and installation of electrical components and systems
12	Seats	Provision of seating and components that meet required standards
13	Accessories	Manufacture and supply equipment accessories as required to support equipment to meet the System Specification (SS)

LIA Item	LIA Title	LIA Activity Description
14	Labels - Decals	Manufacture and supply decals and labels that meet the required standards
15.01	Consultants and Testing	Provision of consultancy services to ensure activities meet the Australian Design Rules requirements as per the System Specification (SS)
15.02	Consultants and Testing	Provision of consultancy services to ensure activities meet the explosives requirements as per the System Specification (SS)
15.03	Consultants and Testing	Undertake test and evaluation activities to ensure the system performance as per the System Specification (SS)
15.04	Consultants and Testing	Undertake test and evaluation activities to ensure the system performance as per the System Specification (SS)
15.05	Consultants and Testing	Undertake test and evaluation activities to ensure the system performance as per the System Specification (SS)
15.06	Consultants and Testing	Undertake test and evaluation activities to ensure the system performance as per the System Specification (SS)
15.07	Consultants and Testing	Undertake test and evaluation activities to ensure the system performance as per the System Specification (SS)
15.08	Consultants and Testing	Undertake test and evaluation activities to ensure the system performance as per the System Specification (SS)
15.09	Consultants and Testing	Undertake verification and validation of the system to achieve quality control and assurance
15.10	Consulting and Advanced Analysis Software	Provision of software tools required to undertake engineering design and analysis
16.1	Manuals	Develop and deliver technical manuals for operators and maintainers to enable operation and support of the mission system in accordance with the specified design requirements
16.2	Manuals	Develop and deliver technical manuals for operators and maintainers to enable operation and support of the mission system in accordance with the specified design requirements
17.1	Training	Provision of Integrated Logistic Support Services
17.2	Training	Provision of introduction into service (ISS) development and training

LIA Item	LIA Title	LIA Activity Description
18	Machine Parts -Brackets - signal device	Manufacture and supply equipment and components required to meet the System Specification (SS) requirements
19	Transport	Provision of transport and distribution services for Mission Systems
	Total	\$ 28,281,136.27

Scope of Future Opportunities

As this contract includes “Through Life Support” of the final product and may present export opportunities for production of similar solutions, we expect engagement with local Australian companies and suppliers to extend for the decade beyond the initial product life deliverable.

Royal Wolf has developed a specialist technical engineering team dedicated specifically for the engineering, design and development of modified containerised solutions. The skill set and capability of our team enables Royal Wolf to control the majority of Project Management functions. Royal Wolf regularly assesses and monitors current supply chain providers and opportunities. It is our intention to provide domestic market opportunities to ensure we assist in developing sovereign capability to support the Australian Defence Force long-term.

Royal Wolf recognises the importance of supporting Indigenous Australian businesses and has engaged with Supply Nation to identify local indigenous businesses that could provide support to this project and ensure potential suppliers are given the opportunity to compete for the supply of products and services. Further to this, Royal Wolf intends to employ two additional apprentices to perform work under the PRM contract and will seek to provide these opportunities to indigenous youth.

Additionally, we are currently working with ARG Workforce, a supplier of labour for projects. ARG is part owner of a joint venture indigenous recruitment company, Karlka Recruiting Group Pty Ltd (KRG). KRG is Supply Nation registered as a majority owned indigenous company.

Future Opportunities Industry Engagement

Process followed to engage Australian Industry in future work opportunities:

Advertising available Work Packages

- Engage with existing supply chain entities
- Seek recommendations from our existing business network
- Advertise packages for expressions of interest utilising our paid organisation memberships such as Supply Nation, Australian Industry Defence Network, ICN Gateway, Job Active & RSL employment
- Proactively source currently available products from Australian industry
- General enquiries received via adfprm@royalwolf.com.au

Australian Industry evaluation strategy for Supplier and Subcontractor selection

- Australian content and industry benefits
- Value for money
- Available of current products
- Ability to innovate solutions and product development

- Ability to supply
- Competency
- Whole of life cost
- Reporting capabilities
- Adherence to RWT code of conduct (listed below).

RWT Supplier and Subcontractor “Code of Conduct “

- To adhere to ethical and transparent business practices in all their dealings with Royal Wolf and their own supply chain participants.
- Suppliers must not knowingly or willingly participate in, or members of their own supply chain participate in, any manner with Slavery. Slavery is defined as to cover a range of exploitative practices including, but not restricted to, human trafficking of any kind, forced labour, child labour, removal and/or trade in human organs, forced marriage, debt bondage, serfdom and other slavery like practices.
- To comply with all applicable laws, rules, regulations and prescribed business practices of the countries, regions and jurisdictions in which they operate.
- To obtain and maintain valid and current, all licences, permits, authorisations and registrations required under the applicable laws and regulations where the Supplier conducts business.
- Not to make or accept bribes or other unlawful incentives to any person. Royal Wolf's policy and this Supplier Code of Conduct, also prohibit the payment of bribes or improper payments or gifts of any manner or type to all persons or businesses, as well as their employees, contractors and agents or suppliers to gain, retain or benefit in business.
- Not to offer or give Royal Wolf employees, contractors, supply chain participants or any agents, inappropriate gifts, entertainment or courtesies, or any other kind of personal or financial benefit arising from Royal Wolf's relationship with the Supplier.
- Not to undertake any manufacturing, perform work or provide services for Royal Wolf employees, contractors, supply chain participants or agents personally, as this has the potential to lead to conflicts of interest.
- Not to have any form of conflict of interest with the products or services provided by the Supplier to Royal Wolf.
- To safeguard, protect and only make valid use of Royal Wolf (and its customers') confidential information and intellectual property rights. The confidential information and intellectual property rights (including in prototypes, designs, drawings, plans, processes, techniques) of Royal Wolf (and its customers) remain the exclusive property of Royal Wolf (and its customers) and must not be used by the Supplier for itself or for any other 3rd party.
- To comply with all applicable quality, health, safety and environmental laws and regulations.

Subcontractor engagement - indicative timeframe

Royal Wolf will commence engaging with specialists mid 2022, as we seek to ensure innovative and fit for purpose products and componentry are included in the overall solution. The table below identifies general work packages and the timeframes subcontractors will be required for each package.

Table 3. Work Packages & Subcontractor Requirements

Work Package	Indicative Subcontractor Engagement Timing
Consulting and Advanced Analysis Software Provider	Late 2022
Manuals	Mid 2022
Consultants and Testing	Late 2022 Late 2023
Steel	Early 2023
Flooring	Early 2023
Cupola	Early 2023
Lining and Insulation	Early 2023
Windows	Early 2023
Ventilation	Early 2023
Door - Ladder assembly	Early 2023
Seats	Early 2023
Accessories	Early 2023
Labels - Decals	Early 2023
Machine Parts -Brackets - signal device	Early 2023
Electrical	Early 2023 Early 2024
Painting and Coatings	Early 2023 Early 2024
Training	Early 2024
Transport	Early 2024
Labour Hire	Mid – End 2023 Mid 2024 – Mid 2025

Point of Contact

The Procurement Manager for the PRM contract and the point of contact for Australian industry and suppliers is as detailed below. Potential Australian suppliers should, in the initial instance, send their expressions of interest for the upcoming opportunities to the noted email address.

Contract Acquisition	
Name	Adrian Russell
Title	AIC Manager National Procurement Manager
Phone	+61 7 3333 7821
Email	adfprm@royalwolf.com.au

Authorisation

Authorised on behalf of Royal Wolf Australia			
Name	Title	Signature	Date
Neil Littlewood	Managing Director		20 / 01 / 2022