

## LAND 125 PHASE 4 FIELD EQUIPMENT: PUBLIC AIC PLAN

### COMPANY DETAILS

**Name:** Sea to Summit Pty Ltd  
**Address:** 5 Eyre Street  
Rivervale, Western Australia, 6103  
**Website:** <https://seatosummit.com/qmi>

### Executive Summary

Sea to Summit has been contracted by the Commonwealth of Australia for the supply and ongoing management of Land 125 Phase 4 - Field Equipment ("L125-P4FE") for the Australian Defence Force under a standing offer arrangement under contract number CASG/LSD/Con7258/1.

Sea to Summit is Australian owned and operated and one of the largest diversified suppliers of technical field equipment in the world. This enables us to supply an extensive range of adventure and field equipment to a variety of national and international customers; including Defence, law enforcement and emergency services, and will provide Australian industry with the opportunity to be involved in the initial items of supply and all of the additional items to be added under this contract.

This project is to be executed under a Standing Offer Deed of 5 years with options for 3 additional extensions of 5 years each. No values or orders are guaranteed; however, the initial order value as of 31/01/2020 is estimated at approximately \$3.4 Million (GST inclusive) including an Australian Contract Expenditure Total of approximately \$1.0 Million (GST inclusive). Due to this being a Standing Offer Contract, reporting of actual value of Australian industry involvement and overheads will be reported in the Annual updates to this Public AIC Plan.

Initial items of Supply will be delivered by Australian industry listed below. This listing will be updated annually, as further products are sourced and purchased for the Commonwealth:

- Management and Procurement Services – The following services will be delivered by Sea to Summit Pty Ltd and include:
  - Contract management
  - Reporting
  - Product purchasing and management
  - Quality management
- Tranche 1 Items supplied by:
  - Sea to Summit
  - Spearpoint Technologies
  - Australian Defence Apparel

## **Scope of Future Work Opportunities**

As further items are added under L125-P4FE we will market test Australian industry for supply into these programs. Sea to Summit is looking to Australian industry for companies who have the ability to supply items under any of the Field Equipment categories that have been outlined by the Commonwealth and have the ability to design, test, validate, customise, modify and/or service.

The Field Equipment categories are:

- Category A: Shelter and Sleeping Equipment
- Category B: Illumination and Signalling Equipment
- Category C: Cooking/Drinking Equipment
- Category D: Storage and Load Carrying Equipment
- Category E: Personal Protective Equipment
- Category F: Non-Lethal Force Equipment
- Category G: Hand Tools
- Category H: Fire Fighting Equipment
- Category I: Camouflage Equipment
- Category J: Adventurous Training Equipment
- Category K: Hygiene Equipment
- Category L: Stationary and Administrative Equipment
- Category M: Navigation Equipment

## **Future Opportunities Industry Engagement**

As items are added to the scope of the contract Sea to Summit has established a Potential Supplier Master Schedule.

Sea to Summit will contact those listed within the Potential Supplier Master Schedule that it assesses as having a capability or product that meets a current requirement for the Australian Defence Force. For those Australian companies who would like to register their interest to be included on this schedule you are able to do so through our Expression of Interest page located on Sea to Summit's website <https://seatosummit.com/gmi-eoi>. Companies can also directly submit their expressions of interest to Sea to Summit using the following email address: [fieldequipment@seatosummit.com.au](mailto:fieldequipment@seatosummit.com.au). Emails should include your company name, ABN, point of contact details, product details, quad chart and a company capability statement.

If we are unable to source companies from our Potential Supplier Master Schedule will we utilise peak industry advocacy bodies such as AIDN and liaise with state industry development bodies such as Defence West to examine additional sources of supply.

When we are evaluating a product, Sea to Summit will undertake the following process to assess its suitability for supply:

- Alignment to specification for the item
- Australian industry participation – Australian designed and/or made goods and any Australian value add i.e. assemble, maintenance etc.
- Supplier performance / capability – Australian suppliers with proven supply and quality management capabilities
- Cost – Value for Money
- Other functional benefits



Sea to Summit will also work with Australian companies to identify and implement technology and capability improvement to help them compete for future opportunities. We are brand agnostic and encourage all interested Australian businesses to consider this exciting opportunity to work alongside us in supplying the best possible equipment to the Australian Defence Force.

### **Contact**

Mr Dale Tyson  
Australian Industry Capability Manager  
+61429120462  
[dale@seatosummit.com.au](mailto:dale@seatosummit.com.au)

A handwritten signature in black ink, appearing to read 'Dale Tyson', with a stylized flourish at the end.