

# LAND8120 Public AIC Plan

## Company Details

Company Name: Ventia Australia Pty Ltd

Address: Level 1, 461 Bourke Street  
Melbourne, Victoria 3000

Website details: [www.ventia.com](http://www.ventia.com)

## Executive Summary

Under the LAND8120 Phase 1 prime contract (CASG/LSD/Con7161/1), Ventia will deliver new engineering support platforms to the Australian Defence Force. The platforms to be acquired are based on 13 different types of earth moving (C Vehicles) and off road material handling vehicles (D vehicles). The vehicles are Commercial Off The Shelf (COTS) with minor modifications to meet Defence's unique capability requirements. The vehicle types to be acquired are:

- a) Medium Crane;
- b) Off Pavement Forklift;
- c) Medium Telehandler;
- d) Heavy Telehandler;
- e) Compact Tracked Loader;
- f) Light Excavator;
- g) Medium Excavator Tracked;
- h) Medium Excavator Wheeled;
- i) Front End Loader Backhoe;
- j) Front End Loader;
- k) Roller;
- l) Grader; and
- m) Medium Dozer.

Where required, bespoke cradles will be provided to facilitate the stowage and transport of attachments.

In support of the project, Systems Engineering (including Verification and Validation) and Integrated Logistics Support (including technical documentation and operator training) will be provided. The Systems Engineering work packages relate to the Sovereign Industry Capability 'Test, evaluation, certification and systems assurance'.

The prime contract will be delivered over five years and has a contract value of \$160m (GST excl.). The scope of work to be undertaken in Australia is \$62.7m, with the primary work packages consisting of:

- a) Design and manufacture of the cradles;
- b) Modification to vehicles;
- c) Systems Engineering;
- d) Verification and Validation;
- e) Development of Technical Documentation;
- f) Development and delivery of Operator Training;
- g) Project Management; and
- h) Transport.

The work subcontracted to Australian industry is shown in the table below.

TABLE 1: SUBCONTRACTOR DETAILS AND WORK TO BE PERFORMED

AUSTRALIAN COMPANY	COMPANY LOCATION	ACTIVITY	SME	INDIGENOUS ENTERPRISE
Manitou Australia	Sydney	Project Management of OEM Manufacture, Modification & Supply Management, and ILS Support	Yes	No
CEA	Sydney	Project Management of OEM Manufacture, Modification & Supply Management, and ILS Support	No	No
Komatsu Australia	Sydney	Project Management of OEM Manufacture, Modification & Supply Management, and ILS Support	No	No
Liebherr Australia	Sydney	Project Management of OEM Manufacture, Modification & Supply Management, and ILS Support	No	No
ECLIPS	Canberra	Design and manufacture of Cradles, and ILS Support	Yes	No
QinetiQ	Canberra	Systems Engineering, including Verification & Validation	No	No

No formal training initiatives offered to Australian industry are envisaged as part of this project.

### Scope of Future Work Opportunities:

The primary opportunity for future work is the transport of cradles. It is expected that prototype cradles will need to be transported to locations in Sydney and Melbourne, and for production cradles to be delivered to various locations in Australia.

Due to the COTS nature of the project, there is not envisaged to be any innovation or research and development opportunities during the prime contract term.

### Future Opportunities Industry Engagement:

Ventia will engage local transport providers to address the cradle delivery requirements. We will invite current Ventia Indigenous and Supply Nation listed vendors with the capability and capacity to provide transport and logistics support to tender for delivery of cradles. Depending on the number of suitable indigenous suppliers identified, other registered Ventia suppliers who have the capability and capacity may also be invited to tender. Tender responses will be assessed based on Indigenous content, capability, risk and value for money.

The approach to market will occur progressively from Q1 2022.

The details for the Ventia point of contact for the LAND 8120 Phase 1 prime contract are provided below:

Name	Richard Cave
Position	Land 8120 Project Manager
Contact details	richard.cave@ventia.com

### Company Approver

Authorised by:



Michael McDowell

General Manager – Defence Support Services