ANNEX C - PUBLIC AIC PLAN

COMPANY DETAILS

Company Name: Lockheed Martin Australia Electronic Systems Pty Ltd

Location: 45 Third Avenue, Mawson Lakes South Australia 5095

Contact Details: Tel: +61 8 8168 0600, Fax: +61 8 8168 0699

EXECUTIVE SUMMARY

Lockheed Martin Australia Electronic Systems (LMAES) is providing Support Services to Over the Horizon Radar System Program Office (STTO) involving Sustainment Engineering, Maintenance Services, and Facilities Support Services to two Over the Horizon Radar (OTHR) systems near Longreach Qld, and Laverton WA, and the RAAF operated Operations Centre at RAAF Edinburgh, SA. LMAES additionally executes development and enhancement activities for the OTHR system through the provision of Survey and Quote Services.

The scope of work under the Contract can be summarised as:

- Management of all Services;
- Reporting of all Services;
- Provision of all Services;
- Provision of Support Resources, including:
  - Personnel;
  - Technical Data;
  - Support and Test Equipment;
  - Training Equipment;
  - Packaging;
  - Facilities;
  - Computer Support;
  - Project management;
  - General and specialist vehicles and other machinery;
- Verification & Validation; and
- Quality Management.

The Contract price is $258M AUD for a rolling five year Contract term; with work being delivered by Australian Industry valued at 100% of the Contract price.

It is common practice for LMAES to engage local and interstate industry for a range of activities.

- General Maintenance;
- Equipment Maintenance;
- Calibration of Test Equipment;
- Warehousing & Distribution;
- IT & Hardware Support;
- HF Antenna Maintenance; and
- Depot Level Maintenance.

**SCOPE OF FUTURE WORK OPPORTUNITIES**

Given LMAES has been supporting the OTHR systems for over 10 years and has established a network of Subcontractors and Vendors providing reliable, value for money support, there are limited opportunities for further Australian Industry involvement under this Contract.

However, with the introduction of the Strategic Reform Program, there is a strong desire to find ongoing efficiencies. Australian Industry may be able to assist in the realisation of efficiencies for those elements in the list above, where LMAES uses Subcontractor/Vendor support, with the potential for a greater efficiency and/or a cost saving through innovative solutions.

**FUTURE OPPORTUNITIES / INDUSTRY ENGAGEMENT**

LMAES will continue to use the Australian Subcontractor/Vendor support; based upon their experience, commitment to quality, cost and schedule adherence and importantly their knowledge of the relevant requirements. However, LMAES will test the market for other Suppliers when the current arrangements come to a conclusion, new scope is added or there is poor performance.
LMAES will acquire materials and services in the most cost-effective manner practicable, considering availability of competition, availability of small business sources, quality, cost, performance, Supplier integrity, risk, environmental impacts, customer requirements, applicable laws and regulations, and other relevant sourcing requirements. This approach will allow for the assessment of all Suppliers and the determination of their capability within Australia to deliver the support required.

Australian Industry may register their interest in future opportunities by contacting the LMAES Contracts representative.

LMAES Contracts representative contact details:

<table>
<thead>
<tr>
<th>Contact Name:</th>
<th>Ms Alison Swift</th>
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</thead>
<tbody>
<tr>
<td>Position:</td>
<td>LMAES Contracts Administrator</td>
</tr>
<tr>
<td>Address:</td>
<td>45 Third Avenue, Mawson Lakes South</td>
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<td>+61 8 8168 0600</td>
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<tr>
<td>Email Address:</td>
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</tr>
<tr>
<td>Website Address:</td>
<td><a href="http://www.lockheedmartin.com.au">http://www.lockheedmartin.com.au</a></td>
</tr>
</tbody>
</table>

LMAES will endeavour to respond to all expressions of interest made by Australian Industry. As a result of the expression of interest, Australian Suppliers may be asked to demonstrate their capability in order to be added to the LMAES' Approved Suppliers List; enabling future consideration as opportunities arise.

APPROVED BY

Signature: 

Name: Jack Mahoney

Position: General Manager

Date: 10 June 2016

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