LAND 998 PH1
REPLACEMENT AVIATION FIRE TRUCK (RAFT)

AUSTRALIAN INDUSTRY CAPABILITY PLAN
ANNEX 3 – PUBLIC AIC PLAN

<table>
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Prepared for:
Project Manager
LAND 998 PH1 – Replacement Aviation Fire Truck
Victoria Barracks Melbourne
256-310 St Kilda Road
Southbank Vic 3006
Australia

Prepared by:
Oshkosh Airport Products, LLC
2307 Oregon Street
Oshkosh, WI 54902
1. COMPANY DETAILS

Company Name: Oshkosh Airport Products, LLC

Company Location: 2307 Oregon Street, Oshkosh WI 54902 USA

Website Address: www.oshkoshcorp.com

2. EXECUTIVE SUMMARY

2.1. Oshkosh Corporation has been contracted by the Commonwealth of Australia to supply 28 Replacement Aviation Fire Trucks (RAFT) under LAND 998 Phase 1 to the Royal Australian Air Force (RAAF) and the Australian Army. The contract acquisition cost is valued at an estimate of $30,357,540.87 (AUD), of which approximately $1,912,356.80 (AUD) will be delivered by Australian industry, including $31,000 (AUD) per year for 5 years of estimated Survey & Quote (S&Q) Services. This project is known as the LAND 998 RAFT Project.

Oshkosh intends to engage Australian industry for services required in order to successfully complete delivery and sustainment of all RAFT vehicles. The services to be rendered by Australian industry include:

(i) Warehousing of parts
(ii) Depot level maintenance support
(iii) Mobile Mechanic support
(iv) Training Documentation Printing and Delivery
(v) Australian Design Rules Certification
(vi) Training Provisioning
(vii) Platform Manual Provisioning
(viii) Laser Scanning of Equipment

Oshkosh after-sales service and support model consists of the development of spares warehousing and maintenance facilities throughout the country of Australia in key locations related to vehicle assets. These strategically located facilities will allow for timely response to issues discovered, minimizing vehicle downtime. Locally employed mobile mechanics will assist in performing diagnostic testing and providing repairs to the RAFT units.

Oshkosh after-sales service and support model consists of the development of spares warehousing and maintenance facilities throughout the country of Australia in key locations related to vehicle assets. These locations include Brisbane, Queensland; Darwin, Northern Territory; Sydney, New South Wales; Port Macquarie, New South Wales; and Townsville, Queensland. Oshkosh Corporation selected local companies as preferred suppliers and are currently expected to be involved in the delivery of the project and the work packages that are available to local industry as described in Table 1 below:
### TABLE 1: Oshkosh Replacement Aviation Fire Truck

<table>
<thead>
<tr>
<th>Company</th>
<th>Work Packages</th>
<th>Location</th>
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<tr>
<td>JLG Australia</td>
<td>The repair and maintenance of the Aviation Fire Trucks vehicles</td>
<td>Brisbane, Queensland</td>
</tr>
<tr>
<td></td>
<td>The upgrade of Aviation Fire Trucks</td>
<td>Darwin, Northern Territory</td>
</tr>
<tr>
<td></td>
<td>Providing Mobile Mechanic spares support to the Aviation Fire Trucks</td>
<td>Sydney, New South Wales</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Port Macquarie, New South Wales</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Townsville, Queensland</td>
</tr>
<tr>
<td>Logistics Engineering Services (LES)</td>
<td>Providing spares support to the Aviation Fire Trucks</td>
<td>Brisbane, Queensland</td>
</tr>
<tr>
<td></td>
<td>Create and provision for training services for operators and maintainers of the Aviation Fire Trucks</td>
<td></td>
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<tr>
<td>Transport Certification Services (TCS)</td>
<td>Provide Australian Design Rules (ADR) Certification services in support to the LAND 998 RAFT project</td>
<td>Melbourne, Victoria</td>
</tr>
<tr>
<td>Integrated Design &amp; Engineering Solutions Pty Ltd (iDES)</td>
<td>Performing Laser Scanning of Equipment</td>
<td>Melbourne, Victoria</td>
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</table>

For the LAND 998 RAFT Project, Oshkosh conducted rigorous due diligence to create a team to deliver the best product to serve the needs of the Commonwealth of Australia, providing the best value for money. Oshkosh's decisions for production, delivery, support and sustainment are based on comparisons using Oshkosh Corporation’s Global Purchasing and Supply Chain (GPSC) four priorities. The four priorities for Oshkosh Corporation’s GPSC are Competitiveness, Delivery/Supply Chain, Quality/Launch, and New Product Development Program Management.
3. SCOPE OF FUTURE WORK OPPORTUNITIES

Oshkosh Corporation has a well established development and manufacturing program already in place at their facilities in the U.S.A. Oshkosh intends to utilise their already established facilities and expertise in the Fire & Emergency market to provide a superior product that will meet and exceed the Commonwealth of Australia’s expectations.

As the project progresses, Oshkosh will work closely with the Australian industries mentioned above to ensure that the agreed upon Australian content is incorporated for completion of the Land 998 project. Oshkosh has sought the assistance of these Australian industries because they feel that these companies are completely competent and well established.

Should opportunities arise during the progression of the project, Oshkosh will look to engage the Australian industry for support. If further work is required, Oshkosh Corporation will work together with the respective State Governments, DMO Business Access Offices, and Australian Industry Associations to engage Australian industry for appropriate industry identification in required areas. The approved sub-contractors and suppliers will be able to then provide their products/services as needed. Oshkosh shall update the Public AIC Plan as appropriate should further work and/or Australian industries become involved in the scope of work.

4. FUTURE OPPORTUNITIES / INDUSTRY ENGAGEMENT

Oshkosh Corporation is well advanced in the process of finalizing arrangements with key subcontractors and strategic partners.

Oshkosh Corporation 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.

Oshkosh Corporation will engage with Australian industry and test the market as specific opportunities arise in the work activities outlined in section 3 of this Public AIC Plan. Oshkosh Corporation may test the market for other suppliers when current arrangements come to a conclusion.

Oshkosh Corporation designs, builds and supports the world’s toughest specialty vehicles, truck bodies and access equipment. Oshkosh Corporation has four industry leading business segments:

(i) Defense
   (a) Tactical wheeled vehicles

(ii) Fire & Emergency
    (a) Fire Trucks
    (b) Airport Vehicles (Air Rescue Fire Fighting and Snow Removal)
    (c) Broadcast and Command Vehicles

(iii) Access
    (a) Aerial Work Platforms
    (b) Telehandlers
    (c) Towing and Recovery Vehicles

(iv) Commercial
    (a) Concrete Mixers
Should you have capabilities in these areas, please contact us through the identified Industry Engagement Contact for potential future global opportunities.

5. INDUSTRY ENGAGEMENT CONTACT

Oshkosh Corporation will undertake a structured approach to future industry engagement and market testing using similar processes used to select the Australian companies listed in Section 3 above. The process described below reflects Oshkosh Corporation’s procurement procedures for major acquisitions already contracted and provides Australian industry with insight to how Oshkosh Corporation’s procurement processes and key decision making criteria.

Oshkosh Corporation selected a number of candidate companies for subcontract work and partnership opportunities on the LAND 998 RAFT project. Local content with Australian service support was a key high value selection criterion. Some organizations offered off-shore/foreign content as well as a local option.

Oshkosh Corporation issued a Request for Proposal (RFP) to an initial group of down selected companies exhibiting desirable attributes. Oshkosh Corporation received a variety of responses from selected responses. All assessments were undertaken in accordance with industry best practice and reviewed by senior management within Oshkosh Corporation Airport Vehicles Product Group as appropriate. The key discriminators are technical compliance, cost, schedule, quality, and AIC.

The LAND 998 RAFT Project Manager is responsible for 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.

Oshkosh Corporation 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 998 RAFT Vehicle projects when future opportunities arise.

Australian industries with expressions of interest in engaging for future opportunities are encouraged to contact Oshkosh Corporation’s representative.

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### 6. AUTHORISATION

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<th>Name</th>
<th>Title</th>
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<tbody>
<tr>
<td>Jeff Resch</td>
<td>Vice President</td>
<td>signature</td>
<td>13 April 2015</td>
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