

AERIUS Marine GMBH

Hunter Class Frigate Programme

Expression of Interest Request

For

International Logistics & Warehousing

AERIUS Marine GmbH
Lübecker Str. 128
22087 Hamburg
Germany

Document Authorisation & Change Record

Revision	Change record	Prepared by / Title	Approved by / Title	Date
01	First Issue	Stephen Clark <i>Snr Project & Commercial Manager</i>	Shankar Rasiah <i>Programme Director</i>	10/06/2020

Table of Contents

1. Purpose of the Document.....	4
2. Scope of this EOI.....	4
2.1 Logistics provision	4
2.2 Warehousing provision	4
2.3 Overall Management	5
3. Pre-Qualification Questionnaire	5
4. References	6
4.1 Referenced Documents.....	6
4.2 Acronyms and Abbreviations.....	6

1. Purpose of the Document

AERIUS Marine GmbH are seeking Expression of Interest (EOI) in support of delivering HVAC related equipment and services to BAE Systems Australia / ASC Shipbuilding Pty for the Hunter Class Frigate Programme.

AERIUS Marine are specialist integrators of Marine HVAC, CBRN, Piping, Refrigeration and Fire Protection Systems for complex Combat and Non-Combat Ships, Cruise Ships and Luxury Yachts, and are currently engaged as a key supplier to the Global Combat Ship programme.

As a result, we are seeking information from Australian Small to Medium Enterprises (SMEs) with various capabilities that may enable them to become a future supplier or partner able to form part of our Australian supply chain and assist the development of our local capability.

Businesses that can demonstrate some or all of the skills/capabilities sought within the EOI will be approached directly by AERIUS Marine GMBH for further discussions. This may in future require entry into Non-Disclosure-Agreements and/or export control agreements as necessary to fully develop the understanding of how we may be able to better understand the potential benefit of each businesses key capabilities.

Respondents should note that information contained within the EOI is subject to change and should not be relied on by respondents as final or definitive.

2. Scope of this EOI

2.1 Logistics provision

- International reach for palletized & specialized equipment transportation
- Ability to manage Import / Export requirements with various suppliers
- Capability for crane operated transport as necessary
- High volume of Material Circa 300-500 m3 per year
- Typically travelling from Europe (Incl UK) to Australia or from Australian suppliers to warehouse facility

2.2 Warehousing provision

- Provision of warehouse facilities suitable for pallets, boxed material, large / heavy crated equipment.
- Approximate volume at any one time up to circa 500 m3 (likely 3-6 month turnaround time)
- Temperature controlled environment
- Possibility to carry out basic maintenance while in storage or to allow access for specialist

- Management and control of all items in the warehouse including batching of bulk material and commodity items to suit a continuous build programme
- Delivery of equipment to final location

2.3 Overall Management

- The ability to assist in the development of a total turnkey logistics and warehousing service for the Contract (approximately 35 suppliers).

3. Pre-Qualification Questionnaire

The following pre-qualification questions and additional details must be completed. Please refer to the ICN online form for completion.

- 1) Have you updated your ICN company profile with your Products & Services, Accreditations & Compliances, Contact Details, Employee numbers and Indigenous Ownership?
- 2) Please confirm the state in which your primary business is based
- 3) Are you a wholly owned Australian company? If no, please provide details.
- 4) Are you an Indigenous company?
- 5) What are your business core competencies & capabilities & the specific products or services you would like to offer this project.
- 6) Please provide full details of recent experience relevant to the products / services your company is involved in.
- 7) Please provide details of any involvement in previous major defence, maritime or commercial projects.
- 8) Please provide the number of Indigenous / Aboriginal / Torres Islander employees your organisation has. (Stipulate Full Time and Part Time)
- 9) Please provide any additional information which provides details of the company which may distinguish you from others.

Please take note of the Expression of Interest closing date - 22nd July 2020.

4. References

4.1 Referenced Documents

Document Title	Document ID
Supplier Information - Pre-qualification Form	EOI Ref-001

4.2 Acronyms and Abbreviations

Acronym/ Abbreviation	Meaning
HVAC	Heating, Ventilation and Air Conditioning
EOI	Expression of Interest
CBRN	Chemical Biological Radiological Nuclear