

SEA 1905

MARITIME MINE COUNTERMEASURES (MCM)

AUSTRALIAN INDUSTRY CAPABILITY

EXPRESSION OF INTEREST

Prepared by Thales Australia
Reference: Thales SEA1905 POC EOI 001

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1 THALES

1.1 Company overview

Thales is a global technology in the Aerospace, Transport, Defence and Security markets. With 81,000 employees in 68 countries, Thales reported sales of €17 billion in 2020. With over 30,000 engineers and researchers, Thales has the capability to design and deploy equipment, systems and services to meet the most complex security requirements. Its exceptional international footprint allows it to work closely with its customers all over the world.

Thales in Australia is a trusted partner of the Australian Defence Force, employing over 3,800 people and recorded revenues of more than AUD 1 billion in 2019. Thales Australia has a history of investment to build advanced in-country capability across manufacturing, critical systems and services. Close collaborative relationships with local customers, suppliers, academia and research institutions combined with technology transfer from our global business enables Thales to tailor high quality solutions for Australian and export markets.



With over 40 years of experience in undersea warfare, Thales Underwater Systems is a world leader in its field and a major exporter of sonars and associated systems for navies and air forces worldwide. The Underwater Systems business line has operating units in France, United Kingdom and Australia, and employs about 2,500 people world-wide and 300 people in Australia.

Thales Underwater Systems has a wide range of products, systems and services which include:

- Sonars for all platforms (submarines, surface vessels, helicopters and maritime patrol aircraft)
- Mine countermeasures systems
- Acoustic homing heads for torpedoes
- Underwater security and protection
- Customer support and related services.

More details of Thales Australia and the Thales Group can be found on <https://www.thalesgroup.com>

1.2 Opportunity

Thales Underwater Systems are pursuing significant Defence opportunities in Australia and globally. As part of this we are seeking to gain a detailed understanding of Australian industry for organisations with the design and technical capability to manufacture, integrate and supply the 'Portable Operations Centre' system outlined in Clause 1.2.1 of this Expression of Interest (EOI).

This opportunity offers the successful organisation the potential to partner with Thales in Australia for the SEA1905 Programme and global defence programmes through the Thales Global Supply Chain.

1.2.1 Portable Operations Centre

The Thales designed Portable Operations Centre (POC) is a flexible low risk solution for command and control of remote and autonomous maritime systems that has been proven during the successful demonstrations of UK and French Mine Counter Measure (MCM) programmes. It provides a standalone, command and control module with integrated enabling technologies and environmental protection and is a transportable and habitable facility for four operators. It can be operated from shore or on a sea going vessel

The POC hosts the Command & Control and Communications infrastructure. The POC acts as the communication node for the elements necessary to conduct the range of MCM missions. Refer to **Figure 1**.

The POC comprises two twenty-foot equivalent unit ISO containers, the Operations Unit (OU) and the Auxiliary Unit (AU). The Operations Unit provides the working environment for the Command Team and hosts three Operator work positions, processing equipment, communications equipment, situational awareness sensors and other equipment necessary for the mission. The Auxiliary Unit contains the electrical generator and power distribution system for the Operations Units and for other hosted equipment. It also provides a facility for carrying out maintenance activities. Three communications masts and one radar mast are included with the POC, with dedicated stowage racks and handling equipment.

The POC has achieved a host of accreditations and regulatory compliance that provide an assured and low risk capability, able to support a range of mission scenarios, without the need for further qualification. These accreditations include:

- Physical Security; designed and verified to NATO Secret level
- European Union Directives for Radio Equipment (Emission Control)
- European Union Directives for Electromagnetic Compatibility
- TEMPEST, to NATO standard and assessment protocols
- ISO Shipping Container Standards
- Defence Transportation Regulations; in accordance with JSP 800
- HVAC and Fresh Air; fresh Air; supply for 4 permanent operators, as per ANEP-25
- Power Distribution; meets all applicable regulatory standards
- Environmental performance; verified against DEF-STAN 00-35.

The POC OU and AU have a common architecture:

- Container - encompassing the physical structure of ISO container with doors and vaults.
- Services - facilitating use of the container as a workspace, HVAC, lighting, power distribution and container levelling system for deployment on uneven ground.
- Fit - providing work positions and all associated electronic equipment required for the operational purpose and use of the OU and AU.

COMMERCIALLY SENSITIVE

The OU provides a climate-controlled workspace with four seated work positions. Each work position provides the Human Machine Interfaces (HMI) for the functional capabilities of the MCM elements, which in turn communicate externally via:

- Antennas fitted to the container roof, on Main Communication masts or to the ship's superstructure.

The primary purpose of the AU is to provide power conditioning and power generation for the OU. The AU also provides:

- A mounting position for a Main Communication mast.
- Remote reporting of generator status to the OU.
- Charging for MCM assets
- A climate-controlled work space for two maintainers

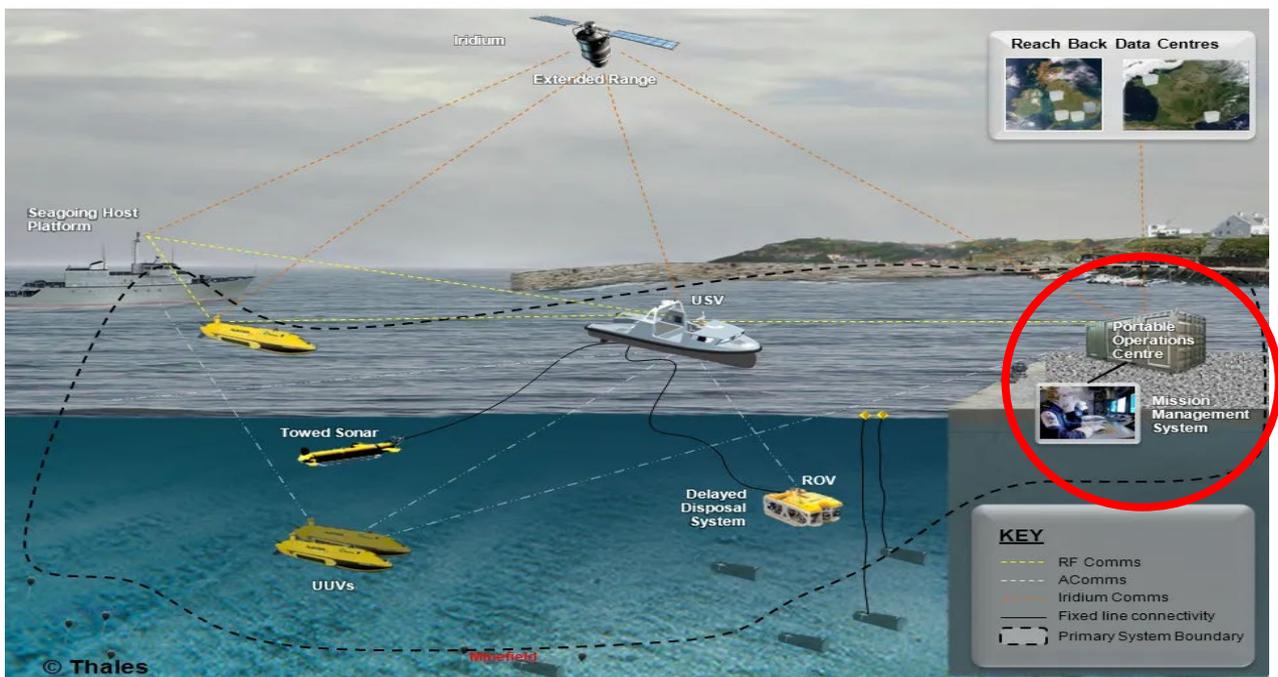


Figure 1

Thales is investigating Australian organisations who could manufacture and supply the POC as a turn-key solution by:

- Working with Thales to implement minimal tailoring of the existing technology transfer 'build to print' design for the specific programme requirements
- Manufacturing the core POC element; container with integrated services in accordance with the manufacturing data pack and specific programme requirements.
- Developing the V&V strategy and implementation
- First Article and Production Inspection and Testing
- Factory Acceptance Testing
- On-going support and maintenance.

1.3 Purpose of this EOI

The purpose of this EOI is to enable Thales to:

1. Survey the market for potential organisations who have the capability and interest in working with Thales for the manufacture and supply of the POC for Defence Programmes in Australia and potential export opportunities through our Global Supply Chain Program.
2. Review and evaluate the capability of the organisations in regards to manufacturing, technical and design capability, track record and experience in providing similar solutions, experience of supplying into Defence projects, Australian Industry Capability, regulatory compliance, capacity, quality, security and innovation.
3. Develop a shortlist of organisations for further investigation through the Thales Procurement Process.

1.4 Respondent Organisational Requirements

Thales is seeking to partner with an organisation that:

1. Has the organisational structure to support and supply a turn-key project of this nature – including:
 - a. Manufacturing, design and technical capability and capacity in Australia (Mandatory)
 - b. Qualified personnel and Project Management methodologies in place
 - c. Quality and Environmental systems in place
 - d. Financial Capacity
 - e. Insurance Coverage
 - f. Supply Chain Management
2. Is experienced in working with Transfer of Technology from overseas countries, including working collaboratively with overseas entities and teams (Teleconferences / Web-conferences).
3. Is willing to collaborate with Thales to design and develop the POC and Services within the development phase and support Thales and their customers in the delivery, implementation, acceptance and in-service support (ISS) of the POC.
4. Has the ability to understand, implement and comply with the required Defence / Industry / Regulatory specifications and requirements.
5. Is experienced and has a track record in the participation and supply of similar solutions for Defence projects.
6. Is transparent and open in the cost 'build up' of their proposal and solution, and able to identify cost-drivers in the design and propose cost reduction proposals.
7. Security - has DISP accreditation and/or existing capability & experience in handling and storing information up to 'protected' level in accordance with Defence Security Principles Framework (DSPF) requirements.

2 PART 2 – EOI CONTENT

2.1 EOI Contents

This Document

2.2 EOI key dates

The following key dates apply to this EOI:

EOI Issue Date	30 th September 2021
Industry Day	N/A for this EOI
EOI Closing Date and Time	5pm 22 nd October 2021 AEST
EOI evaluations and Shortlist of Respondents	October 2021
Thales Procurement Process	November 2021
Preferred Supplier down select	Estimated Q2 2022

2.3 Key Evaluation Criteria

The key criteria used to assess the Respondents response to this EOI will be:

- As outlined in Clause 1.4 of this EOI.

2.4 Thales contact:

The following individual is the nominated Thales contact for this EOI:

Name	Susan Muscat
Title/Position	Thales Procurement Category Manager
Mobile	+61 428 046 751
Email address	Susan.Muscat@thalesgroup.com.au

2.5 Respondents to inform themselves

A respondent who receives this EOI is under no obligation to respond and any response that is provided is submitted on a voluntary basis in accordance with the terms of this EOI.

Thales has taken all reasonable care to ensure that the EOI is accurate, however, Thales gives no representation or warranty as to the accuracy or sufficiency of the contained information. This EOI is an invitation to treat and must not be interpreted as an offer capable of acceptance by any person, or as creating any form of contractual, quasi-contractual, restitutionary or promissory estoppel rights, or rights based upon similar legal or equitable grounds.

Whilst it is the intent of Thales to evaluate supplier responses for the purposes of pre-qualification and possible short listing for further consideration, Thales makes no obligations or undertakings in any way in relation to:

- go to tender; or
- accepting any EOI information received from Respondents; or
- including Respondents responding to this EOI in any future tender invitation; or
- any other commitment to Respondents whatsoever, including any intention to form a contract with any Respondent for provision of services or supplies.
- No binding contract (including a process contract) or other understanding will exist between Thales and a Respondent unless and until an Agreement is signed by Thales and the Preferred Respondent.

2.6 Questions during the EOI period

Respondents are to direct any questions regarding the EOI content or process to the Thales contact. All questions should be submitted in writing to the nominated email address. Thales may choose to convey responses to submitted questions to all relevant Respondents so that each is equally informed.

2.7 Costs of Preparing Respondents Response

The Respondent's participation in this EOI process, or in relation to any matter concerning this EOI, is at the Respondent's own risk and cost. Thales will not be responsible for any costs or expenses incurred by any Respondent in preparation or lodgement of a response to this EOI.

2.8 Confidentiality

All response documents submitted in response to this EOI become the property of Thales. Respondents submitting documents do so on the basis that Thales may use, retain and copy the information contained in those documents for purposes related to this EOI including the process of shortlisting respondents and the preparation of any future procurement process.

Respondents are not to include confidential information in their response without the prior written agreement of the Thales Contact. If Thales agrees to the inclusion of confidential information belonging to a respondent, this information is to be clearly and precisely identified as confidential in the response and must be preceded by entering into a confidentiality agreement between Thales and the Respondent prior to the receipt of the information by Thales.

Nothing in this clause 2.7 affects the ownership of the Intellectual Property in the information contained in a response.

2.9 Late Responses

Respondents are responsible for submitting their response prior to the EOI closing date and time in accordance with Clause 2.1. There will be no allowance made by Thales for any delays in transmission of the response from respondent to Thales. Any proposal received by the respondent later than the stipulated EOI closing date may be removed from further consideration by Thales.

2.10 Assessment of and Feedback to the Responses

Consistent with the terms of this EOI, responses will be reviewed and considered by Thales as an information source for the purposes described in this EOI.

Thales may at any time seek additional information on, or clarification of, a response from a respondent

Thales may, but is under no obligation to, provide feedback on responses to this EOI on a case by case basis. Respondents should contact the Thales Contact in clause 2.3 if they wish to request feedback on their EOI response.

2.11 Acceptance of these Conditions

Respondents, by submitting a response to this EOI, are deemed to have acknowledged and agreed to the conditions set out in this EOI and confirm their intent to participate in any resulting procurement process if requested to by Thales.

3 PART 3 – RESPONSE TO BE PROVIDED BY THE RESPONDENT

Written response addressing your organisation's capability to meet each of the seven (7) Thales requirements specified in Clause 1.4 of this EOI. Please note:

- a. The capability to design, manufacture, and support in Australia is a **mandatory** requirement. Any respondent who cannot confirm or demonstrate this capability will automatically not be considered for further consideration. Please consider this before responding.
- b. Your response must describe how your organisation meets or intends to meet the requirement. Please be as specific as you can without providing Confidential information.
- c. The response document should be in PDF format
- d. Any supporting information supplied (organisation capability statements, marketing media, case studies, customer references etc.) must be attached to the e-mail containing your response and not exceed 10MB in size.

Complete and return Part 4 - Proposal form.

The response is to be submitted via e-mail to the Thales Contact by **5pm 22nd October 2021 AEST**.

4 PART 4 – PROPOSAL FORM

To: Thales Australia, Underwater Systems

Attention: Susan Muscat

The Respondent confirms they have responded to the requirements of the EOI and acknowledge and agree to the conditions as set out in the EOI.

Company Name (Respondent(s))	
ABN / ACN:	
Address:	
Phone No:	
E-mail Address:	
Contact Person:	
Name & position of authorised signatory:	
Signature of authorised signatory:	
Date:	