

Request for Proposal

Marine and Industry 4.0 Equipment to support Innovation Trials

Hunter Class Frigate – Innovation Program

Including:

- ✓ Scope of Work
- ✓ Required Supplier Capabilities
- ✓ Pre-Qualification Questionnaire
- ✓ Response Requirements Format
- ✓ Closing Date For Request for Proposal

Acronyms and Abbreviations

Acronym	Description
ABN	Australian Business Number
ANZSIC	Australian and New Zealand Standard Industrial Classification
COTS	Commercial Off The Shelf
EOI	Expression of Interest
HCFP	Hunter Class Frigate Program
ISO	International Standardisation Organisation
ICN	Industry Capability Network
IoT	Internet of Things
RFP	Request for Proposal

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1 PREFACE

1.1 ASC Shipbuilding

ASC Shipbuilding is Australia’s leading naval shipbuilding organisation, contributing to the nations continuous naval shipbuilding strategy and developing sovereign capability.

As a subsidiary of BAE Systems Australia and with more than 1,100 employees working across three naval shipbuilding programs, as capability provider to the Hobart Class Air Warfare Destroyer and Arafura Class Offshore Patrol Vessel programs and as prime contractor the Hunter Class Frigate Program (HCFP), our aim is to deliver superior capability to the Australian Defence Force and create a vibrant, innovative and sustainable naval defence industry for generations to come.

1.2 Innovation program

As part of the HCFP, the maximization of Australian Industry Capability (AIC) raises Australian industry ability to compete for and win domestic and international maritime work. This increased demand facilitates long-term investment and the development of a sustainable and competitive sovereign naval shipbuilding industry.

As a part of building Australian capability, the HCFP Innovation Research and Technology team encourages innovations and conducts targeted research into areas of interest.

1.3 Connected Equipment Task

Through this RFP we are engaging with industry to discover technologies, products and associated marine equipment that can provide machine state, data collection and ongoing condition and health monitoring solutions with Industry 4.0 technology solutions at the fore front of the design.

2 OBJECTIVES

We are seeking to source technologies, products or marine equipment for the purpose of data capture and continuous machine health monitoring testbed research.

We are seeking proposals to include within our demonstration scenario for the purpose of:

- Identifying Marine equipment with Industry 4.0 capabilities;
- Identifying Industry 4.0 equipment that can be used within Marine equipment;
- Identifying suitable devices to provide machine health monitoring solutions;
- COTS IoT Devices;
- Other Industry 4.0 and Marine products, platforms and services.

3 SCOPE OF WORK / SCOPE OF SUPPLY

ASC Shipbuilding are seeking RFP from suppliers to offer equipment, services and solutions to this demonstration cell.

The purpose of the Capability Questionnaire is to establish the feasibility of prospective Suppliers to provide equipment, services and solutions to this demonstration cell for the HCFP.

The HCFP will require maximization of local content in Australia.
Suppliers will be expected to work autonomously within the ASC Shipbuilding partnering strategy.

Indicative Guidance:

- The cell will likely include rotary machines, such as fluid transfer pumps or air movement units (centrifugal/axial type fans);
- The equipment will likely be mounted on base frame foundations, movable via means of pallet jack/forklift type handling;
- 10A Australian 240VAC GPO capable preferred (main electrical connection via means of plug top and lead) for demonstration equipment. Hardwire electrical connections possible on consideration. Typical power levels 100-1,000W indicative;
- Industry 4.0 Technology favourable (variable speed drive, inbuilt communication capability, etc).

4 REQUIRED SUPPLIER CAPABILITIES

- ISO 9001:2015 Approved;
- Documented material control and traceability procedures for in-house and sub-supplier manufacturer.

5 SUPPLIER RESPONSE FORMAT

Suppliers shall consider submitting a proposal to offer to ASC Shipbuilding the following for integration into the demonstration cell:

- Marine equipment with Industry 4.0 capabilities;
- Industry 4.0 equipment that can be used with marine equipment;
- Suitable devices to provide machine health monitoring solutions;
- COTS IoT Devices;
- Other Industry 4.0 and marine products, platforms and services.

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Budgetary Guidance:

- Products and services will have higher favourability of being considered in the demonstration cell if within the range of \$1,000-50,000 AUD ex. GST;
- Proposals are sought with a Quotation validity period of 3 months.

Evaluation Criteria:

- Marine equipment;
- Industry 4.0 capability;
- Designed in Australia;
- Manufactured in Australia;
- Data integrity and security;
- Cost and performance.

Due to the unpredictable nature of research, this approach to market is not a commitment to buy.

ASC Shipbuilding also reserves the right to modify the details of the approach to market before, during or after the procurement process as a result of emergent information.

ASC Shipbuilding intends to purchase using standard Terms and Conditions available at the following hyperlink <https://www.baesystems.com/en-aus/our-company/about-us/our-suppliers> (ASC Shipbuilding Pty Ltd Terms & Conditions).

Suppliers are invited to please provide responses in accordance with the response template as per Attachment A.

All offered products and services should be accompanied by product datasheet attachments in PDF format.

6 QUALITY

Suppliers must familiarize themselves with the Quality requirements of ASC Shipbuilding as listed in the Supplier Quality Assurance Manual and the Inspection and Assurance Codes, available at the following hyperlink, <https://www.baesystems.com/en-aus/our-company/about-us/our-suppliers> (ASC Shipbuilding Pty Ltd Terms & Conditions).

7 CLOSING DATE FOR RESPONSES

Friday 9th October 2020, late responses may be considered.

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8 Attachment A in excel:

8.1 PRE-QUALIFICATION QUESTIONNAIRE

- Your full company name
 - Your companies trading name
 - An overview on what services you will be providing ASC with
1. Provide full details of previous defence, maritime or commercial projects in which your company has delivered?
 2. What State/s do you have these capabilities in?
 3. Have you worked on defence contracts before?
 4. Are you an Australian-owned company?
 5. Are you an Indigenous company?
 - a. If so, please provide the number of Indigenous/Aboriginal/Torres Strait Islander employees your organisation has? (Stipulate Full Time and Part Time)
 - b. Do you have a Reconciliation Action Plan (RAP) in place?
 7. State acquired company certification and accreditations
 8. Stipulate any further competitive discriminators that have not been identified in the answers to previous questions.
 9. Have you updated your ICN company profile with the your trading name, contact details, website, ABN, number of employees, annual turnover, export details (if applicable) and ANZSIC codes? This information will be used in assessing this RFP.
 10. Do you have quality system accreditation under ISO 9001:2015?

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8.2 RESPONSE FORMAT REQUIREMENTS

Please provide responses within a tabled format similar to the reference below;