

# **Shipyard Capabilities Expression of Interest (EOI): Any Opportunities – Innovation**

Innovation Research & Technology  
Hunter Class Frigate Program

BAE Systems Maritime Australia

Including:

**Objectives**

**Pre-qualification Requirements**

**Capability Questionnaire**

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**BAE SYSTEMS**

Maritime Australia

## Acronyms and Abbreviations

Acronym	Description
AIC	Australian Industry Capability
CNS	Continuous Naval Shipbuilding
EOI	Expression of Interest
GAP	Global Access Program
HCFP	Hunter Class Frigate Program
ICN	Industry Capability Network
R&T	Research and Technology
RFI	Request for Information
RFP	Request for Proposal

## Definitions

Term	Definition
ASC Shipbuilding	ASC Shipbuilding Pty Ltd
BAE Systems Maritime Australia	Trading name for ASC Shipbuilding Pty Ltd.

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# 1 Preface

## 1.1 BAE Systems Maritime Australia

BAE Systems Maritime Australia (formerly ASC Shipbuilding) is Australia’s leading naval shipbuilding organisation, contributing to the nations Continuous Naval Shipbuilding (CNS) strategy and developing sovereign Australia Industry Capability (AIC). As a subsidiary of BAE Systems Australia it has more than 1,100 employees working across three naval shipbuilding programs, such as Hobart Class Air Warfare Destroyer, Arafura Class Offshore Patrol Vessel programs as well as being the prime contractor for the Hunter Class Frigate Program (HCFP). Our aim is to deliver superior capability to the Australian Defence Force and create a vibrant, innovative, sustainable and enduring naval shipbuilding industry. To deliver these commitments requires us to encourage, support and collaborate with Australian industry and identify marketplace opportunities in innovation and technology.

## 1.2 Innovation Research & Technology Program

The Innovation Program seeks to underpin an integrated national enterprise that builds and sustains a sovereign naval shipbuilding and sustainment capability in Australia. The R&T program interfaces with all aspects of the HCFP and will consider any technology associated with improvement of the delivery or capability performance of the shipyard, shipbuild and platform or systems. The program is future ready and currently conducts various targeted research activities which makes up the R&T portfolio.

### 1.2.1 Figure 1 – Research & Technology Portfolio



With state-of-the-art infrastructure in the Osborne Naval Shipyard and our industrial trial facility, Pilot Line Zero, Factory of the Future at the Tonsley Innovation District, the Innovation Program is looking to delve into the Emerging Technologies piece resulting from this Expression of Interest (EOI). Working closely with BAE Systems Australia’s Global Access Program (GAP), the Innovation Program program strives to identify opportunities for organisations to showcase and trial innovative technologies at Line Zero. It is our goal that we collaborate with one another undertaking demonstrations that display innovative and advanced technological capability which inherently may have potential for shipyard integration, domestic end user utilisation and international export.

# 2 Objectives: Any Opportunities – Innovation

The Any Opportunities – Innovation is an open call to industry via the Industry Capability Network (ICN). It is designed to solicit EOI’s from industry who aspire to work with BAE Systems Maritime Australia in maturing and harvesting their emerging technologies. If and when highly innovative and relevant technologies are presented to BAE Systems Maritime Australia under the appropriate circumstances that BAE Systems Maritime Australia wishes to further investigate such technology,

there is potential funding to industry players with the intention to implement technological solutions into the operational program. Working together, BAE Systems Maritime Australia and industry can enhance technological innovations, increase AIC and enrich Australia's current and future defence and shipbuilding capabilities.

The Any Opportunities – Innovation EOI is a solicitation to recognise current, emerging, and future technologies which concern the Key Areas of focus in BAE Systems Maritime Australia's innovation program.

## 2.1 Key Areas

Applicants will need to identify how their EOI will add value to the below Key Area.

As the R&T program progresses, so to with the evolution and expansion of the Key Areas whereby BAE Systems Maritime Australia will seek greater industry participation and collaboration into other shipbuilding/ defence industry related technologies.

The Key Area of focus in which this EOI seeks interest is:



Shipyards  
Capabilities

### 2.1.1 Shipyards Capabilities

Shipyards Capabilities involves investigation into the infrastructure, the workforce, and shipyard capabilities to ensure the Osbourne Naval Shipyard maintains high levels of productivity, quality and, safety.

## 2.2 Collaborating with BAE Systems Maritime Australia

The undertaking of this EOI process will identify and present new opportunities to which BAE Systems Maritime Australia may wish to pursue a procurement. As a result of the EOI assessment by BAE Systems Maritime Australia R&T personnel, the issuance of more detailed solicitations in the form of Request for Information (RFI) and/ or Request for Proposal (RFP) may occur case-by-case. Once satisfied with a proposition BAE Systems Maritime Australia may wish to pursue to enter into an agreement for a scope of work which could take one of the following forms:

- Research Tasks;
- Case Studies;
- Feasibility Studies;
- Proof of Concept;
- Prototyping; and/ or
- Other agreed scope of work which contributes to one or more of the Key Areas.

Funded by BAE Systems Maritime Australia, these activities support our continued commitment to increasing and aiding AIC, driving technological innovation and thus contributing to the Commonwealth of Australia (CoA) long term objective to deliver CNS.

### 2.2.1 Scope of Work

Applicants submitting their EOI via the reponse template shall detail what scope of work in which they propose and how they seek to collaborate with BAE Systems Maritime Australia.

All responses provided that are incomplete and/ or are not in the response template will be considered non-compliant and will be set aside. Any responses which exceed the designated word limit on the response template will also be considered as non-compliant and set aside.

Registrants who receive formal requests from BAE Systems Maritime Australia in the form of an RFI and/ or RFP may subsequently enter into discussions regarding the development of a detailed scope of work.

## 3 Pre-qualification Requirements

Applicants submitting an EOI to BAE Systems Maritime Australia are required to comply with the following in order to be compliant:

- Acknowledge in writing that the information contained in the EOI documentation is proprietary to BAE Systems Maritime Australia and is made available for the recipient on the express understanding that it is to be treated as confidential for information purposes only and that it may not be copied, used or disclosed to others in whole or in part for any purpose except as authorised in writing by BAE Systems Maritime Australia;
- Have an up-to-date ICN company profile which includes the appropriate trading name, contact details, website, ABN;
- Respond in the prescribed templates and forms provided by BAE Systems Maritime Australia;
- Understand that this approach to market is not a commitment to buy. BAE Systems Maritime Australia also reserves the right to modify the details of the approach to market before, during or after this process as a result of emergent information.
- BAE Systems Maritime Australia does not accept deposits or advance payments. Payment is to be issued upon delivery.
- Terms and Conditions - <https://www.baesystems.com/en-aus/our-company/about-us/our-suppliers> (BAE Systems Maritime Australia formerly ASC Shipbuilding Pty Ltd Terms & Conditions).

### 3.1 EOI Response Format

Expressions of Interest must be completed by applicants using the EOI proposal template provided in Microsoft Word or PDF. format. The EOI must include:

1. Written Expression of Interest (template provided) which includes the Capability Questionnaire
2. Quad Chart, Datasheet and/ or Capability Brochure in PDF. (if applicable)

### 3.2 Disclaimer

BAE Systems Maritime Australia endeavours to ensure that all information in this document is correct and fairly stated, but does not accept liability for any errors or omissions.

### 3.3 Privacy

BAE Systems Maritime Australia will take all reasonable measures to ensure that any personal information contained in the EOI will be dealt with in accordance with the provisions of the Privacy Act 1988 (Cth).

No applicant shall provide any information, make any statement or issue any document or other written or printed material concerning their application to any of the media without the prior written approval of BAE Systems Maritime Australia.

## 4 Capability Questionnaire

1. Are you an Australian Owned company? Please advise if you are you an Indigenous company.
2. Is your technology "Australian Made"?
3. Is your technology designed and developed in Australia?
4. Provide details on previous defence, maritime, or commercial projects in which your company has delivered.
5. Are you willing to provide additional information through formal solicitations if required e.g. Request for Information (RFI) / Request for Proposal (RFP)?
6. If required, are you willing to sign a Non-disclosure Agreement (NDA) and meet with Hunter Innovation personnel to discuss opportunities further?
7. Would you be willing to demonstrate your technology's capability at BAE Systems Maritime Australia's industrial trial facility, Line Zero at the Tonsley Innovation District?

Registrants are required to answer and complete the capability questionnaire as part of their submission to BAE Systems Maritime Australia in the EOI template provided.

## 5 Closing Date for Expression of Interest

**Thursday 30<sup>th</sup> June 2022**