



## Australian Industry Participation (AIP) plan Executive Summary

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### 1. Organisation and project details

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**Company/organisation name:** LOCKHEED MARTIN AUSTRALIA PTY LIMITED

**Project name:** Southern Positioning Augmentation Network (SouthPAN)

**Description of the project:** (1) Geoscience Australia seeks to procure the products and services necessary to provide improved Position, Navigation, and Timing (PNT) capabilities to end-users in Australia and New Zealand. This improved PNT capability will be provided via a Satellite Based Augmentation System (SBAS) broadcasting Signals-In-Space (SIS), with data also sent via a network connection to Geoscience Australia enabling dissemination through ancillary channels. Specifically this will include an:

- a. L1 SBAS capability that will provide sub-metre accuracy and will be used for Safety- of-Life (SOL) applications;
- b. Dual Frequency Multi Constellation (DFMC) SBAS capability that will provide sub- metre accuracy and will be used for SOL applications in the future; and
- c. Precise Point Positioning (PPP) capability that will provide high accuracy positioning using carrier-wave tracking technology. PPP is anticipated to be used primarily in the construction, maritime, utilities and rail sectors.

(2) The SBAS SIS will support Localizer Performance with Vertical guidance (LPV) Instrument Flight Procedures, which requires Certification of the System and associated Service for Safety-Of-Life (SOL) along with operations support in the form of 'Draft NOTAMs' when LPVs are unavailable.

(3) Other services (satellite broadcast and network delivery) not used for SOL are provided as Open Services.

The Project will deliver a number of capabilities around Australia and New Zealand. It will consist of two phase; Establishment and Sustainment. Establishment conducted over a four year period will include the delivery infrastructure which includes the following:

- Installation of two C Band 11 meter Limited Motion antennas at Uralla NSW
- Installation of two C Band 11 meter Limited Motion antennas at Invercargill
- GNSS Reference Sites (GRS) at the following locations:
  - o Albany WA
  - o Alice Springs NT
  - o Bowen QLD
  - o Canberra ACT
  - o Cocos (Keeling) Islands
  - o Corny Point SA
  - o Darwin NT
  - o Derby WA
  - o Esperance WA
  - o Exmouth WA
  - o Forrest WA
  - o Geraldton WA
  - o Gladstone QLD
  - o Halls Creek WA
  - o Hobart TAS
  - o Longreach QLD

- o Norfolk Island NFK
- o Perth WA
- o Port Hedland WA
- o Portland VIC
- o Tennant Creek NT
- o Uralla NSW
- o Cairns QLD
- o Whenuapai Airport NZ
- o Gisborne Airport NZ
- o Nelson Airport NZ
- o Timaru Airport NZ
- o Invercargill NZ
- o Chatham Island NZ

Sustainment which will be conducted over 15 years will include 365 24/7 operations at Uralla and Invercargill and the conduct of maintenance works at all sites. Sustainment will also include the conduct of a technical refresh during the mid-point to ensure system maintainability and take advantage to any technical development. In addition there will be scope to enhance the system as technology evolves.

This is a joint program between the Australian and New Zealand Government which will see the same services delivered to both countries. Day 1 services will be delivered at the commencement of Establishment as an open service which will be built upon to finally deliver a Safety of Life Space Based Augmentation capability that can be used by such user as the aviation industry and will also provide a Precise Point Positioning capability which means less than 10 cm GNSS accuracy.

Referring to Opportunities to supply goods and services 1 of 4: As Geoscience Australia stated when it issued the Request for Tender, their survey of qualified sources for SBAS technology demonstrated that the expertise required to deliver successfully the project was very specialized and did not exist in Australia. Therefore, Geoscience Australia made a considered decision to issue the Request for Tenders to global respondents. Lockheed Martin’s team represents truly global capability with experience on every certified Satellite Based Augmentation System, and consists of a specialized team of American, European, and Australian experts. Our suppliers of key hardware were selected based on a proven track record of providing specialized units for other certified SBAS. This includes highly specialized safety processors sourced from the United States, and specialized GNSS receivers and signal generators sourced from Canada. No sources exists in Australia for these unique units. LMA will be engaging Australian industry for installation and maintenance of the capability’s ground systems and will employ a number of Australians to support the 24/7 operation of the system throughout its life.

**Estimated capital expenditure/total value of the project:** \$1,056,442,429 AUD

**Estimated total value of key goods and services:** \$1,074,456,245 AUD

**Project location:** Canberra

**Link to project information:** <https://www.lockheedmartin.com/en-au/index.html>

**Contact person for procurement information:**

**Name:** Tamara Ritchie

**Phone number:** 0476770071

**Email address:** tamara.ritchie@lmco.com

## 2. Opportunities to supply goods and services

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers *	Opportunities for international suppliers
29 GRS Sites 4 C Band 11m limited motion antennas Support systems Building mods and electrical works See Description for detail	Yes	Yes
Tech Refresh of RFU's See Description for detail	Yes	Yes

Scheduled and on call maintenance of GRS Sites Supply of ICT services and hardware Maintenance support Supply of expense goods Machinery hire 2 x Car Lease See Description	Yes	Yes
Pass Thru / Cost Plus Fees See Description for detail	Yes	Yes

\* An Australian supplier means an entity that has an ABN or an ACN

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

- Australian and International standards and certifications will be required for the key goods and services in this project.

### 3. Communicating and providing opportunities

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- Project website OR Project supplier portal
- Liaison with industry associations
- Public announcements
- Media releases – national broadsheet
- Media releases – industry magazines
- Social media
- Workshops/industry briefings
- Direct contact with Australian industry (phone/email/letter)
- Make tender documents available to all possible suppliers at the same time
- Allow reasonable and equal time for submissions/responses
- Conduct workshops that provide sector specific information on how to prepare bids against tenders including information on how to prequalify
- Notify vendor identification agencies on upcoming supply opportunities
- Create, publish and distribute an AIP policy
- Include requirement in tender documents that successful tenderers comply with AIP plan
- Establish reporting requirement that shows how the AIP plan has been implemented
- All tenders from Australian and overseas suppliers will be assessed on the same basis
- The organisation will ensure all AIP plan obligations will flow down to contractors and subcontractors

### 4. Facilitating future opportunities

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- Provide advice to project suppliers on strategies and activities to undertake to be considered for inclusion in domestic and international supply chains
- Support and assist project suppliers to adopt specific standards and accreditations
- Recommend training and certification that enhance the ability of project suppliers to obtain additional business in Australia and overseas

- Transfer product and process technology, and organisational know-how, to project suppliers
- Encourage project suppliers to undertake research and development and innovative activities
- Assist participation in local, regional, national, international trade fairs to build awareness of Australian capability
- Introduce project suppliers to global companies or suppliers
- Bring international procurement managers to Australia to showcase Australian industry capability
- Arrange visits by project suppliers to the project proponent's overseas facilities
- Support overseas demonstrations of Australian industry capability
- Communicate with global supply chain managers and procurement agents about Australian industry capability
- Provide international market 'intelligence' to project suppliers
- Recommend suppliers to appropriate government programmes for advice and support
- Recommend training to suppliers to assist in integrating into global supply chains
- Provide unsuccessful tenderers with appropriate feedback to encourage future performance

## 5. Implementation resources

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- The organisation will record and/or retain evidence to demonstrate implementation of the approved AIP plan
- Develop and implement standard contractual arrangements with suppliers to give Australian industry opportunities to participate
- Develop systems to monitor and report on the extent of Australian industry participation
- Develop systems to identify inappropriate action under the AIP plan and to monitor/record the corrective action taken
- Develop systems to identify and report any variations in AIP plan activities