

Expression of Interest (EOI): Cobot Welding

Innovation Research & Technology
Hunter Class Frigate Program

ASC Shipbuilding Pty Ltd.

Including:

Objectives

Pre-qualification Requirements

Capability Questionnaire

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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

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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 (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 Research and Technology (R&T) 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, Line Zero at the Tonsley Innovation District, the R&T program is looking to delve into the “Cyber / Physical Systems” and “Emerging Technologies” portfolio resulting from this Expression of Interest (EOI). Working closely with BAE Systems Australia’s Global Access Program (GAP), the R&T 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: Cobot Welding

As part of ASC Shipbuilding’s commitment to maximising AIC it is a key objective to continue the exploration of current and emerging technologies by recognising the market’s innovative capabilities.

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 desire to work with ASC Shipbuilding/ BAE Systems Australia in maturing and harvesting their emerging technologies. Outward facing, this activity aspires to take an extra step, if willing, and provide funding to industry players with the intention to implement technological solutions into the operational program. Working together, ASC Shipbuilding and industry can enhance technological innovations, increase AIC and enrich Australia’s current and future defence and shipbuilding capabilities.

2.1 Key Area

ASC Shipbuilding is particularly interested at this time in robotic welding technologies. This could include technologies that cover the following areas of interest:

- “Robot co-worker” performing welding tasks.
- The Osbourne Shipyard is receiving high-levels of large-scale robotics, but automation the Shipyard can extend down to human-scale tasks. Cobots are an emerging technology that can support our human workforce.
- Robotics designed to work with human workers in close proximity.
- Automated welding capability that can be quickly redeployed and reprogrammed by the deployed workforce to assist in high-value low-volume welding tasks.
- MIG or TIG

2.2 Collaborating with ASC Shipbuilding

The undertaking of this EOI process will identify and present new opportunities to which ASC Shipbuilding may wish to pursue a procurement. As a result of the EOI assessment by ASC Shipbuilding 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 ASC Shipbuilding 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 ASC Shipbuilding, 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 response template shall detail what scope of work in which they propose and how they seek to collaborate with ASC Shipbuilding.

Registrants who receive formal requests from ASC Shipbuilding 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 ASC Shipbuilding 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 ASC Shipbuilding 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 ASC Shipbuilding;
- 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 ASC Shipbuilding;
- Understand that 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 this process as a result of emergent information.
- Terms and Conditions - <https://www.baesystems.com/en-aus/our-company/about-us/our-suppliers> (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 and Capability Brochure (if applicable)

3.2 Disclaimer

ASC Shipbuilding Pty Ltd. 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

ASC Shipbuilding 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 ASC Shipbuilding.

4 Capability Questionnaire

1. See attached Cobot Welding EOI Response Template

Registrants are required to answer and complete the capability questionnaire as part of their submission to ASC Shipbuilding in the EOI template provided.

5 Closing Date for Expression of Interest

2nd December 2020