



MEMORANDUM

To: D:LD
From: IPTL:PMCP
Copy to: ACCap; PMC Project Team; Land Lead Cap Br
Date: 8 February 2018
File number: File number
Subject: Visit Report – 22-24 Jan 18 – International Armoured Vehicles (IAV) Forum, London, UK

Purpose

1. This memo provides feedback on the visit to the IAV held in London, UK over the period 22-24 Jan 18.

Context

2. The Protected Mobility Capability Project (PMCP) is nearing the end of the capability definition stage of the project, with a draft detailed business case being reviewed and endorsed within the organisations. The Integrated Project Team Lead of Protected Mobility Capability Project, s9(2)(a) travelled to the UK to attend IAV in London.

Out of Scope

Out of Scope

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Out of Scope

10. The opportunity was taken to visit numerous vendors of interest at IAV forum including some who had responded to the projects request for information (RFI) late last year:

Out of Scope

Out of Scope

w. Rafael – RWS and ISR Systems OEM,
Out of Scope

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IPTL



MEMORANDUM

To: D:LD
From: PM:PMCP
Copy to: D/ACCap; PMC Project Team; Land Lead Cap Br
Date: 28 September 2017 **File number:** File number
Subject: Visit Report – 11 – 15 Sep 17 – DSEI London and UK MoD

Purpose

1. This memo provides feedback on the visit by members of the Protected Mobility Capability Project (PMCP) to DSEI held in London, UK and the UK Ministry of Defence over the period 11-15 Sep 17.

Context

Out of Scope

DSEI 11 – 14 Sep

4. The project team met with the following vendors who responded to the recently closed RFI2:

Out of Scope

Out of Scope

- i. Rafael – RWS and ISR Systems OEM,

Out of Scope

6.

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New Zealand
**MINISTRY
OF DEFENCE**
Manatū Kaupapa Waonga

6 September 2017

s9(2)(a)

Dear s9(2)(a)

PROTECTED MOBILITY CAPABILITY PROJECT (PMCP) – REQUEST FOR INFORMATION RESPONSE

Thank you for the information on a range of solutions offered in the Rafael response to our second RFI for the Protected Mobility Capability Project. The response has provided options for consideration in the Detailed Business Case for the first phase of the Project which we plan to present to Government in March 2018. We note that the RFI response did not contain any pricing information but that would be provided if Rafael chose to respond to any subsequent RFP/RFT.

During the period 4-8 September, the Project team will be reviewing the response with the initial aim of preparing any follow up questions that we may have for Rafael at DSEi in London the week commencing 11 September 2017.

The Project team wishes to acknowledge the effort taken by Rafael and yourself to respond to the RFI.

We will be providing and seeking feedback about the RFI at our industry day on 9 October 2017 and can now confirm the venue is:

Wellington Conference Centre
Chartered Accountants Australia and New Zealand
Level 7
50 Customhouse Quay
Wellington

Again, many thanks for your response to the RFI and the Project team looks forward to meeting you and any Rafael representatives at DSEi and you at the PMCP industry day

s9(2)(a)

Acquisition Lead: PMCP

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1 September 2017

s9(2)(a)

Representative for Rafael Advance Defence System Ltd.

RESPONSE RECEIPT (VIA EMAIL)

This is to confirm the receipt of your response for the Protected Mobility Capability Project Request for Information.

Details of Provider

Quantity of Packages:

Electronic documentation as listed below:

1. Schedule 1 Declaration for NZ RFI September 2017.PDF
2. Executive Summary - Protected Mobility Capability Project NZ RFI.PDF
3. Cover Letter - Protected Mobility Capability Project NZ RFI.PDF
4. Appendix C - Add-on Armour NZ RFI.PDF
5. Appendix B - Spike NZ RFI.PDF
6. Appendix A - RCWS NZ RFI.PDF

Time of Receipt:

8.21 am

Date of Receipt:

1 September 2017

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18 July 2017

s9(2)(a)

ELTA Systems Ltd
100 Yitzhak Ha'nassi Blvd, POB 330
Ashdod 77102
Israel

Dear

FUTURE AIR SURVEILLANCE CAPABILITY – REQUEST FOR INFORMATION

In my letters of 21st December 2016 and 19 January 2017, I advised that New Zealand's Future Air Surveillance Capability (FASC) project was evaluating the responses received in the Request for Information (RFI) and also considering the Boeing P-8A Poseidon via the Foreign Military Sales (FMS) system of the United States of America. I advised that it was possible that we might initiate further liaison commencing in the second half of 2017.

Our consideration of the P-8A continues. It is now likely that the project will not recommence liaison with RFI respondents until December 2017 at the earliest.

In the interim, our point of contact remains:

s9(2)(a)

Chief Advisor – International and Industry Engagement

s9(2)(a)

Thank you for your interest in this project.

Yours sincerely

s9(2)(a)

Director – Air Domain

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13 July 2018

s9(2)(a)

ELTA Systems Ltd
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Ashdod 77102
Israel

Dear s9(2)(a)

FUTURE AIR SURVEILLANCE CAPABILITY – REQUEST FOR INFORMATION

In previous letters of 21st December 2016, 19 January 2017 and 18 July 2017, we advised that New Zealand's Future Air Surveillance Capability (FASC) project was evaluating the responses received in the Request for Information (RFI) and also considering the Boeing P-8A Poseidon via the Foreign Military Sales (FMS) system of the United States of America.

You may be aware that 9th July 2018, the New Zealand government announced the decision to procure four P-8A Poseidon aircraft. That announcement also noted that the Government will now consider options for a complementary maritime surveillance capability during the forthcoming Defence Capability Plan review, due to be completed by the end of 2018.

The complementary capability will consider capabilities such as smaller manned aircraft, remotely piloted aircraft systems (RPAS) or satellites. As a respondent to the original RFI, you will be advised of further developments in due course.

In the interim, our point of contact remains:

s9(2)(a)

Chief Advisor – International and Industry Engagement

s9(2)(a)

Thank you for your interest in this project.

Yours sincerely

s9(2)(a)

Director – Air Domain

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New Zealand
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3 April 2017

s9(2)(a)

Adv. Tech. Center
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Haifa 31053
ISRAEL

s9(2)(a)

s9(2)(a)

Adv. Tech. Center
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Haifa 31053
ISRAEL

s9(2)(a)

Dear s9(2)(a)

LITTORAL WARFARE SYSTEMS PROJECT (VIA EMAIL)

Thank you for your response to the Littoral Warfare Systems project Request For Information received in August last year. May we also offer an apology for the delay in writing this response.

The costing information and other data that we received were very useful, but has meant that the Crown will adjust the direction it will take in providing the capability. It is likely that the project will be re-scoped.

We hope that a tender can be released later this year. Any tender release associated with this project will be posted on the GETS website.

Yours sincerely

s9(2)(a)

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19 January 2017

s9(2)(a)

ELTA Systems Ltd
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POB 330
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Israel

Dear s9(2)(a)

FUTURE AIR SURVEILLANCE CAPABILITY – REQUEST FOR INFORMATION

In my letter of 21st December 2016, I advised that New Zealand's Future Air Surveillance Capability (FASC) project was evaluating the responses received in the Request for Information (RFI) and was developing an Indicative Business Case (IBC). New Zealand is also considering the Boeing P-8A Poseidon via the Foreign Military Sales (FMS) system of the United States of America for our military, maritime patrol aircraft capabilities. The FMS process requires separate and early consideration of options for the military patrol aircraft component of the FASC. My letter also outlined that our early assessment indicated that it is unlikely that a single platform type and fleet would be a cost effective solution for the complete FASC requirement. A military, maritime patrol capability is likely to be paired with a complementary maritime surveillance capability.

Our FASC project resources will now be very focused on activities to investigate representative options in sufficient detail to enable us to make an informed decision on the FMS option. The RFI has helped to inform us on the nature of the air surveillance market. We will be seeking more information from a small number of other RFI respondents to round out our understanding of broad maritime patrol aircraft options.

If we decide not to proceed with the P-8A FMS option for the military, maritime patrol aircraft, then the project would revert to a more traditional source selection approach (e.g. tendering) to competitively assess options and make subsequent selection decisions. If we do proceed with the FMS option for the maritime patrol aircraft, then there is also likely to be a further source selection for complementary capabilities. In both cases it is likely that selection decisions would be made in the 2020 - 2022 timeframe.

Due to tight timelines for a decision on the FMS case our project team is not in a position to further liaise with other RFI respondents in the first half of 2017. Depending on government decisions we may initiate further liaison commencing in the second half of 2017. In the interim, our point of contact is:

s9(2)(a)

Chief Advisor – International and Industry Engagement

s9(2)(a)

Thank you, again, for your RFI response.

Yours sincerely



Mike Yardley
Deputy Secretary, Capability Delivery

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17 Oct 2016

RESPONSE RECEIPT

ELTA Systems Ltd
100 Yitzhak Ha'nassi Blvd
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Ashdod 77102
Israel

SENDER: [REDACTED] s9(2)(a)

EMAIL: [REDACTED] s9(2)(a)

This is to confirm the receipt of your Request for Information for the Future Air Surveillance Capability (FASC) Project.

Details of provider:

Quantity of Packages: 3 attachments sent via email and 1 USB sent via courier

Time of Receipt: 0300

Date of Receipt: 30 September 2016

Signatures:

[REDACTED] s9(2)(a)

(Crown's Representative)

[REDACTED] s9(2)(a)

(Independent Witness)

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20 March 2015

RESPONSE RECEIPT

Elbit Systems of Australia

SENDER: [REDACTED] s9(2)(a)

EMAIL: [REDACTED] s9(2)(a)

This is to confirm the receipt of your response to the Strategic Bearer Network Project: Phase 2 Request for Information.

Details of provider: Elbit Systems of Australia

Quantity of Packages: 1 email including 8 attachments

Time of Receipt: 3.24am

Date of Receipt: Friday, 20 March 2015

Signatures:

[REDACTED] s9(2)(a)

(Crown's Representative)

[REDACTED] s9(2)(a)

(Independent Witness)

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2 August 2016

s9(2)(a)

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s9(2)(a)

s9(2)(a)

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RESPONSE RECEIPT (VIA EMAIL)

This is to confirm the receipt of your response for the Littoral Warfare Systems Request for Information.

Details of Provider

Quantity of Packages: 2x Ringbinders, 1x CD
Time of Receipt: 0830
Date of Receipt: Tuesday, 2 August 2016

Signatures:

s9(2)(a)

(Crowns Representative)

s9(2)(a)

(Independent Witness)

cc:

s9(2)(a)

8 August 2013

Elbit Systems
235 Ingles Street
Port Melbourne
Victoria 3207
AUSTRALIA

Attention: s9(2)(a)

EMAIL: s9(2)(a)

Dear s9(2)(a)

RFT 1-326: ANZAC Frigate System Upgrade – Electronic Support Measures Tender Response

The Crown has completed the evaluation of responses for the above tender and I am pleased to advise that Elbit Systems-Elisra Ltd NS90003-V2NZ has been selected as the preferred ESM solution subject to successful completion of due diligence.

The Elbit Systems-Elisra Ltd response facilitated an accurate and timely evaluation. The Crown considered the proposed solution to be capable and able to meet its requirements.

As an integrated component of the combat system, the Crown will investigate options for procurement of NS90003-V2NZ with its preferred Combat System Integrator. The Crown will advise Elbit Systems-Elisra of procurement arrangements before the end of September 2013.

The provisional acceptance or rejection of tenderers is commercially sensitive. The contents of this letter and any related correspondence is not to be communicated to 3rd parties outside the Elbit Systems-Elisra ANZAC FSU project team and Elbit Systems-Elisra senior management. There is also to be no company disclosure or media statement regarding your selection as preferred tenderer at this stage or the imminent conduct of due diligence activities.

The Crown would like to thank Elbit Systems-Elisra Ltd for the time and effort involved in preparing the response.

Yours sincerely,

s9(2)(a)

Des Ashton
Deputy Secretary (Acquisition)

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21 December 2016

ELTA Systems Ltd
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Israel

Dear s9(2)(a)

FUTURE AIR SURVEILLANCE CAPABILITY – REQUEST FOR INFORMATION

Thank you for your response to our Request for Information (RFI) regarding New Zealand's Future Air Surveillance Capability (FASC). The project is currently evaluating the responses received in the RFI and there were a good number of replies, covering capabilities across a broad spectrum of the FASC requirements. Information was provided that encompassed military maritime patrol, surveillance and response for both military and non-military missions.

In conjunction with the information from industry, New Zealand has sought similar information regarding military patrol aircraft capabilities which are only procurable through the Foreign Military Sales system of the United States of America. The time-constrained availability of those military systems is driving a separate and early consideration of options for this component of the FASC. However, regardless of the government's decision regarding a military maritime patrol aircraft solution, the FASC project is now working on an 'Indicative Business Case'.

The Indicative Business Case is the first of three cases which will be developed and presented to government over the coming three years. An Indicative Business Case considers the feasibility of the full range of options and recommends certain options for further analysis and engagement with the market. Information on the New Zealand government's Business Case process can be found at:

<http://www.treasury.govt.nz/statesector/investmentmanagement/plan/bbc/guidance>

Work on the Indicative Business Case will continue in parallel with further refinement of the FASC requirements.

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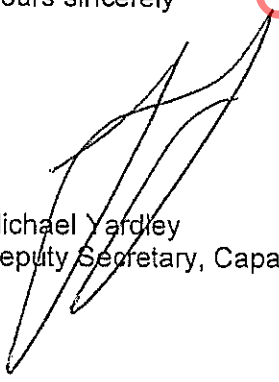
Our early assessment indicates it is unlikely that a single platform type and fleet will be a cost effective solution for the complete FASC requirement. Therefore, the Indicative Business Case is likely to propose a range of capability solutions for further detailed investigation, founded on a mixed fleet. This strategy, on approval by government, will shape New Zealand's further procurement activity in the FASC project and the further engagement with Industry in the medium term.

The Indicative Business Case is intended to be finalised by the end of the first quarter of 2018.

Section 27 of the Conditions of Response of the RFI noted that Defence intends to publish the names and contact details of those companies that responded to this RFI on the GETS website. We intend to promulgate this information once outcomes are clearer from our early consideration of military maritime patrol options. We will advise by a further letter when this occurs and will place a notice on the GETS to this effect.

Thank you, again, for your submission to our RFI.

Yours sincerely



Michael Yardley
Deputy Secretary, Capability Delivery

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