

Evaluation Criteria and Process for Army Innovation Day 2025 Land-Air Autonomous Tactical Teaming in the Littoral at Scale

Stage 1 - Call for Submission

Industry Briefing

Army intends to provide an optional Industry Briefing on the Army Innovation Day 2025 (AID25) Challenge Statement. This Industry Briefing will be conducted at Badcoe Hall – Bruche Rd, Royal Military College - Duntroon commencing at 1:00pm AEDT on Thursday, 12 December 2024. The briefing will also be video streamed via GovTEAMS.

Limited seating will be available to representatives of prospective tenderers at the briefing. Registration is required for both in-person and online attendance. Registrations can be accessed at the following link: <https://australianarmy.eventsair.com/aid-industry-briefing/aid2025>. Registrations to attend the briefing in-person should be made by 1:00pm AEDT on Tuesday, 10 December. The Industry Briefing will be recorded and be made available as an addendum.

Industry Briefings are conducted for the purpose of providing background information only. Tenderers should not rely on a statement made at an industry briefing as amending or adding to this CFS, unless that amendment or addition is confirmed by the Commonwealth in writing. Attendance at the AID 25 industry briefing is not required to submit a response to this CFS.

Evaluation Criteria

Defence will evaluate each Submission in response to the Call for Submission (CFS) against the following, equally weighted, Evaluation Criteria.

a. Suitability.

The extent to which the proposed innovation could further the effectiveness of a Defence capability, enterprise or technology challenge. Defence will consider the following elements in making an evaluation against this criterion:

- i. The extent to which the proposed innovation addresses the Challenge Statement;
- ii. The extent to which the proposed innovation can be introduced into use; and
- iii. The extent to which the proposed innovation improves Army's effectiveness and efficiency to enhance capability.

b. Feasibility.

The extent to which the proposed innovation is compatible with, and complementary to, the Combined Arms Fighting System. Additionally, this includes the feasibility of the proposed scope of work to be delivered, as well as the feasibility of the technology to be developed. Defence will consider the following elements in making an evaluation against this criterion:

- i. The current technology readiness level of the proposed innovation;

- ii. The relevance and credibility of any claims made by the tenderer relating to the feasibility of the proposed innovation, which is supported by evidence; and
 - iii. The proposed level of effort to meet the scope and timeframe of the Challenge Statement (from contract commencement).
- c. Innovation.
- The extent to which the proposed innovation provides a novel or unique way of enhancing Defence capability. Defence will consider the following elements in making an evaluation against this criterion:
- i. The extent to which the proposed innovation is a new or alternate means to address the desired effects of the Challenge Statement; and
 - ii. The extent to which the proposed innovation is a new or alternate means to achieve the claimed enhancement to capability over an existing approach.
 - iii. The potential impact of the proposed innovation on Defence operational outcomes.

Value for Money Evaluation

After each Submission in response to the CFS is evaluated against the above Evaluation Criteria, it will then be evaluated to determine best VFM consistent with Commonwealth procurement policies and value for money framework within the Commonwealth Procurement Rules (CPRs). The VFM evaluation will include the consideration of:

- a. Whether there is a reasonable prospect that the proposed innovation will satisfactorily address the problem described in the Challenge Statement;
- b. Whether the proposed innovation is affordable by reference to the funding available to address the problem described in the Challenge Statement;
- c. Any risks or potential consequences for Defence that may arise if it were to proceed with the Submission, such as potential non-compliance with the Innovation Contract Standard Terms or technical risks arising from the technology; and
- d. The extent to which all the shortlisted technologies, taken together, best meet the objectives and requirements of Army as set out in the Activity. This may include selecting technologies across a range of capability themes.

Defence will not necessarily select the lowest priced Proposal to proceed to an Innovation Contract.

Clarification and exclusion from further consideration

At any stage during the evaluation process, Defence may:

- a. Seek clarification of your Submission in accordance with clause 3.3 of the CFS Terms; or
- b. Exclude your Submission from further consideration in accordance with clause 3.3 of the CFS Terms.

Evaluation Outcome

It is Defence's intention to select Submissions from Stage 1 - CFS to be shortlisted to progress to Stage 2 – Request for Proposal (RFP). Tenderers will be advised of the outcome of their Submission, which will either be that their Submission is:

- a. Successful, in which case the Submission will be progressed to Stage 2 – RFP and the Tenderer will be invited to respond to a RFP; or
 - b. Unsuccessful, in which case the Submission will not be progressed to Stage 2 – RFP.
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Stage 2 – Request for Proposal

As part of Stage 2, invited Tenderers will be required to provide more detailed information on the proposed innovation than required in the Stage 1 - CFS. Defence will also provide a draft Contract for Tenderers to complete the draft Contract Statement, draft Project Execution Plan and relevant Annexes. Defence will not negotiate the Standard Terms of the Contract. Defence will not allow Tenderers to propose any innovation which was not included as part of the CFS.

Defence will evaluate the Proposals received in response to the Request for Proposal (RFP) against the RFP Terms and Evaluation Criteria (set out below) in order to decide which Proposals represent the best value for money (VFM) for the Commonwealth. This includes industry presentation of their Proposals to the Evaluation Panel during the detailed evaluation process to facilitate clarification and engagement. It is Defence's intention is to select a number of Proposals to execute a Contract.

Evaluation Criteria

Defence will evaluate Proposals submitted in response to the RFP against the following Evaluation Criteria, not in any specific order of importance:

a. Suitability.

The extent to which the proposed innovation could further the effectiveness of a Defence capability, enterprise or technology challenge. Defence will consider the following elements in making an evaluation against this criterion:

- i. The extent to which the proposed innovation addresses the Challenge Statement;
- ii. The extent to which the proposed innovation can be introduced into use; and
- iii. The extent to which the proposed innovation enhances Army's effectiveness and efficiency through innovation.

b. Feasibility.

The extent to which the proposed innovation is compatible with, and complementary to, the Combined Arms Fighting System. Additionally, this includes the feasibility of the proposed scope of work to be delivered, as well as the feasibility of the technology to be developed. Defence will consider the following elements in making an evaluation against this criterion:

- i. The current technology readiness level of the proposed innovation;
- ii. The relevance and credibility of any claims made by the tenderer relating to the feasibility of the proposed innovation, which is supported by evidence; and
- iii. The proposed level of effort to meet the scope and timeframe of the Challenge Statement (from contract commencement).

c. Innovation.

The extent to which the proposed innovation provides a novel or unique way of enhancing Defence capability. Defence will consider the following elements in making an evaluation against this criterion:

- i. The extent to which the proposed innovation is a new or alternate means to address the desired effects of the Challenge Statement; and
- ii. The extent to which the proposed innovation is a new or alternate means to achieve the claimed enhancement to capability over an existing approach.
- iii. The potential impact of the proposed innovation on Defence operational outcomes.

d. Cost.

The cost of the proposed innovation, including contract price, requirement of Defence items and any other costs to Defence.

e. Contribution to Australian Defence Industry Capability.

The extent to which the proposed innovation has the potential to improve or contribute to Australian Defence Industry capability and capacity. Defence will consider the following elements when making an evaluation against this criterion:

- i. What and how much work will be conducted in Australia;
- ii. How the project will contribute to ongoing development of the Australian Defence Industry; and
- iii. Is there a clear plan for achieving supply chain sovereignty.

f. Organisational Capability and Capacity.

The extent to which the Tenderer is capable of, and has the capacity to, successfully progress the proposed innovation now and into the future. Defence will consider the following elements in making an evaluation against this criterion:

- i. The extent of the project management capability of the Tenderer, and appropriateness of any proposed or existing governance arrangements;
- ii. Financial viability of the Tenderer; and
- iii. Previous performance of the Tenderer in delivering similar projects or services.

Defence's evaluation will include consideration of the written responses to the clarification questions asked at AID 25 against the RFP Evaluation Criteria.

Value for Money Evaluation

After each Proposal in response to the RFP is evaluated against the above Evaluation Criteria, it will then be evaluated to determine best VFM consistent with Commonwealth procurement policies and value for money framework within the Commonwealth Procurement Rules (CPRs). The VFM evaluation will include the consideration of:

- a. Whether there is a reasonable prospect that the proposed innovation will satisfactorily address the problem described in the Challenge Statement;
- b. Whether the proposed innovation is affordable by reference to the funding available to address the problem described in the Challenge Statement;
- c. Any risks or potential consequences for Defence that may arise if it were to proceed with the Submission, such as potential non-compliance with the Contract Standard Terms or technical risks arising from the technology;
- d. The extent to which all the shortlisted technologies, taken together, best meet the objectives and requirements of Army as set out in the Activity. This may include selecting technologies across a range of capability themes.

The cost of a Proposal is not the only consideration. Defence will not necessarily select the lowest priced Proposal to proceed to Contract.

Evaluation Outcome

Defence will advise the Tenderer as soon as practicable whether their Proposal is successful or unsuccessful. If a Proposal is successful, the Tenderer will be invited to negotiate or execute a Contract.
