LM Canada Rotary and Mission Systems

Program Update

Presenter: Glenn Copeland
Lockheed Martin Canada RMS Employee Base

Over 650 RMS Employees Across Canada

Dartmouth, Nova Scotia
Montreal, Quebec

LM CES
LMI
CFB Gagetown
CFB Stadacona

CFB Esquimalt (Victoria)
CFB Wainwright
CDL Systems (Calgary)
CFB Petawawa
CFB Trenton
DND Ottawa

RMS HQ: Kanata, Ontario

Over 650 RMS Employees Across Canada
Halifax Class Modernization (HCM) – Modernization of Canada’s 12 Halifax Class Frigates

New Zealand Frigate System Upgrade (FSU) – Upgrade and modernization of New Zealand’s 2 ANZAC Class Frigates

Armada de Chile Type 23 Upgrade – Mid-Life Upgrade and modernization of Chile’s 3 Type 23 Class Frigates

Halifax Class In-Service Support (ISS) – Support for the Halifax Class Command Management System

Arctic & Offshore Patrol Vessel (AOPS) – Command and Surveillance System Integrator - 6 Naval Arctic ships – (10 hulls?)

Joint Support Ship (JSS) – Command Management System (CMS) Bundle – 2 hulls

Represents over $2.6B in existing and potential contracts
LM Canada RMS has contracted with over 1300 Canadian Companies.
NAVAL SYSTEMS EXPERTISE – VICTORIA
- Over 20 years of naval expertise from CPF to $200M ANZAC export
- Selected by Seaspan for $118M JSS contract in 2019
- Since 2006, directly subcontracted over $140M in BC – over $100M in Victoria alone
- Dedicated employees engage with local schools for STEM

UNMANNED AERIAL VEHICLES – CDL SYSTEMS, CALGARY
- Produces + exports software for UAVs
- 50 employees
- Internship program with University of Calgary’s engineering program
- Partnership with Southern Alberta Institute of Technology to test and evaluate software

EMERGING TECHNOLOGIES – SOLAR + QUANTUM COMPUTING
- Expanding investment and operations in sustainable energy
- Manufacturing Solar Tilt Axis Roll Tracker specific to Canadian climate
- Invested >$28M USD in quantum computing technology

The aerospace and defence industry in Western Canada is diverse
CSC Overview – RFP & Evaluation Process
Complex process requiring balanced approach

- Irving Shipbuilding is the Prime for CSC
- Oct 2018 Lockheed Martin Canada selected as the Preferred Bidder

Largest ship building program in the Western World

Procurement Strategy

Type 26 Total Ship Reference Point (TSRP)

- Must meet Mandatory Requirements
- Penalties for changes to original ship design

Canadian Content bonuses

Rewards and penalties for multiple cost elements

Bid Concept Design (BCD)

Controlled Change

Extra score for certain requirements

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Systems & Subsystems Scope

Anti-Air Warfare
- 3D Radar
-IFF
-CIADS
- Effector Control Radar
-VLS
-SR_SAM
-LR_SAM
-AAW FCL

ASuW and Land Attack
- Main Gun
- Secondary Guns
- ASuW FCL
- Surf to Surf Msl System
- Naval Fire Missile
- EO Sight
-IRST

EW
- RF Jammer
- Off-Board ECM
- ASuW ECM
- Surf to Surf Msl System
- EO Sight
- Laser Warning and CM

UWW
- Hull Mounted Sonar
- Towed LFA Sonar
- Mine Avoidance Sonar
- Sonobuoy Sonar
- Sonobuoy Launcher
- Towed TCM
- Expendable TCM System
- Torpedo Launcher

Communications
- Internal Comms
- External Comms

Platform Capabilities
- Boats and Helos
- Acoustic and IR Signature
- Personnel Accommodations

Bridge and Nav
- Integrated Bridge
- Navigation Systems
- Navigation Distribution
- Emergency Systems

Total Ship Infrastructure
- System Management
- Data Collection & Analysis
- Cyber
- Common Computing Environment

Command & Control
- Combat Management System
- Embedded Training

Data Exchange
- Command Support System
- Multi-Link
- Unmanned Vehicles

HM&E systems contracted separately from Combat System, Sensors, and Suites – Negotiations on Platform systems with ISI/GoC

LOCKHEED MARTIN PROPRIETARY INFORMATION – CONFIDENTIAL - SENSITIVE
Our Key Partners

- Our team employs over 9000 Canadians
- Employees in over 40 facilities coast to coast
- Collective supply chain consists of over 4000 contracts to Canadian businesses already

Opportunities with our partners are equally wide-ranging
Combat System Integrator – Manages all technical and programmatic aspects of a large sophisticated Combat System Integration program

System Integrators – Subject matter and program expertise integrating specific areas

System suppliers – Expertise in design and build of specific systems

Component & Material suppliers – Components or assembled materials

Indirect and service suppliers – Provide services and basic materials

$17B

10% = 1/10 = $1.7B
1% = 1/100 = $170M
0.1% = 1/1000 = $17M
0.01% = 1/10,000 = $1.7M
0.001% = 1/100,000 = $170K

Wide Open

Open Opportunity

Value Prop – By the numbers

Commitments to the Government of Canada to conduct business in Canada

Direct Program Work
R & D
Exports
Etc.
Supplier Opportunity Timeline?

1. Ship design and high level solution is in place

2. Major Partners selected and performing

Notional Timeline

- Understanding potential opportunities
- Relationship building
- Influencing

- Solution finalization
- Forming partnerships
- Early agreements/contracts

- Implementation opportunities emerge

Opportunity space varies depending on product/service offered
Opportunity Overview – New customers

- **Market Opportunity:** Modernization and new Construction programs – Light Surface Combatant
- **Financial Opportunity:** $>$500M
- **Contract Types:** DCS
Thank You

Questions?