

Final "Close the Deal" version. Week 22 (Reprint in large size)
 (last week of May 1999) First week June

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SEGMENT	ELEMENT	ACRO- NYM(S)	Hypothesis 1FF = 1R and 1Euro = FF6.5596 SHORT DESCRIPTION PER ELEMENT UNIT AND COSTING BASELINE For full and contractual info, refer to the formal proposal and Scope of Supply	CONTRAC- TOR	MAIN SUB- CONTRAC- TORS	DELIV- ERY TO ITB IN MONTHS ARO	PME TOTAL DEVT COST	PME TOTAL PROD COST	TOTAL COST OF SERVICES	TOTAL COST LOG DEVT	TOTAL COST LOG PROD	CS CONTRACTOR HANDLING FEE ADDED 3.20%	CS CONTRACTOR INTEGRATION FEE ADDED 7.00%	ESTIMATED CUSTOMS DUTIES BASED ON 4% (ADS/FFP) or 24% (EWS)	SUPPORT ITB (ADS) EXTENDED WARRANTY (SUBS)	TOTAL COST 14% VAT INCLUDED	Manpower Factor %	Material Factor %	ROE % of TOTAL COST	REMARKS (ASSUMPTIONS INCLUDING CFE) For info only Full and contractual statements are detailed in the formal proposal and Scope of Supply	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	
PRIME CONTRACT PARTICIPATION	Combat System Main Contractor	CSMC	Participation as contracting entity responsible for the delivery of the Combat Suite portion of the complete Vessel, including Combat Suite Logistics, as part of the Prime Contractor.	ADS	NCS				230,473					4333	N/A	234,805	81%	19%	47%		
	Integration Contractor	SINC	Level 4 Combat Suite Integration	ADS	NCS									3416	N/A	177,721	73%	27%	49%	Costs to include all integration design and engineering activities at Combat Suite level, including shore integration, onboard installation and setting to work and trialling (HATS & SATs) for all vessels. Includes installation costs. Includes CS LOGENG	
	Integration Test Bed	ITB	Level 4 Integration facility set up in WEWS NDS. Includes weapon/tracker range integration at OTB or LNB	ADS	NCS			68,403	105,902												Assumes provision of 1 x NAV radar from GFC. UPS, cables, switchboards etc... are GFE.
	Integration Scenario Stimulator	MSSC	Mission Scenario Simulation Controller for ITB and CTT	ADS				10,713							210		10,923	67%	33%	49%	Part of CTT
	EMC/EMI study		EMC/EMI study	ADS	NCS					0							0	100%	100%	100%	No EMC/EMI study performed by ADS. No responsibility (no consequential damages whatsoever).
	Cable Connection Work		Cable Connection Work	ADS	HSA Signaal					23,092							23,092	100%		100%	
			SUB-TOTAL PRIME CONTRACTOR				79,116	105,902	253,565	0	0	0	0	7,959	0	446,542					
SYSTEM INTEGRATION	Versatile Modular Console	VMC	Console of ruggedised-COTS HW and SW building blocks. Configured in three versions: STANDARD (twin 20" screen with AM and QUERTY keypads and rollerball), TRACKER (standard plus a joystick) and HALF-HEIGHT (standard with single screen).	ADS												0				All recurring costs are captured in the user sub-systems. Console costs are based on CONRAC, not BARCO displays. Completion of current SUVECS contracts is assumed.	
	Console Inserts	VMC-I	Mechanical housings conformal to VMC to provide for mounting of NSUs and operating panels for DPG, SAM, SSM and EWS and manual stateboards. Also provides stowage space for anti-flash gear and publications. Sited between each VMC.	ADS		24	1,072	828							N/A	2,000	55%	35%		Includes generation of 5 datapacks, 1 prototype of each insert and the manufacture of 40 inserts (4 sets). Assumes each combat system has 10 inserts. Inserts will be made of similar material to the VMC (steel) and finished with the same processes.	
	Interface Units	IFU	IFU's for interfacing sub-systems to the System LAN.	ADS												included				All customization and production costs for SIFU's to be included in individual sub-system costs as required. Completion of current SUVECS contract is assumed.	
	Information Management System Network Interface Card	IMS NIC	Specification to be handed over to SAN/ARMSCOR asap	DASSAULT																	NIC HW costs included. Costs of provision of fibre optic cable plant for vessels and ITB is costed under Ship Platform scope of supply.
	Bus tester included	BTU				24	17,492	15,611	5,980	2,778	2,184	1578	3448		185	49,255	40%	55%	100%		
	Additional development, expertise, and hardware costs		Expertise for risk mitigation on IMS. Interface software between serial line driver and APIS. Additional dedicated CPU for running APIS	ADS	NCS			0									0				
	System Management System	SMS	Sub-system for system monitoring, technical data recording, alignment and LAN management: 1x System Management Console (Std VMC); 2 x printers.	ADS																	
	Video Switching System	VSS	Distribution of video signals	Thales			24	12,535	7,950	1,840	3,339	3,508				477	29,647	49%	51%	17%	This includes all VSS development plus 4 systems including LOG and training. The VSS consists of the video switching unit housed in a 19" rack and a video monitor, 20" with quad feature. 4 video recording channels per system.
	Tilt Measurement System	TMS	Portable Automatic tilt sensing and correction system (2 x systems for fleet)	M-Tek			24	3,494	3,577	458	570	1,026	337	738		340	10,542				Includes 2 portable TMS. Accelerometers may be subject to ITAR restrictions of the USA. Clearance may be required prior to acceptance of this item by M-TEK. The unit is based on existing M-TEK designs. A laptop PC used for logging data is not part of the scope of supply.
	Bridge Safety Unit	BSU	Bridge safety cutout for all weapon and launcher positions	ADS				762	79	26	322	13	45	99		64	1,410				
Ops Room Chairs		25 x 4 = 100 rotating ergonomically efficient and robust chairs.	ADS					372								372				25 x positions per Operations room including Form Cdr	
			SUB-TOTAL SYSTEM INTEGRATION				38,233	28,146	8,305	7,010	6,729	1,958	4,284	0	1,079	95,745					
COMAND AND CONTROL	Combat Management System: - MFCs - SIFUs - TCs	CMS	5 x console CMS (Bridge, RAC, TPC, AAC, SCC), 9 double SIFUs and 2 x tactical computers. Includes ECDIS and NAV MML	ADS	NCS																Based on TAVITAC NT building blocks adapted and customised for SAN functional requirements. Maximum use of locally developed COTS-based hardware. ECDIS based on Seven C's libraries. S57 format charts supplied by SAN hydrographer (GFE). MEPS functionality to run on SCC.
						24	159,837	58,256	67,152	27,257	14,280				6352	1,308	332,442	61%	39%	49%	

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1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
	Command Display	CDY	Command display for the tactical picture position (alongside or from deckhead forward of position).	ADS		33	398	1,200	260	165	364									The command display will enable command to view the tactical picture and any video window displayed on one screen of the tactical picture compilation console.
	Formation Command Unit	FCU	NOT SUPPLIED ANYMORE PER CUSTOMER REQUEST													2,409				
			SUB-TOTAL COMMAND AND CONTROL				160,235	57,456	67,412	27,422	14,644	0	0	6352	1,330	334,851				
NAVIGATION	Navigation Integration Navigation Computer	NSS NAC	Integration all nav sensors and computation via a Nav IFU, INS IFU, Nav Sensor Rack (front panels), Nav Computer.	ADS		24	6,789	4,787	910	1,655	1,063									Segment responsibility excluded. All NAV sensors and the Sensor Electronics Cabinet (SEC) will be supplied, installed and integrated by the PFM. Interfaces to the various sensors will be provided by the PFM at the SEC. The Navigation Distribution Subsystem is not required for safe navigation of the vessel, nor is it required for sailing the vessel from the shipyard to SA. The synchro interface requirement is not part of this pricing, should it be required, there will be an additional 1200 Krands about.
			SUB-TOTAL NAVIGATION				6,789	4,787	910	1,655	1,063	0	0	0	287	15,492	57%	43%	22%	
COMMUNICATIONS	Shipborne Communications System	SCS	Integrated internal & external bus-based communications system. Scope of supply is 4 x ship sets plus training school upgrade. ITB non-cable hardware to be installed in Vessel 4 (ie ITB will not retain radio/network MMI hardware)	GRINTEK (GES)	Signal, Grintek, RDI															Internal comms based on FOCON system as per Comms URS dated 24/04/99, except Announcing Center which is based on COTS amplifiers instead of the customer specified Backens/Siemens. The latter will result in a price increase of about 4.8 Mrands. FOCON equipment for the training school is limited to the upgrade of the submarine fit (WILLS).
	SPT		Sound Powered Telephone	Not ADS		26	25,386	47,308	4,520	4,274	3,880	3104	6789		1,726	96,985	33%	67%	55%	PFM supplied
	GMDSS		GMDSS Equipment	Not ADS																PFM supplied
	LCS		Link Control System	Thales																Integrated with CMS and VSS.
	SCS		Optional ITB Equipment to provide residual communications capability for the ITB after vessel 4.	Not ADS			1,879	1,494	132	462	633	167	366		95	5,229				Not offered
			SUB-TOTAL COMMUNICATIONS				27,265	48,800	4,653	4,736	4,513	3,271	7,155	0	1,821	102,214				
ELECTRONIC WARFARE	EW System Integration	EWS I&A	Programme Management, System Eng, Logistic & Design Engineering, Integration of EW segment. Development and supply of EHMU, BLP, BLKU, Consoles and inserts (inclusive of ESC, ECC, RIS, AJS processors, 4 screens, keyboards and rollerballs), Equipment Racks, and Power Distribution System	Grintek (Avitronics)		28	13,744	25,563	2,364	2,777	2,649	1770	3872		2,577	55,317	44%	7%	49%	Assuming overall segment integration and performance responsibility
	EMCON	EMCO N	Emission Control system comprising 1 touch screen control panel per system installed in EWS console insert.	Grintek (Avitronics)		28	755	493	43	206	217	63	138		63	1,979	70%	0%	30%	COTS based PC - no environmental/EMC qualification
	ESM & ECM Controllers	ESC/ ECC	ESM & ECM co-ordination and control	Grintek (Avitronics)		28	6,142	575	940	573	44	297	649		54	9,273	86%	2%	12%	Design will take cognisance for later incorporation of LWS and CIS.
	Radar Intercept System	RIS	Capability in accordance with RIS spec inclusive of Super ESMU and SUPER RANU	Grintek (Avitronics)	Sysdel	28	16,039	32,690	487	1,160	2,237	1989	4351		3,202	62,153	32%	17%	51%	No functionality reduction. Price can be reduced by about R4.8 mil if HELO ESM is awarded to SYSDEL.
	Comms Intercept Syst	CIS	Stand alone VHF/UHF Communications Intercept System - no OF	Grintek (Avitronics)	GST	28	2,276	2,784	1,063	1,107	2,007	343	750		379	10,708	62%	6%	32%	No ESC interface
	Active Jamming System	AJS	6.5-18GHz 400W NJ pedestals port & starboard	Grintek (Avitronics)	Sysdel	28	7,140	19,810	365	746	1,285	1115	2439		1,946	34,847	26%	14%	60%	No functionality reduction
	Laser Warning System	LWS	LWS 300 Laser Warning System Fitted for but not with	Grintek (Avitronics)		28	114	0	0	0	0	4	9		0	127	100%	0%	0%	Cost includes installation design
	Rocket Decoy System	RDS	2x steerable Multi-role Rocket Launchers for launching 24 SuperBarricade decoys per MRL. Super Stockade Decoys included : 5 IR & 10 RF	Grintek (Avitronics)	Bartens Van Wyk	28	9,395	12,122	1,048	1,083	1,304	932	2038		1,199	29,121	33%	5%	62%	System # 1 with 2 Production MRLs into ITB - EDM will be available for CTT. EDM MRL can't be delivered as part of System 1 as refurbishment costs would be too high. Includes 15 SuperStockade decoys for development testing.
	Rocket Decoy Ammunition	RDSAM MO	85 for Qualification : Super Pallisade 15 IR & 40 RF. Super Stockade 10 IR & 20 RF. 384 for Warstock : Super Pallisade 96 IR & 192 RF. Super Stockade 32 IR & 64 RF. Must be bought as one batch. 24 Rocket Test Units.	Grintek (Avitronics)	Wallop Defence Systems	28	9,395	12,122	1,048	1,083	1,304	932	2038		1,199	29,121	33%	5%	62%	8 MRLs & 16 RU Lockers, at 350 Krands per Locker. Quoted import duties of 24% of Ex-Works price. 85 decoys were added for system qualification. Rocket simulators (6 per vessel only) included as PSE for maintenance. Decoy price is only valid for production in one batch. Price to SITRON can be reduced if funding is available at the same time under Project Tomahawk.
			SUB-TOTAL ELECTRONIC WARFARE			N/A	0	12,860	0	0	658	6,513	14,247	0	9,418	13,518	0%	0%	100%	
RADAR	Surveillance and Target Acquisition Radar	STAR	MRR-3D Thomson radar for air and surface search and target acquisition, with electronic stabilisation.	Thomson			55,604	106,898	6,310	7,651	10,401	6,513	14,247		9,418	217,042				Scope of supply = 4 x Systems only. MMI = VMC consoles costed as part of CMS.
	IFF System	IFF	SAIS compliant interrogator and transponder system with commercial and encrypted modes. Interrogator antenna integrated with STAR pedestal.	Thomson	Teilumat			125,049	0	0	29,922	0	0	6199	0	161,170				
			SUB-TOTAL SEARCH RADAR				0	125,049	0	0	29,922	0	0	6199	0	161,170				

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TRACKERS	Forward Line-of-Sight (LOS) Tracker: Optron Radar Tracker	RT	MTEK dual FOV TV camera. MMI = 1 x console with MMI SW development by C2I2.	Reutech Defence (ESD)	MTEK; Aerotec; C2I2	27	87,993	111,535	4,825	12,110	16,073	8711	19056		11,928	272,230	34%	20%	46%	Ship scope of supply is 1 RT and 1 EOT (less TIS 8) per Ship for 4 ships. Which translates into 4 RTs and 4 EOTs. The GFE is detailed in ESD document 1285-AE 0000 SM issue C dated 1 March 1999. The first system will be qualified as a full ORT in the ITB.														
	Air LOS Tracker: Electro-optic Tracker	EOT	ORT minus radar subsystem and plus 3-5um TIS & Electro LRF & DFOV TV camera & 1 x console. Growth potential to full ORT.	Reutech Defence (ESD)	MTEK; Elopere; C2I2															Included in above, as the RT and EOT shares the development cost and will be managed as an integrated program. Baseline prices previously quoted did not separately provide for a quote for the EOT.														
	Target Designation Sights Port and Starboard	TDS	2 X M-TEK manual pedestals with daylight exchangeable optical binocular/monocular and co-axial Spescom combat searchlight mounting positions and designation trigger to CMS.	M-Tek	MTEK - GFE (SAM)		Included in above	Included in above	Included in above	Included in above	Included in above	Included in above	Included in above								As per prices and scope of supply from M-Tek. Spescom searchlight to be provided GFE from SAN													
	SUB-TOTAL TRACKERS						12	1,248	2,285	158	383	622	172	377		144	5,387																	
GUN SYSTEMS	Medium Gun Weapon	MGW	1 x 76/62mm OTOBREDIA Compact mounting with CALIBAN electric drives with new ballistic processor for Very Short Range Air Defence (VSHORAD), surface engagement, shore bombardment and COIN engagement.	Reutech Defence (ESD)	Parsec Engineering		89,239	113,820	4,984	12,492	16,694	8,884	19,433	0	12,071	277,617				Costs include weapon/tracker ITB phase only (guns will not be integrated in main ITB). GFE = 4 x electric-drive guns complete including Gun Panels 1, 2 and 3 plus SAN ILS and all ammunition requirements. ITB scope of supply is 1 x Gun emulator.														
	Dual Purpose Gun	DPG	1 x twin 35mm Dual Purpose Gun Mounting for Inner Layer Air Defence (ILAD), surface engagement and COIN engagement includes CLFC capability. (AHEAD and ammunition is delayed)	Denel (LIV)	ESD; MTEK; MMS; HYTE; K SKP; EDH; CME; ELCA; TRACONSA	26	6,730	2,775	798	1,770	494	457	1001		271	14,296	58%	42%	25%	Cost for 4 systems assumes: Guns 1 to 4 installed onboard (i.e. Gun 1 = WTB, 4 guns at production standard plus a prototype). GFE = unlinked standard ammunition. ITB = 1 x gun emulator.														
	Close Range Battery	CRB	2 x 20mm Oerlikon single GAM BO-1 mountings for COIN and enforcement of State Authority	GFE			22,809	34,596	2,170	3,551	10,701	2712	5933		2,286	84,758	45%	65%	20%	GFE from SAN inventory; plus SAN ILS and all ammunition requirements.														
	35mm Ammunition		GFE from SANDF stores. (AHEAD ammunition delayed)	GFE																AHEAD ammunition delayed														
SUB-TOTAL GUN SYSTEMS							29,539	37,371	2,968	5,321	11,195	3,170	6934	0	2,557	39054			0%															
SURFACE-TO-SURFACE MISSILE	Ship Installation	SSM(S)	Engagement planning, selection and checkout SW integrated with Surface WCU. 2 x quadruple/4 x dual launchers. Aerospatiale MM40/Ani-Navire Future (ANF).	Aerospatiale	Kentron							Included	Included		Included					Scope of supply = 4 x Systems only. No VISAC consoles														
	Surface-to-Surface Missiles	SSM	1 + 16 x initial stock SSM and cannisters. Options as above.	Aerospatiale	Denel (Kentron)			121,434			38,854			6412		166,700			100%															
SUB-TOTAL SURF-TO-SURF MISSILE SYSTEM							0	209,712	0	0	38,854	included	included	8388	12 months warrantee	218,100			100%															
ANTI-SUBMARINE WARFARE	Hull Mounted Sonar	HMS	Foreign-sourced medium frequency (6-9 kHz) hull mounted sonar with ADS VMC and Mattek transducer array. Thomson Marconi Sonar 4130C1. Costs to include fixed sonar dome.	Thomson Marconi Sonar	ADS; Mattek			95,728			38,854			14800		384800				Scope of supply = 4 x Systems only. Mission recorders not included.														
	Bathymetograph	XBT	Expendable bathymetograph from off-the-shelf overseas procurement. Integrated with HMS via Serial link.	Thomson Marconi Sonar	Sippican			6,231			2,958			368		9,557																		
	Underwater Telephone	UWT	Standard SAN LF UWT with two hull mounted transducers.	ADS	Mattek															Cost to assume ILS is SAN GFE (UWT is standard SAN item from ADS)														
SUB-TOTAL ASW SYSTEM							0	101,959	0	0	18,739	0	0	4828	Included	0	53%	47%	#DIV/0!															
SURFACE TO AIR MISSILE SYSTEM	Short Range Air Defence Missile System	SAM	Vertical Launched SAM. Fire Control Equipment suitable for a 16 missile fit	Denel (Kentron)	Denel (Somchem)															Development includes 10 test MSLs. GFE= missiles targets. Scope of supply is 4 x ship installations only. PPM ITB set (1 x MSS + SCP) offered as option.														
	SAM Ammunition		Initial supply of 32 rounds	Denel (Kentron)	Denel (Somchem)	27	194,545	12,998	2,532	8,050	8,354	8124	17771		1,493	253,868	45%	20%	35%	Extended warranty includes 4 additional months (total 16 months) for the missiles.														
SUB-TOTAL SURFACE TO AIR MISSILE SYSTEM							194,545	91,622	2,532	8,050	8,354	8,124	17,771	0	1,493	332492																		
COMBAT TEAM TRAINER	Combat Team Trainer	CTT	Procedural simulator for Combat team training.																	To be installed at the ITB. Costs reflected are design-to cost only and comprise the development of control room equipment, sensor simulator, platform simulator and weapon simulator, but exclude the Combat Suite Ops room PME and the integration thereof.														
	SUB-TOTAL COMBAT TEAM TRAINER						36	28,948	0	0	1,745	0				12 months warrantee	30,694	50%	50%	14%														
SUB-TOTAL COMBAT SUITE							28,948	0	0	1,745	0	0	0	0	0	0	30694																	
GRAND TOTAL FOR COMBAT SUITE							709,514	1,152,955	351,638	76,083	161,110	31,919	69,824	40,138	30,056	2,623,238																		
																2,623,238																		
																15,000																		
																9,238																		
																2,599,000																		

Reduction due to no bonds whatsoever
Additional rebate to close the deal (including 5 MR for sonar + radar from Thomson-CSF)

BOTTOM LINE TO CLOSE THE DEAL

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OPTION	Delivery of prototypes		Agreement on the scope of work and responsibilities for the equivalents of PME. Delivery and integration in ITB													10.578				Not offered : IMS, TMS, SCS, EWS, TDS, MGW ADS, DPG : TBD later VSS : 870 KRands LCS : 579 KRands RT : 7858 KRands SAM : 1271 KRands

- NOTE 1 : LOGISTICS IS NOW LIMITED TO ONE OPERATIONAL COURSE AND ONE MAINTENANCE COURSE, AS PER CUSTOMER REQUEST.
- NOTE 2 : All South-African sub-segment contractors, as well as FPI's (sonar and SSM) are back into "PART C" (no ADS responsibility on consequences due to timescales shifts and/or lack of performances)
- NOTE 3 : ADS shall not perform any further EMC/EMI studies as far as the mast is concerned, and shall not be hold responsible for any consequential damages resulting from problems arising from the mast design.
- NOTE 4 : No guarantee or bond of any kind shall be required including repayment bond, performance bond, etc...
- NOTE 5 : The total price is for the Combat Suite as a whole, changing any one item could impact others.
- NOTE 6 : The final price that has been computed to close the deal is based on the assumption that ADS will be able to negotiate reductions in the price of the sub-suppliers.
However, time did not allow ADS to obtain individual new quotes and ADS has taken the risk of reducing the price, based on an overall assumption, in order to close the deal.

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