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# NSPS Successes Transitioning to CSC Challenges

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**THALES**

- **Thales was selected by Seaspan as a Tier 1 partner at the very beginning of NSPS**
- **Supported Seaspan RFP response with input to plans associated with:**
  - Combat Systems experience
  - Design capability
  - Test and acceptance
  - ILS
  - ISS
  - Etc....
- **Thales tasked to provide the above capabilities for all Mission systems within the NSPS non-combat package**
- **Thales will be pursuing CSC as a CSI!**

- **Very effective process that enabled selection of a shipbuilding team without external interference**
- **For an extremely difficult procurement activity met the timeline challenges**
- **Thales perception of how did they do this:**
  - ◆ **3 tenets of NSPS:**
    - **Industry engagement:** well established communication links with the potential Primes and Government
    - **Governance structure:** well established with logical escalation if required
    - **Independent 3<sup>rd</sup> party assessment:** FMI was very effective in base lining teams and establishing metrics to assess plans. Credibility unquestioned.

## ◆ Other considerations

- Down select to the potential Yards was done quickly.
- Smaller groups able to aggressively deal with major issues and arrived at consensus in a timely fashion
- Agreement on means to evaluate winning yards arrived at in an integrated team fashion
- FMI evaluations of yards done in a very focused fashion with strong proven metrics demanding demonstration of capabilities to evaluate base line status of each yard.
- RFP Capability assessments clear on expectations for the Prime and where partners can be utilized to deliver capability not existing in the Yard.
- Target state well defined up front with clear requirements on the RFP plans required to demonstrate the Yards ability to meet these target states.
- FMI engagement well planned and executed with excellent feedback and a means to challenge their assessments to ensure an accurate score.
- Value proposition in its embryonic state. Value to Canada in developing the Maritime domain critical to its evaluation.

➤ **NSPS 3 tenants:**

◆ **Industry engagement:**

- PMO CSC has been very active with engaging industry in their IE workshops.

◆ **Governance structure:**

- Still waiting for this to be finalized and published. Assess NSPS structure method will work for this program
- Decisions still required to clarify roles and responsibilities
  - Prime? CSI? ship design? team?

◆ **Third Party Independent Assessor**

- Unsure on who would have the credibility to deliver what FMI did for NSPS. Challenge for CSC.

- **Down select to the potential “Teams” be done quickly.**
  - ◆ Procurement decisions delay this process. Ideally, doing SOIQ to reduce group ASAP would help focus discussions
- **Smaller groups established to be able to deal with major issues and arrived at consensus in a timely fashion.**
  - ◆ Fully support and an effective means to get buy in from Industries.
- **Agreement on means to evaluate winning “Teams” arrived at in an integrated fashion**
  - ◆ CSC is an NSPS program. The unique CSC program has its own complexities. Like NSPS there will be winner and losers. Doing the above will take time.
- **Independent 3<sup>rd</sup> Party evaluations of “Teams” done in a very focused fashion with strong proven metrics demanding demonstration of capabilities to evaluate base lines.**
  - ◆ Clear set of evaluation criteria used to assess best value for money to Crown. This must encompass costs, capabilities, risks and value proposition. CSC challenge well underway.
  - ◆ Clear means to be able to effectively measure the ability of Industries to meet targets. Evaluation methodology i.e. simulations, plans, demonstrations. CSC challenge well underway.

- **RFP Capability assessments clear on expectations for the Prime? (Shipyard, CSI, Design) and where partners can be utilized to deliver capability not existing in the “Team”.**
  - ◆ Clear delineation of roles and responsibilities will be required soon as “Teams” await way ahead.
  - ◆ Prime decision critical to ability of Industry to progress.
  - ◆ Canada principle on “competition” is needed by Industry to define expectations on the “Team”
- **Target state, “CSC Capabilities”, well defined up front with clear requirements on the RFP where plans / solutions are required to demonstrate the “Teams” capabilities.**
  - ◆ Requirement definition critical. Recent RFIs are a good start to better understand. How does Canada deliver a bulletproof SRD? If not then what requirements are used to baseline in an unbiased fashion? CSC challenge well underway.
- **3<sup>rd</sup> Party engagement well planned and executed with excellent feedback and a means to challenge their assessments to ensure an accurate score.**
  - ◆ Not sure this can happen in CSC. Ideal but fraught with risk.
- **Value proposition under development. Much more advanced than NSPS. Absolutely required for CSC and Canadian industry.**

- **CSC is a very complex procurement that will have its own challenges.**
- **NSPS is a good base model but is not the panacea for all aspects.**
- **Evaluation methodology will be the key to its ultimate success.**
- **Independent 3<sup>rd</sup> party assessment will be a challenge as the benchmark are these Industries.**
- **PMO CSC are proactively working on the Challenges. Industry standing by and will help when called upon.**
- **Excellent areas for Dalhousie to provide support!**