



Global Supply Chain Program

Program Delivery Considerations

Australian Suppliers compete on a global scale, against not only their global competitors, but also the industrial participation policies of other nations. Prime efforts to engage Australian Suppliers into their global supply chains are impacted by many factors such as; merits of a supplier, fulfilling contractual obligations (offset frameworks being one of the most commonly adopted by other nations), and alignment of capabilities to the Prime's own capabilities or future strategy. These are factors which the Primes are best placed to consider and influence internally, which is why the GSCP takes a partnership approach to deliver this program.

To deliver a successful GSC Program, Primes should consider the following information.

The GSC Prime:

- Has global operations in Defence and Civil sectors, that supply products in markets which are strategically important to Australia and the Australian Defence Force.
- Has an international head office, a permanent presence in Australia, and offices located in other strategic markets.
- Has the structure and culture that supports opening up its supply chains to international suppliers and understands the strategic and commercial value of embedding capable Australian suppliers in its supply chains.
- Supports and advocates for the GSC Program at the global enterprise level, and opportunities for contractual outcomes to Australian Industry receives focus that is at least equal to that of other countries.
- Has mechanisms in place to identify opportunities across its, subsidiaries, business units, and that of its major suppliers, and its GSC team has the authority and experience to deliver real outcomes for Australian industry.

Engagement and Investment in Australia's Defence Industry:

- The motivation for engagement by the Prime goes beyond its current contractual obligations to Defence. The Prime has established a base in Australia and has demonstrated or is clearly able to demonstrate its commitment to supporting and growing Australian industry exports.



- The Prime's executive team clearly understands the importance of the GSC Program in winning future work, and the close links between the GSC program and the Australian Industry Capability (AIC) program.
- The Prime is willing and able to offer market assistance, training, mentoring and support to Australian companies both in Australia and overseas, and is willing to provide further support to Australian Suppliers and the Commonwealth as needed to grow the sector (e.g. through teaming arrangements).
- The Prime is a willing, pro-active partner in the program, shares information and fosters relationships with the Office of Defence Industry Support (ODIS) and with other GSC Primes. This includes sharing lessons learned, best practice, Australian Supplier contacts and capabilities, and contributing to improved outcomes for the program.
- The Prime is willing to participate in all GSC activities including group and individual presentations to support Australian industry at GSC Forums, at Team Defence Australia events and other meetings as organised by ODIS or Defence.
- The Prime is willing to work with, and as required, to collaborate and provide information to other organisations including Austrade, the State Governments and defence industry associations.

Program Delivery

- The Prime has a GSC program delivery team that operates at the enterprise level (not tied to one particular project) and has support from the Executive.
- The team advocates for Australian Industry, has visibility of opportunities and can influence procurement decisions on the global level. This team can continually find win-wins (e.g. strategic alignment and positioning for future work, Australia as a second source, products to provide a capability edge).
- The team continually matches opportunities to Australian Suppliers, both familiar and new, and maintains those contracts so competitors do not displace them.
- The prime seeks capability and technology that complement those already in demand by established, and performing, Australian suppliers.
- The prime represents value for money and is transparent in its costs for the program. The prime understands the strategic reasons for being contracted under the program and has the determination, means and global buy-in to deliver long term results.

