



Global Supply Chain Program

Fact Sheet

The Global Supply Chain (GSC) Program is a key export initiative that provides Australian companies with opportunities in the international supply chains of Defence primes.

13 primes currently participate in the Program: Babcock, BAE, Boeing, HII Australia, Kongsberg, L3Harris, Lockheed Martin, Moog, Northrop Grumman, Raytheon, Rheinmetall, Saab and Thales.

Since its inception, the GSC Program has delivered over \$2.07 billion of contracts to more than 283 Australian Suppliers.

The Global Supply Chain (GSC) Program, as a core Australian industry participation program, is focused on driving exports of Australian technology and products, through the global supply chains of participating international Defence primes.

The program is globally unique for a number of reasons:

- Opportunities are not linked to any domestic acquisition meaning outcomes last beyond any one Australian project.
- The program does not distort market conditions (unlike many offset programs), which leads to a more sustainable and resilient industry that can win work independent of the prime or project.
- Opportunities are based on commercial needs of the prime, and the GSC framework provides flexibility required for primes to direct effort aligned to their business strategy. Most primes employ both a push and pull model and are continually interested in:
 - innovative technologies that provide a capability edge
 - companies that can provide a second source of supply



- Australian Suppliers are required to win work on merit, meaning the company must be globally competitive and/or have a world leading capability.
- The Program spans a prime's civil and Defence business.

The GSC Program has a critical role in building the international capability of Australian Defence Industry companies through opening new market opportunities and increasing participation into global Defence markets.

How does the program work?

The primes are funded to establish a GSC Program delivery team within their company to:

- Identify opportunities across their business units and at all technology readiness levels and to provide these opportunities to Australian Suppliers.
- Identify, assess and qualify capable Australian Suppliers to be part of their global supply chain.
- Provide continual internal advocacy, help Australian companies gain access to key decision makers within the prime and provide assistance overseas including at Team Defence Australia trade events.
- Work with the other primes' GSC teams to grow Australian industry, share information to boost exports, and reduce duplication of effort.
- Provide targeted mentoring, training and regular feedback to Australian companies.

What are the program outcomes and how are they measured?

The program has an underlying performance framework which the primes report on periodically. These performance measures aim to drive:

- growing value of contracts to Australian Suppliers;
- continued incorporation of Australian companies into the primes' supply chains;
- long term and diversification of contracts through repeat contracts, and access to new opportunities, be that a new market, product or platform; and
- return on investment to the Commonwealth.

