



# 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 \$2.20 billion of contracts to more than 284 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.