

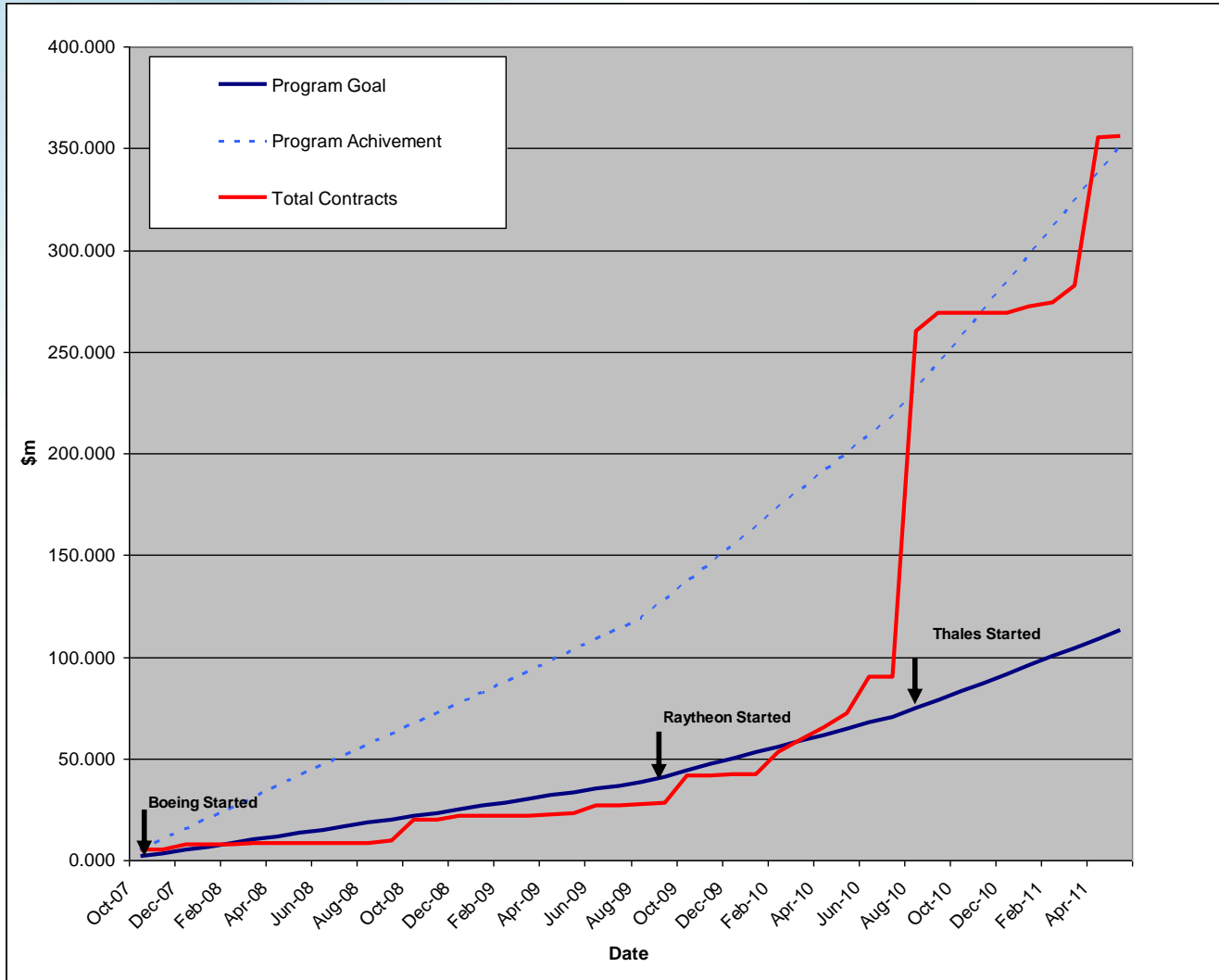
# Global Supply Chain Program

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Director Global Supply Chain Program

# The Program

- Trialled - October 2007
- New Government Initiative – July 2009
  - Funded 2009-2019 at about \$60m
- International Companies **Active**:
  - Boeing – Office of Australian Industry Capability (OAIC)
  - Raytheon – Industry Development Unit (IDU)
  - Thales – Industry Engagement Unit (IEU)
- International Companies with Deeds:
  - Eurocopter
  - Lockheed Martin
  - Northrop Grumman

# Program Performance



## Observations:

- Gestation period
- Small initial contracts
- Persistence & Capability
- Returns can be large

# Participation Requirements

- Capability (product, manufacturing or price) **required** by a Prime
- Key global **discriminator** for the International Market
- Pre-qualification Credentials/**Standards** sought
- **Capacity** (fiscal & physical)
- Patience, persistence & **long term view**

## Outcome

- Established **relationship**
- Leading to **opportunities & potential contracts**

# Questions

Questions should be held till after the next presenter:

Mr Mark Scherrer

Managing Director, Ferra Engineering