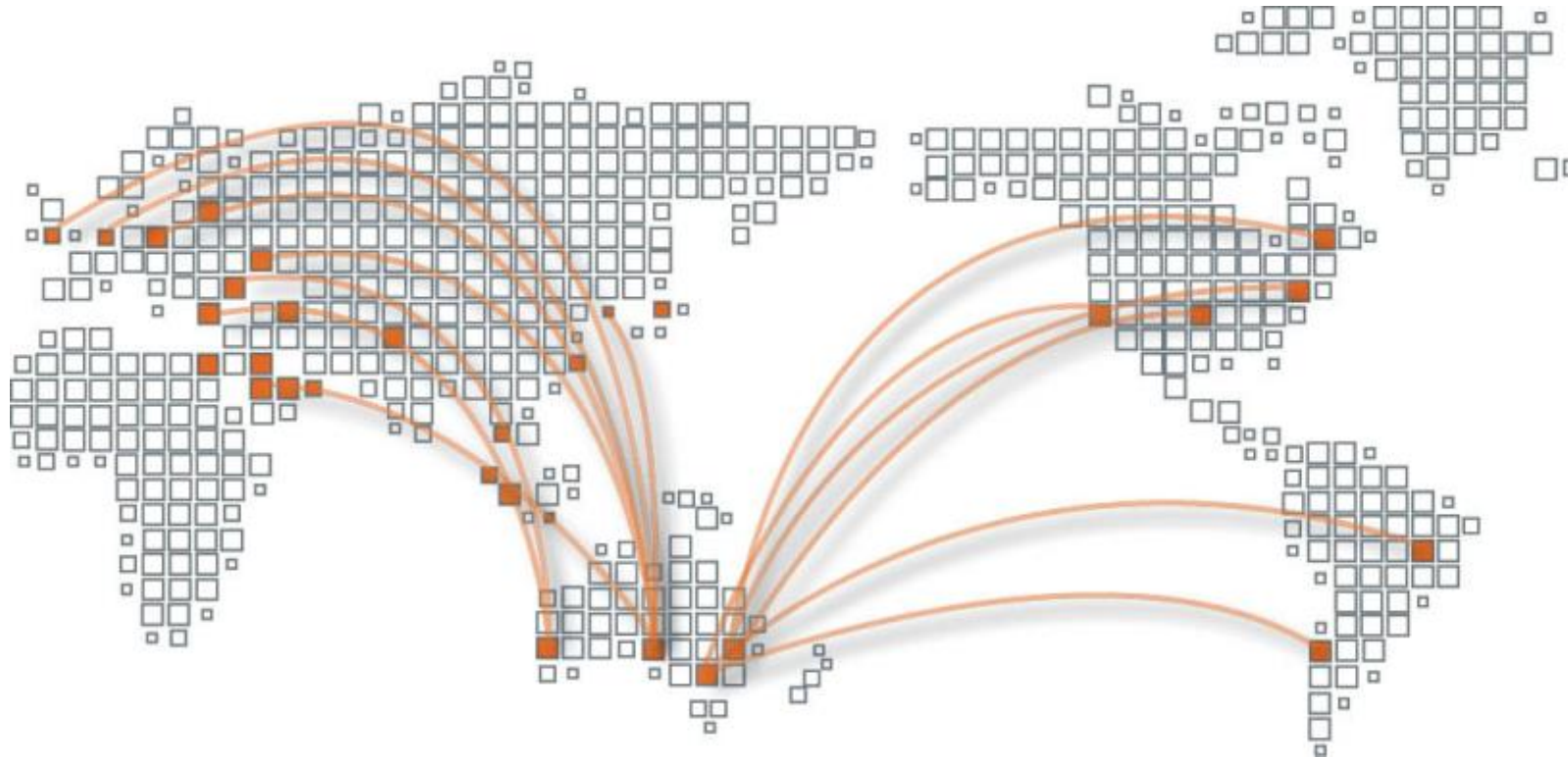


# Global Access Program

Tony Martin  
Global Access Program Manager



# Global Access Program

## Vision

A more competitive and technologically advanced Australian Defence industry that mutually benefits the Australian Defence Force and BAE Systems.

## Mission

To grow and or sustain Australian Defence companies, particularly small to medium-sized enterprises (SMEs), and increase their competitiveness, capability and capacity, by providing them with opportunities to participate in the global supply chain of BAE Systems.

## Objectives

To increase the number of SMEs, winning work in the global supply chain of BAE Systems.

To reduce industry's reliance on Defence as its primary client by assisting SMEs supply to BAE Systems' in adjacent markets such as energy and resources, and commercial aviation.

To create a more globally competitive, cost conscious industry base through targeted and sustained training and development of SMEs.



# Opportunities across a diverse global business

Alongside our existing range of products and services for government customers we have a growing position in adjacent commercial markets, including avionics and cyber security. The diversity of these interests requires a strong, reliable network of quality suppliers.



**Typhoon  
manufacture and  
development**



**F-35 Lightning II  
design  
and manufacture**



**Unmanned and future air  
system capabilities**



**Air support  
and training**



**Defence avionics  
equipment**



**Commercial avionics  
equipment**



**Complex warships**



**Submarines**



**Ship repair and  
naval support**



**Weapon systems**



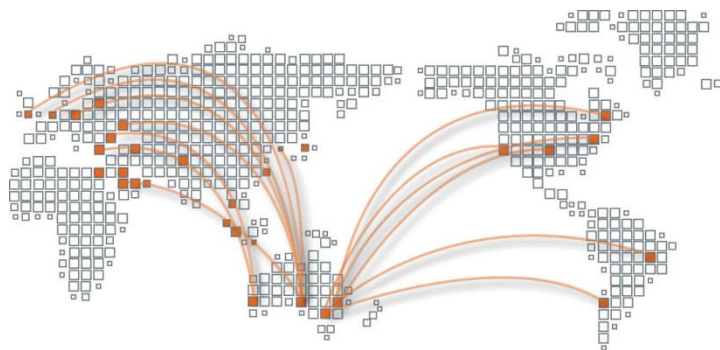
**Combat vehicles**



**Cyber security**

## How does BAE Systems open up global opportunities for local SMEs?

- Alongside other Defence primes, BAE Systems Australia maintains a Global Supply Chain Agreement with the Commonwealth Government.
  - Our Global Access Program was established in 2012.
  - Agreement renewed in June 2017.
- Our local team is augmented by Business Development resources in the UK, the US and Japan.
- BAE Systems' GAP has generated around A\$57 million in export business for local SMEs.



Tony Martin

Manager  
Global Access Program



Tony Harding

GAP BD  
UK and Europe



Rachel Davis

GAP BD  
USA



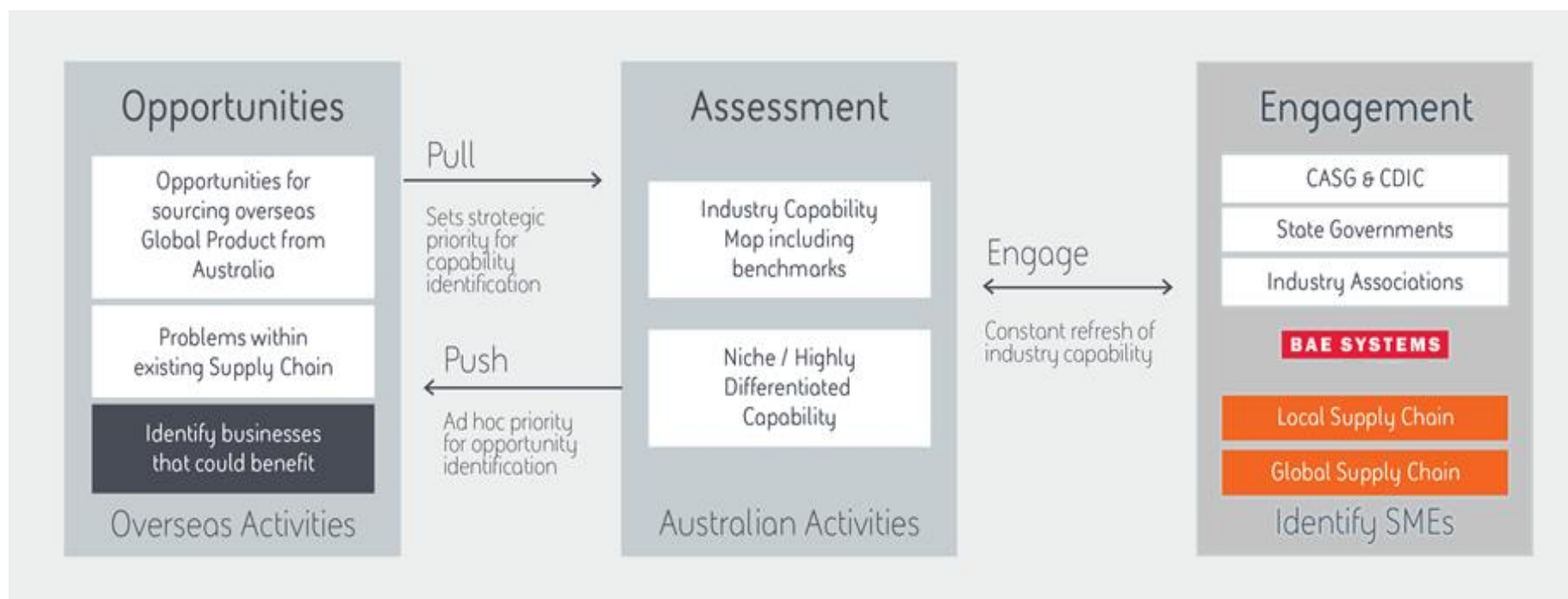
Eiji Nishikawa

GAP BD  
Japan

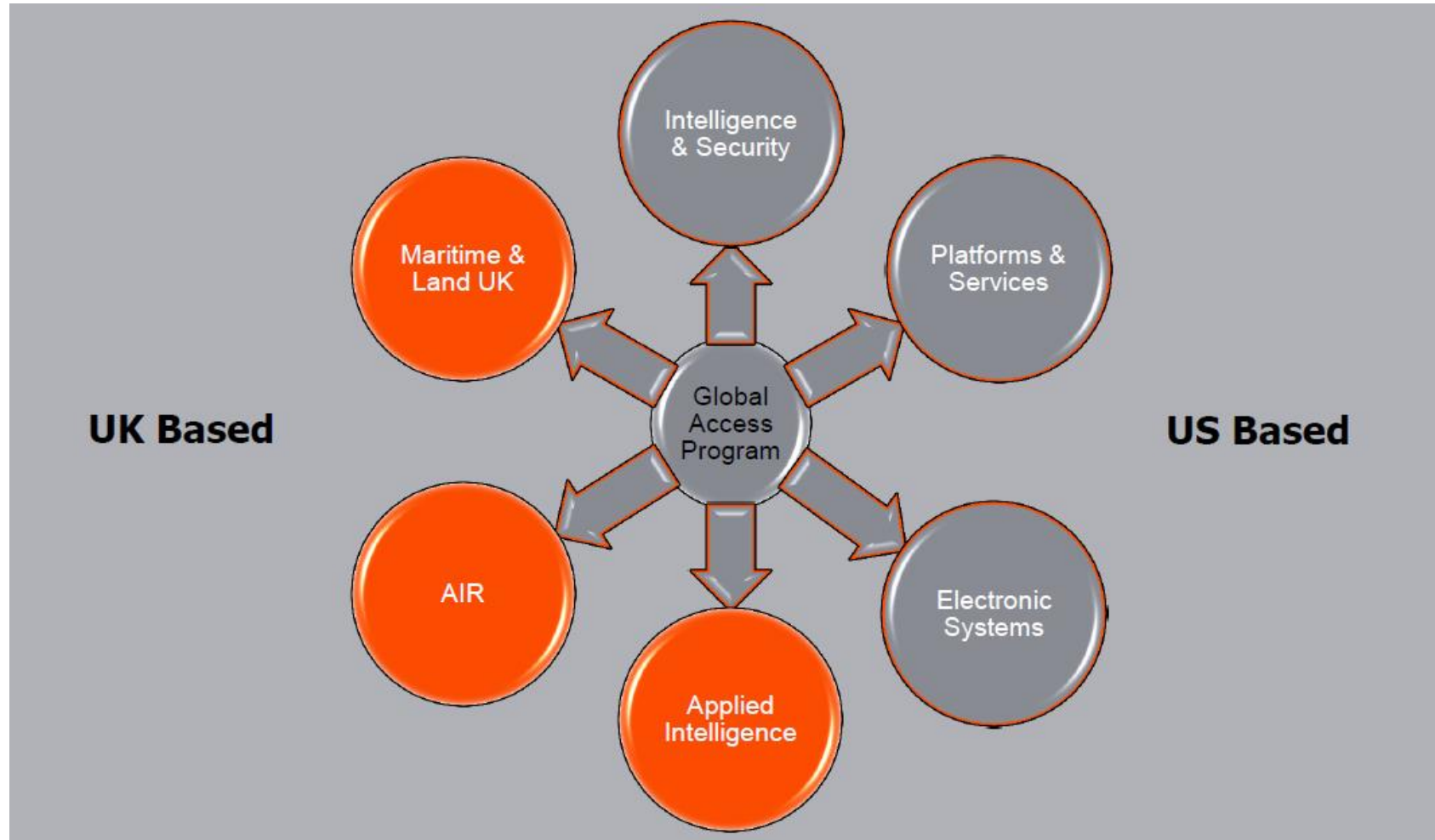


# How does BAE Systems open up global opportunities for local SMEs?

We focus GAP effort using a **Push/Pull model**:



# Enterprise Engagement



# Estimating and Pricing Training 2019

Two Day specialist training workshop provided by Estimation and Pricing professionals

## Fundamentals

Sydney, NSW 28-29 Aug 2019

## Master Class\*

Adelaide, SA 26-27 Nov 2019

\*Pre-requisite – must have completed Fundamentals course

Register at [au.globalaccessprogram@baesystems.com](mailto:au.globalaccessprogram@baesystems.com)

Workshop attendance is free to Australian companies. Travel costs are responsibility of participating businesses.

# Connecting with BAE Systems Global Supply Chain Program

**Global Access Program Registration Portal**

[au.globalaccessprogram@baesystems.com](mailto:au.globalaccessprogram@baesystems.com)

**ICN Website**

[www.icn-sa.org.au](http://www.icn-sa.org.au)

**Global Access Program**

**Hunter Class Frigate Program**

**Tony Martin**

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