



# Expression of Interest

Procurement Professional Services (Indirect)

BAE Systems Australia

**BAE SYSTEMS**

Maritime Australia

## Acronyms and Definitions

Abbreviation	Definition
<b>AIC</b>	Australian Industry Capability
<b>ASCS</b>	ASC Shipbuilding
<b>AUD</b>	Australian Dollars
<b>BAE</b>	BAE Systems Maritime Australia
<b>EOI</b>	Expressions Of Interest
<b>GCS-A</b>	Global Combat Ship-Australia
<b>HCFP</b>	Hunter Class Frigate Program
<b>NATA</b>	National Association of Testing Authorities
<b>OQE</b>	Objective Quality Evidence
<b>RAN</b>	Royal Australian Navy
<b>RAP</b>	Reconciliation Action Plan
<b>T26</b>	British Type 26 Global Combat Ship

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## 1. INTRODUCTION

BAE Systems Australia are seeking Expressions of Interest (EOI) to supply procurement professional services to the Indirect Procurement Services (IPS) division.

The IPS division currently manage indirect procurement for BAE in Australia. The organisation has recently been reformatted to reflect a 'category-led' model. Below you will see a list of the categories that are covered.

 Maintenance, Repair & Operations	 Information Management Technology	 Workplace Solutions	 Human Resources	 Business Services
Production Consumables	IT Application	Facilities Management	Permanent Recruitment	Professional Services Consultancy
Production Equipment Maintenance	IT Peripherals	Lease & Rent	Contingent Labour	Professional Services Engineering Consultancy
Tooling	IT End User	Construction of New Buildings	Employee Relocation	Management & Business Consultancy
Chemicals	IT Networks	Construction Consultancy	Employee Representative Bodies	Quality & Certification Services
Packaging	IT Hosting	Manufacturing Facilities Refurbishment	Memberships	Project Management Services
Industrial Gases	Printers	Office Refurbishment	Recognition & Reward	Insurance Services
Personal Protective Equipment	IT Security & Compliance	Minor Construction Day Works	Private Medical Insurance	Financial Services
Vehicles	IT Storage	Utilities	Books & Periodicals	Superannuation
Plant & Equipment	Telecommunications	Furniture	Learning & Development	Security Equipment & Services
Material Handling Equipment	Records Management	Catering	Medical Services	Research & Development
Lifting Equipment	IT Delivery	Airfield Services	Occupational Health Services	Marketing & Communications
Calibration Services	Audio Visual Equipment & Services	Office Consumables	Employee Assistance Programme	Travel (Flights, Accommodation & Car Hire)
Calibration Equipment	IT Professional Services Consultancy	Asset Disposal & Recovery	Welfare	Printing Services
Test Equipment			HR Services Generic	Legal Services

Due to the large scale and complexity of the indirect portfolio, there is a need to be able to augment/supplement the capability of the IPS team, as well as scale to ever-changing business requirements.

## 2. SCOPE

The purpose of the Capability Questionnaire is to establish the feasibility of prospective service providers to the IPS team.

## 3. SERVICES

The types of services that may be needed are as follows;

Service	Description
Project Procurement	<p>IPS are seeking the ability to identify discrete procurement projects, package them up and push out to service providers. This may happen when capability or capacity constraints are such that the internal team are not able to deliver the best value to the business.</p> <p>An example of a project could be a complex procurement of IT applications to fulfil specific requirements of the business. This would potentially involve managing scoping, market</p>

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	scans and running RFX through to negotiating an agreement on behalf of BAE. It could also include developing contract management plans and managing kick-off meetings.
Buying House	IPS are seeking the ability to contract with a 'buying house' that would operate open book at an agreed % margin or transaction fee basis. This would be used where there is a surge in purchasing volume, one-off purchases or requirements not easily satisfied internally.
Procurement Consulting	The IPS team have a focus on working smarter and more efficiently. There may be a need to consult on potential deals, market approaches, internal practices, reporting and organisational structure.

#### 4. PRE-QUALIFICATION QUESTIONNAIRE (GENERIC)

1. Does your website provide a detailed description of your Company's capability? If yes, provide the appropriate link.
2. Are you an Australian registered company? If yes, provide your ABN details.
3. Are you an Indigenous company and registered with Supply Nation? If yes, provide a link to your profile on the Supply Nation Website or other supporting evidence.
4. Do you have a Reconciliation Action Plan (RAP) in place? If yes, please attach evidence.
5. How many Indigenous/Aboriginal/Torres Strait Islanders are employed within your organisation? Stipulate whether the employees are Full Time or Part Time.
6. Provide details of the company's management organisation structure and full time headcount. Attach evidence/organisation structure.
7. State level of Professional Indemnity, Product and Public Liability and Work Cover Insurance coverage.
8. Please state what quality certification and accreditations you hold? Please attach evidence.
9. Do you hold Defence Industry Security Program (DISP) Membership? If yes, please state what membership level you hold. Refer to the [DISP Webpage](#) on information regarding DISP Membership and how to apply. DISP membership is a requirement for all contracts

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### **5. PRE-QUALIFICATION QUESTIONNAIRE (SPECIFIC TO THE REQUIREMENTS)**

1. Provide full details including value and location of previous major defence, maritime or commercial projects in which your company has delivered Procurement Professional Services.
2. Please refer to the list of categories provided above and indicate which categories you have experience providing Project Procurement services in, with some tangible examples/outcomes. Please also indicate true 'strength areas' where you have built specialist capability.
3. We are seeking the ability to contract with a 'buying house' that would operate open book at an agreed % margin or transaction fee basis. Is your company able to provide this service?
4. We are seeking a consultancy service to support with potential deals, market approaches, internal practices, reporting and organisational structure. Is your company able to provide this service?

**Closing date for Expression of Interest:**  
**12<sup>TH</sup> August 2021**