



Industry Development Unit

Connecting Australian Business to the Raytheon Global Supply Chain



Raytheon Australia's Industry Development Unit (IDU) promotes the interests of Australian industry, including small to medium enterprises (SMEs), by identifying and facilitating business opportunities through the Raytheon global supply chain.

The IDU assists organisations by identifying potential opportunities for Australian firms, mentoring Australian industry on the US defence market, working with the DMO and other Federal Government agencies to co-ordinate trade missions and helping to break down the barriers that may otherwise deter local firms from doing business in the US defence market.

Opportunities for Australian industry include:

- subcontracting to Raytheon for US Department of Defence and Civil Defence programs;
- export opportunities; or
- opportunities to supply Raytheon Company manufacturing or engineering capabilities.

Raytheon
Australia

Customer Success is Our Mission

Why is the Commonwealth developing Australian Industry?

In order to maximise the effectiveness of the Australian Defence Forces' (ADFs) assets, they require in-country support from defence industry for repairs and maintenance, as well as the capability to adapt, modify and manufacture equipment tailored to the Australian military environment.

The Commonwealth recognises that economies of scale and resultant benefits to the cost of ownership may be recognised by the Australian defence industry having:

- a broader market penetration than just Australia, and
- a more consistent market than the cyclic procurement activities of a single customer.

Therefore, the Commonwealth is investing in a more sustainable Defence industry sector, which has the ability to realise cost of ownership savings to the Commonwealth.

Who benefits from the IDU?

The Commonwealth as listed above.

Opportunities for Australian industry within Raytheon Company are:

- as a subcontractor to Raytheon for US Department of Defense or Civil Defense programs;
- export opportunities; or
- as a supplier to Raytheon's manufacturing or engineering capability

In addition to these opportunities, the Australian industry and SMEs benefit from Raytheon's exceptional business experience and performance. This improvement in performance and commercial risk reductions can translate to market success and profitability.

Benefits to Raytheon are the potential to uncover suppliers that improve competitiveness, or open new markets.

Benefits to Australia are having a robust industry capability, Defence sustainability and export opportunity.

What will the IDU do?

The IDU will:

- introduce Australian industry to opportunities within the Raytheon supply chain that are consistent with the Commonwealth's priority industry capabilities;
- support Raytheon's global supply chain to undertake supplier accreditation;
- assist the Commonwealth and Australian industry to address barriers to access to export markets; and
- mentor SMEs on:
 - business processes to support supplier accreditation;
 - marketing activities; and
 - commercial considerations.

Ultimate supplier choices will be made by the responsible Raytheon business unit in accordance with the company processes on a merit basis. Participation will however prepare the SME to be more competitive.

What can't the IDU do?

The IDU can not:

- provide funding to Australian industry to: access foreign markets, undertake product development, or improve business processes.
- provide legal advice to Australian industry or relieve them of their governance responsibilities; or
- intervene in the supplier selection process.

For more information on the IDU visit:
www.raytheon.com.au/capabilities/IDU

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