

Raytheon Australia's Commitment to SMEs



Raytheon Australia is reliant on strong supplier networks and is therefore committed to fostering enduring relationships with small and medium sized enterprises.

Committed to Australian SMEs

Raytheon Australia is committed to developing and supporting Australian small and medium sized enterprises through innovative supply chain relationships.

Raytheon's business activities involve a wide range of capabilities. In order to properly focus on its selected core competencies the company looks to other industry participants, including SMEs, that possess specialist and complementary skills.

Industry's Challenge

The defence industry environment is such that a highly competitive marketplace has combined with domains of a very complex nature, complex capability requirements, limited skill resources and finite levels of investment in technology and innovation.

This means no single type of organisation is in a position to meet all of defence industry's challenges.

Instead, larger defence industry participants have an important responsibility to develop partnerships and alliances with smaller firms to fully meet customer requirements.

Raytheon's Approach

Raytheon Australia has developed a comprehensive industry engagement plan that draws on the company's strategy as well as its capability requirements document.

The strategy integrates a range of policies and plans including those on supply chain management, SME engagement, R&D, workforce planning and technology management.

As part of this engagement plan SMEs have potential roles as capability partners, product suppliers and service providers.

A robust and transparent selection process is undertaken by Raytheon to select SMEs on the basis of an analysis of skills and capabilities, project requirements, project specific risk profiling and stakeholder input.

Raytheon's commitment is to build not just strong partnerships but strong and capable partners. To this end, selected SMEs are provided with access to:

- Raytheon in-house training;
- Process support in achieving ISO accreditation and CMMI assessment;
- Process improvement utilising Raytheon Six Sigma integrated teams; and
- Technology management and tracking.

Further benefits for SMEs include recognition of capability for use with other companies and customers as well as potential, merit based access to global supply chains through Raytheon Australia's parent company.

Supplier registration

Raytheon is currently seeking to establish relationships with suppliers across the Defence and Government sectors.

For more information or to register your company as a potential supplier please visit our website.

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Raytheon Australia

Customer Success Is Our Mission

Above: Kathy Weiler, Raytheon's ALR-67(V)3 Program Director, with Tim Shaw, Managing Director of Micro, a Brisbane based highly specialised producer of micro electronics. Micro is part of Raytheon's global supply chain for the production of the ALR-67(V)3 Radar Warning Receiver (RWR).