



Industry Capability Network

**INTRODUCING AUSTRALIAN
DEFENCE PROJECTS
AND SUPPLIERS**



ICN AT A GLANCE

Industry Capability Network (ICN) is a network of experienced industry procurement and supply chain specialists who connect Australian and New Zealand businesses to projects large and small.

We are an independent organisation funded by our members and subscribers, including Australian and New Zealand federal, state and territory governments.

Since we started more than 35 years ago, ICN has been helping find the suppliers and service providers who are best equipped to meet the requirements of thousands of projects across Australia and New Zealand.

Every day we work with local suppliers and project managers to help save valuable time and money in the procurement process. We also help to secure billions of dollars in contracts and jobs that may have otherwise gone overseas.

Since inception, we've helped local businesses find over \$40 billion worth of contracts to keep them working and growing.

WHAT WE DO

Everything we do is guided by a clear vision: To contribute to increased economic activity and employment for Australia and New Zealand, by assisting industries to gain a greater share of domestic and international business opportunities.

We work to stimulate and foster an open and competitive marketplace for Australian and New Zealand industry so that:

- ▶ local industry participation remains strong; and
- ▶ Australian and NZ businesses, particularly SMEs, have a fair share of domestic business opportunities.

It is an exciting time for the Australian Defence industry, and ICN is on the front foot working with Defence primes to ensure local suppliers are not only kept informed of opportunities but are able to take advantage of them.

ICN supports the Federal Government's defence policy by increasing local industry participation and ensuring that the nation has both infrastructure and workforce to underpin all defence projects.

ICN GATEWAY — NEW BUSINESS AT YOUR FINGERTIPS

ICN Gateway is the pivotal connection between major projects and suppliers. ICN Gateway currently has around \$400B+ of projects and more than 80,000 suppliers.

ICN Gateway is a simple, easy to use online tool which helps suppliers find opportunities with projects across Australia. You can create and edit your company profile, promote your capabilities, set up email notification preferences and submit expressions of interest for projects.

Behind the scenes, our industry-experienced Consultants are working hard to put you forward for works they know you are capable of.

For project managers, ICN Gateway is a fast and effective way for you to access the best suppliers in the region. Tailored project pages on ICN Gateway allow you to communicate upcoming procurement and contracting opportunities, making it simple to collect EOIs, maximise local content, and implement second and third-tier supply opportunities.



SOME OF OUR CURRENT DEFENCE PROJECTS



Hunter class frigate, courtesy BAE Systems Maritime Australia

BAE SYSTEMS HUNTER CLASS FRIGATE PROGRAM (HCFP)

BAE Systems was selected in 2018 as the preferred tenderer for the Hunter Class Frigate Program (HCFP) to deliver nine anti-submarine warfare frigates to the Royal Australian Navy. Australian companies are to play a significant role in the prototyping phase with majority of materials and services provided from within Australia. Through ICN Gateway, BAE Systems have listed 163 work packages, receiving 3,833 EOIs and awarded 33 contracts so far.



USFPI NORTHERN TERRITORY TRAINING AREAS & RANGES PROJECT

The NT Training Areas and Ranges Project seeks to upgrade and expand the existing facilities at Robertson Barracks Close Training Area, Kangaroo Flats Training Area, Mt Bunday Training Area; and Bradshaw Field Training Area to support the United States Forces Posture Initiative (USFPI) within the Territory. Through ICN Gateway, Managing Contractor Sitzler, have listed 87 work packages, receiving 4,347 EOIs, and awarded 18 contracts so far.



AIR6500 JOINT BATTLE MANAGEMENT AND INTEGRATED AIR AND MISSILE DEFENCE SYSTEM

The AIR6500 Project is a strategically important program to build and maintain an enduring and regionally superior Australian capability with an opportunity to enter export markets. Lockheed Martin Australia is identifying potential suppliers with the ability to develop, integrate, build, supply and maintain capabilities and elements within Australia and New Zealand. Through ICN Gateway, the project has listed 18 work packages, and has received 1,473 EOIs to date.



LARRAKEYAH DEFENCE PRECINCT REDEVELOPMENT PROGRAM

Larrakeyah Defence Precinct is a critical enabler and provides support to the sustainment of the Australian Defence Force. The base supports numerous Army, Navy and Joint units, including Headquarters Northern Command, North West Mobile Force (NORFORCE) and HMAS Coonawarra. Through ICN Gateway, the project has listed 30 work packages, receiving 938 EOIs, and awarded 25 contracts so far.



DEPLOYABLE INFRASTRUCTURE – SUPPLY CHAIN EXPRESSION OF INTEREST

Saab Australia, a subsidiary of the international aerospace and defence company Saab AB, will leverage its global experience and lead role in Deployable Health System, to provide responsive, scalable, and adaptable deployable infrastructure. Saab is therefore engaging with Australian SMEs about opportunities for supply and support of Deployable Infrastructure programs. Through ICN Gateway, the project has listed 22 work packages, and has received 246 EOIs to date.



ICN DEFENCE STATS 1 APRIL 2021 – 31 MARCH 2022

47 DEFENCE PROJECTS
ON ICN GATEWAY



160
DEFENCE
WORK PACKAGES



718 DEFENCE
CONTRACTS WON



\$4.71 BILLION+

VALUE
OF WINS



FURTHER INFO

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CONNECT



PHOTOS:
AUSTRALIAN DEPARTMENT OF DEFENCE
BAE SYSTEMS MARITIME AUSTRALIA