



## **AUSTRALIAN INDUSTRY CAPABILITY (AIC) PLAN: GUIDELINES FOR SUPPLIERS**

**Document ID NAVALDOCS-901407152-211 / Version 1**

**Published date: 16/10/2017**

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## 1. Purpose / Scope

This document has been produced for potential or current suppliers of Naval Group. The purpose of the document is:

- To provide guidelines to suppliers for the development of their Australian Industry Capability Plan requested as part of a procurement process;
- To help current or potential suppliers gain a better understanding of the Industry Requirements for the Future Submarine Program (FSP) to assist in developing their AIC strategies and associated plans.

## 2. Definitions

The **Industry Requirements** for the Future Submarine Program are a combination of the requirements to:

- a. Maximise the involvement of Australian Industry involvement in all phases of the Program ('workshare'); and
- a. Establish the Australian industrial capability necessary to support the build, operations and sustainment (ie upkeep, update and upgrade) of the Future Submarine ('sovereignty').

**Australian Industry** is a collective term to describe Australian entities that are registered for an Australian Business Number (ABN), where the work is performed in Australia with Australian based employees. This includes Australian based subsidiaries of overseas companies/primes/original equipment manufacturers who are registered in Australia with an ABN and New Zealand entities where the work is performed in New Zealand with New Zealand based employees consistent with the Commonwealth's obligations under the Closer Economic Relationship agreement;

An **Indigenous Enterprise** is an organisation that is 50 percent or more Indigenous owned that is operating as a business. Supply Nation is a membership body that validates and promotes Indigenous enterprises.

A **Small to Medium Enterprise (SME)** is a company with fewer than 200 full-time employees.

**Local Overheads Value** represents the dollar value (GST exclusive) of expenditure on custom duties, insurances, bank fees, software, computer and office supplies, infrastructure, corporate overheads and indirect goods and services within Australia. Any local expenditure that does not fall within the Local Industry Activity Value is classified as Local Overheads Value. This excludes any Imported Content.

**Local Industry Activity (LIA)** is defined as Australian industrial base work performed in Australia in support of the Future Submarine Program design, build or sustainment activities. LIAs directly create, enhance or maintain defence capability and are performed by Australian industry.

**Local Industry Activity Value (LIA Value)** is the (GST exclusive) dollar value of the LIA.

*Note: When LIA Description Sheets are initially completed (which will be before the scope of work has commenced) the LIA Value is broken down into two components, LIA Value Commitment and LIA Value Intention as defined below.*

*When submitting invoices splitting the LIA Value into the two components is not relevant or necessary because at that stage the scope of work has been completed by the Australian Company.*

**LIA Value Commitment** is the classification used to describe the LIA Value when there is a commitment made in contract to Australian Industry to complete the scope of work.

**LIA Value Intention** is the classification used to describe the LIA Value when there is not yet a commitment made in contract to, but the scope of work is intended to be awarded to Australian Industry, subject to further validations of capability or capacity, negotiations, procurement activities or capability development

**Imported Content** is defined as the value of any supply, work or service which is either imported from or is undertaken/performed overseas (a country other than Australia).

**RFx** is a term used to define an approach to the market where RF means Request For and x is a placeholder to be replaced with (P) proposal, (Q) Quotation and (T) Tender as applicable.

**Transfer Action Plan** is a detailed list of actions, including timings and recipients of the action, required to deliver the Australian Industrial capability to support build, operations and sustainment.

### 3. Supplier AIC Plan Content

Suppliers' AIC Plans are to be developed in accordance with one of the three Data Item Descriptions (DID), contained within this section of the document, pages 3 – 7:

- AIC Plan Data Item Description Tier 1; or
- AIC Plan Data Item Description Tier 2; or
- AIC Plan Data Item Description Tier 3.

The DID describes the expected content of the Suppliers AIC Plan and is tiered by Naval Group relative to the value of the Contract, scope of work and sovereign sustainment requirements.

The AIC Plan DID tier you are required to respond to will be nominated in the RFx documentation.

### 3.1 Tier 1 AIC Plan Data Item Description

**The Supplier's AIC Plan shall consist of these sections:**

- a. Strategies, Plans and Intent to Maximise Opportunities for Australian Industry
- b. Australian Industry Engagement and the Provision of Opportunity
- c. Local Industry Activities and Local Overheads
- d. Australian Industry Development
- e. Innovation Research and Development
- f. AIC Management, Monitoring and Reporting
- g. Public AIC Plan

#### **Specific Content**

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##### **Strategies, Plans and Intent to Maximise Opportunities for Australian Industry**

The Supplier's AIC Plan shall summarise

- a. the Supplier's strategy and plans to meet the objectives of the Industry Requirements as an integral part of delivering the Statement of Work (SOW);
- b. the strategy and plans to maximise opportunities for competitive Australian industry to deliver the SOW requirements, including to develop or enhance skills, knowledge, systems, and infrastructure (where appropriate), within Australian Industry, and to undertake technology transfer to Australia;
- c. the Supplier's strategy to support Indigenous employment and Indigenous enterprise to participate as part of delivering the SOW requirements; and
- d. the governance arrangements, principles and partnering approach employed by the Supplier in establishing and maintaining Australian industry in the Suppliers supply chain, with an emphasis on high quality commercial and delivery relationships for the period of the Contract.

##### **Australian Industry Engagement and the Provision of Opportunity**

The AIC Plan shall describe proposals or commitments, including timings, to:

- a. use the Industry Capability Network (ICN) to engage with Australian Industry (example found at [www.NavalGroupFutureSubmarine.icn.org.au](http://www.NavalGroupFutureSubmarine.icn.org.au));
- b. hold public supply chain briefings with Australian Industry about opportunities in relation to the SOW;

The AIC Plan shall describe the approach, actions, timings and processes undertaken/to be undertaken by the Supplier to provide the maximum opportunities for competitive Australian industry:

- c. how Australian industry were/will be chosen for market testing;
- d. where identified, how Australian industry was/will be selected to meet the Industry Requirements;
- e. detail the criteria (to be) used for selection of Australian industry in the Supplier's supply chain; and
- f. identify what work packages are proposed to be performed overseas and detail why the work cannot be performed by Australian industry or transitioned during the program.

## Local Industry Activities and Local Overheads

This section of the AIC Plan shall:

- a. Include a summary description of the Supplier's Local Overheads as well as its Local Overhead Value;
- b. identify the work packages proposed to be performed by Australian Industry. A summary shall be provided in the Suppliers AIC Plan, accompanied by more detailed descriptions using the Local Industry Activity (LIA) Description Sheet Template provided within this document;
- c. summarise the impact the LIAs will have on the workforce profiles of the proposed Australian companies; and
- d. detail any alternative options for performing more or less work in Australia including any price difference (increase or decrease), capability or schedule impact when comparing Australian to overseas industry.
- e. Identify any strategic advantages for combining related scope of works occurring in other Australian Defence Force procurement activities.

## Australian Industry Development

This Section of the AIC Plan shall describe:

- a. The commitments (including details such as costs and timings) by the Supplier to develop, enhance and/or transfer skills, knowledge, systems, technology, IP rights and facilities (where appropriate) to Australian industry (to be later extrapolated into a more succinct Transfer Action Plan);
- b. Any capability or capacity gaps the Supplier has identified within Australian Industry and an estimate of the timeframe and resources that would be needed to bridge those gaps.

## Sustainment Assurance

This Section of the AIC Plan shall:

- a. describe the Supplier's strategies and plans for achieving sovereign 'sustainment' (upkeep, update and upgrade), including meeting any minimum sovereign sustainment requirements outlined in the RFx pack; and
- b. identify which (Transfer of Technology) mechanisms outlined in response to 1.2.4.1 (a) are critical to achieving the minimum sovereign sustainment requirements.

## Innovation and Research and Development

This section of the AIC Plan shall describe:

- a. the strategy and plans for involving Australian industry in innovation, research and development in support of the SOW;
- b. any transfer of new technology that will occur in delivering the SOW, including any resultant direct or enduring benefits to Australian industry; and
- c. any intentions to commercialise outcomes from any Australian research and development.

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## **AIC Management, Monitoring and Reporting**

This section of the AIC Plan shall:

- a. identify the person responsible for meeting the Industry Requirements via the development, implementation, monitoring and reporting of the AIC Plan;
- b. describe the Supplier's compliance with the AIC Monitoring and Reporting requirements outlined in the Particular Conditions and Optional Clauses.

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## **Public AIC Plan**

The Supplier shall provide a Public AIC Plan as described overleaf.

**Note: The Public AIC Plan is designed to facilitate transparency and promote opportunities for Australian companies to compete on merit throughout the period of the Contract by publishing these opportunities through the Commonwealth's internet website.**

**This Public AIC Plan section is not required at tender submission stage. This must be produced by the successful tenderer within 20 days of an updated AIC Plan being provided to Naval Group.**

**The Public AIC Plan is to be approved by Naval Group and the Commonwealth prior to being published on a Commonwealth internet website. The public AIC Plan shall be maintained to reflect engagement of Australian Industry.**

The Public AIC Plan shall be written on a company letterhead, signed by a duly authorised officer of the Supplier, and be presented in a format that can be published on a Commonwealth internet website. The Public AIC Plan shall comply with the Commonwealth's adoption and implementation of Web Content Accessibility Guidelines.

The Public AIC Plan shall include the following information, including using the same headings and structure:

**Company Details:**

Company Name  
Address / Location  
Website Details

**Executive Summary:**

Provide a high-level overview of the Contract, including details relating to the major work packages to be performed by Australian Industry. In particular, the Executive Summary shall include:

- the scope of the Contract with Naval Group,
- the scope of work contracted to Australian Industry including:
  - (i) The name and location of the Australian Company and the work they have been contracted to perform;
  - (ii) location of the work to be performed; and
  - (iii) details if an Indigenous enterprise or a Small Medium Enterprise is within the supply chain.
- training and initiatives offered to Australian Industry under the Contract (i.e. training courses, sponsorship at trade shows and exhibitions, export facilitation etc).

**Scope of Future Work Opportunities:**

Briefly describe the future opportunities that exist for Australian Industry to bid for additional work directly or indirectly relating to the Contract SOW including:

- the major equipment systems or services that will be sought;
- the address/location(s) where it is desirable for this work to be performed; and
- opportunities for Australian Industry to be involved in new innovations and/or research and development opportunities.

**Future Opportunities Industry Engagement:**

Briefly describe the process to be followed to engage Australian Industry in future work opportunities, including:

- how these will be advertised (i.e. through the use of supplier advocates, professional networks, business access arrangements or similar);
- how Australian Industry will be evaluated for supplier/Subcontractor selection; and
- indicative timeframes for engagement of Subcontractors

For future work opportunities, provide sufficient details that will enable Australian Industry to contact the appropriate representative from within the company in order to register their interest.

Signature block of company approver.

## 3.2 Tier 2 AIC Plan Data Item Description

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### The Supplier AIC Plan shall consist of these sections:

- a. Strategies, Plans and Intent to Maximise Opportunities for Australian Industry
- b. Local Industry Activities and Local Overheads
- c. AIC Management, Monitoring and Reporting

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### Specific Content

#### Strategies, Plans and Intent to Maximise Opportunities for Australian Industry

##### The Supplier's AIC Plan shall summarise:

- a. the Supplier's strategy and plans to meet the objectives of the Industry Requirements as an integral part of delivering the Statement of Work (SOW);
- b. the strategy and plans to maximise opportunities for competitive Australian industry to deliver the SOW requirements, including to develop or enhance skills, knowledge, systems, and infrastructure (where appropriate), within Australian Industry, and to undertake technology transfer to Australia;
- c. the Supplier's strategy to support Indigenous employment and Indigenous enterprise to participate as part of delivering the SOW requirements; and
- d. how Australian industry were/will be chosen for market testing.

#### Local Industry Activities and Local Overheads

##### The section of the AIC Plan shall:

- a. Include a summary description of the Supplier's Local Overheads as well as its Local Overhead Value; and
- b. identify the work packages proposed to be performed by Australian Industry. This data shall be provided using the Local Industry Activity (LIA) Description Sheet Template provided within this document.

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#### AIC Management, Monitoring and Reporting

##### This section of the AIC Plan shall:

- a. identify the person responsible for the development, implementation, monitoring and reporting of the AIC Plan;
- b. describe the Supplier's compliance with the AIC Monitoring and Reporting requirements outlined in the SOW.

### 3.3 Tier 3 AIC Plan Data Item Description

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**The Supplier AIC Plan shall consist of:**

A summary of the Supplier's plan to meet the objectives of the Industry Requirements

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**Local Industry Activities and Local Overheads**

The section of the AIC Plan shall:

- a. Include a summary description of the Supplier's Local Overheads as well as its Local Overhead Value; and
- b. identify the work packages proposed to be performed by Australian Industry. This data shall be provided using the Local Industry Activity (LIA) Description Sheet Template provided within this document.

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**AIC Management, Monitoring and Reporting**

This section of the AIC Plan shall:

- a. identify the person responsible for the development, implementation, monitoring and reporting of the AIC Plan;
- b. describe the Supplier's compliance with the AIC Monitoring and Reporting requirements outlined in the SOW.

## 4. Templates

### 4.1 Local Industry Activity (LIA) Description Sheet Template

Provide a unique identifier for this LIA, including version control as follows:  
[First 3 letters of Suppliers name] - [last 3 characters of RFX number] – [incremental LIA number starting at 1] – [LIA version number]

LIA Serial Number:	Click here to enter text.												
LIA Title:	Click here to enter text.												
Supplier:	Click here to enter text.												
Australian Company:	<p>Company Name: Click here to enter text.</p> <p>ABN: Click here to enter text.</p> <p>Small to Medium Enterprise: Yes <input type="checkbox"/> No <input type="checkbox"/></p> <p>Indigenous Business Enterprise: Yes <input type="checkbox"/> No <input type="checkbox"/></p>												
Contract Number:	Click here to enter text.												
Work Package Identification:	Click here to enter text.												
Work Package Scope (Short description only)	Click here to enter text.												
Local Industry Activity Value (\$AUS)	<table border="1"> <thead> <tr> <th colspan="3">LIA Value (\$)</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>LIA Value Commitment</td> <td>Click here to enter text.</td> </tr> <tr> <td>B</td> <td>LIA Value Intention</td> <td>Click here to enter text.</td> </tr> <tr> <td>C</td> <td>LIA Value ( A + B)</td> <td>Click here to enter text.</td> </tr> </tbody> </table> <p>If some or all of the LIA Value is an intention, provide a description of the basis of estimate for the value, any assumptions and activities to occur prior to it becoming a commitment in Contract with an Australian Company. Click here to enter text.</p>	LIA Value (\$)			A	LIA Value Commitment	Click here to enter text.	B	LIA Value Intention	Click here to enter text.	C	LIA Value ( A + B)	Click here to enter text.
LIA Value (\$)													
A	LIA Value Commitment	Click here to enter text.											
B	LIA Value Intention	Click here to enter text.											
C	LIA Value ( A + B)	Click here to enter text.											
Location	<p>Australian State/Territory the LIA is being performed: Choose an item.</p> <p>Postcode: Click here to enter text.</p>												

Insert the name of the Supplier in (or proposed to be in) a contractual relationship with Naval Group.

Insert the details of the Australian Company undertaking/proposed to undertake the LIA. This may be the Supplier (if they are an Australian Company) or it may be the Supplier's sub-contractor.

The LIA Value is broken down into two components, the portion of the LIA value which is scope/work committed in a contract ('LIA Value Commitment') and the portion of the LIA value which is currently estimated as it is based upon a intent ('LIA Value Intention'). Refer definitions.

D	Industry Requirement(s)	<p>Identify how the Industry Requirements are addressed by this LIA. Click here to enter text.</p> <p>Identify which Department of Defence Priority Industry Capabilities (PICs) are applicable to this LIA:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Acoustic Technologies and Systems</li> <li><input type="checkbox"/> Anti-Tampering Capabilities</li> <li><input type="checkbox"/> Combat Uniform and Personal Equipment</li> <li><input type="checkbox"/> Electronic Warfare</li> <li><input type="checkbox"/> High-end' System and 'System of Systems' Integration</li> <li><input type="checkbox"/> High Frequency and Phased Array Radars</li> <li><input type="checkbox"/> Infantry Weapons and Remote Weapons Stations</li> <li><input type="checkbox"/> In-Service Support of Collins class submarine Combat Systems</li> <li><input type="checkbox"/> Ship Dry Docking Facilities and Common User Facilities</li> <li><input type="checkbox"/> Signature Management</li> <li><input type="checkbox"/> Through-life and Real-Time Support of Mission-Critical and Safety-Critical Software</li> <li><input type="checkbox"/> None applicable</li> </ul> <p>Identify which Department of Defence Strategic Industry Capabilities (SICs) are applicable to this LIA:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Composite and Exotic Materials</li> <li><input type="checkbox"/> Elements of National Infrastructure</li> </ul>
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		<input type="checkbox"/> Geospatial Information and Systems <input type="checkbox"/> Guided Weapons <input type="checkbox"/> Naval Shipbuilding <input type="checkbox"/> Protection of Networks, Computers and Communications <input type="checkbox"/> Repair and Maintenance of Specialist Airborne Early Warning and Control Systems <input type="checkbox"/> Repair, Maintenance and Upgrading of Armoured Vehicles <input type="checkbox"/> Repair, Maintenance and Upgrading of Aircraft (including Helicopters) <input type="checkbox"/> Secure Test Facilities and Rest Ranges <input type="checkbox"/> Systems Assurance <input type="checkbox"/> System Life Cycle Management <input type="checkbox"/> None Applicable
<b>E</b>	<b>Benefit(s)</b>	<p>Describe the benefits of the LIA to the Australian company undertaking the LIA in terms of the following:</p> <ol style="list-style-type: none"> <li>a. the significance of the work that the LIA will contribute to the Contract;</li> <li>b. the skills and knowledge that will be transferred, improved, created or sustained in the Australian company, including how these skills and knowledge will be developed, shared, maintained and retained by the company beyond the life of the LIA contracted activity;</li> <li>c. the new technologies or innovations that will be introduced or will result from the LIA;</li> <li>d. the contribution to the Australian company's future competitiveness;</li> <li>e. training to be provided including mentoring, up-skilling and trade training sponsorship;</li> <li>f. The impact the work will have on the workforce profile of the Australian Company.</li> </ol> <p>Describe the benefits of the LIA to the Australian Company in terms of broadened global supply chains that the Australian Company will now access from the Supplier that it did not previously access.</p> <p>Describe the options (if any) that the Supplier had to perform the scope of work covered by the LIA outside of Australia including any price difference (increase or decrease) when comparing Australian to overseas performance.</p>
<b>F</b>	<b>Details of Prime/ Subcontractor Relationship</b>	Provide details of the relationship with the party/subcontractor selected to deliver the LIA (eg. number of projects/contracts, length of commercial partnering, success stories, status of MoUs, teaming agreements, status of Technical Assistance Agreements (TAAs) and Non-Disclosure Agreements (NDAs)).
<b>G</b>	<b>Intellectual Property and Technical Data Arrangements</b>	Identify Technical Data and the associated Intellectual Property rights required to be provided to Australian industry for the delivery of the LIA.
<b>H</b>	<b>Approvals</b>	Provide details of all actions, processes, accreditations and approvals required (e.g.. International Traffic in Arms Regulations, import controls, security and facility clearances etc.) or to be performed (including timing), and by whom, that will enable Australian industry to deliver this LIA.
<b>I</b>	<b>Risks</b>	Identify all risks known to potentially impact upon the delivery of this LIA.

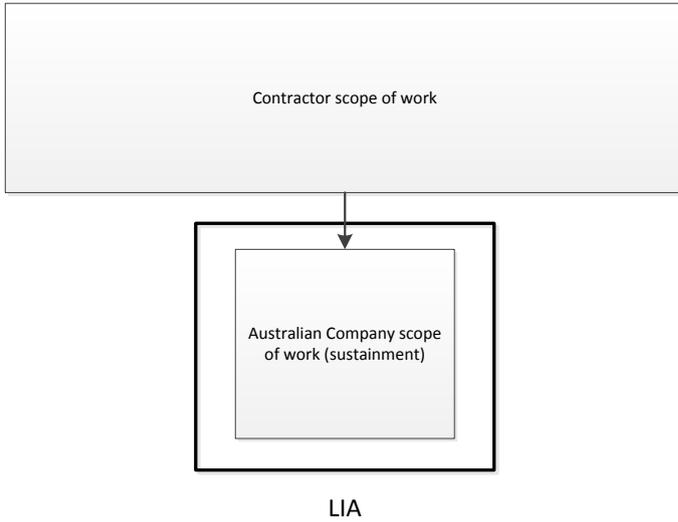
## 5.1 Transfer Action Plan (TAP) Template

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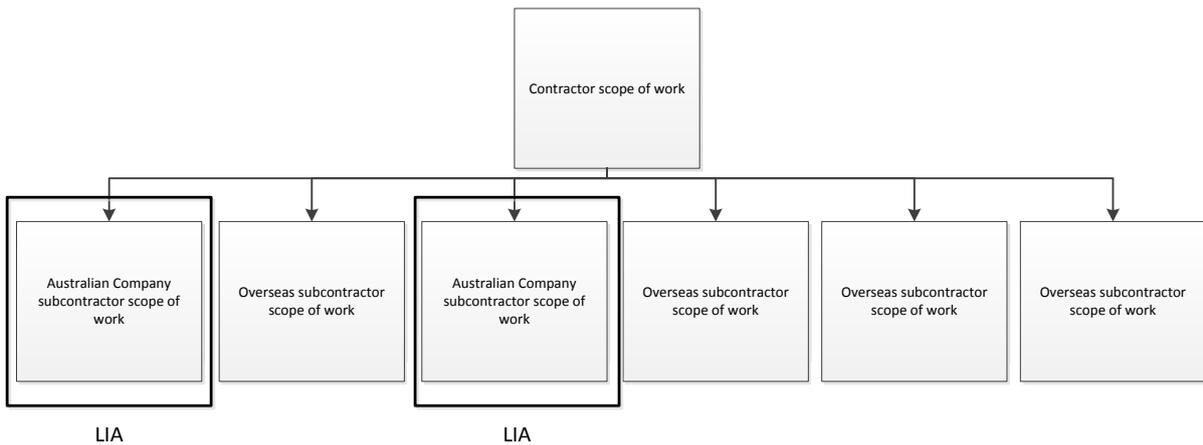
## 6. Frequently Asked Questions

**1. HOW MANY LIA DESCRIPTION SHEETS DO I NEED TO COMPLETE?** It will be different for every Supplier, however below are some examples to assist in understanding when a LIA Description Sheet is required.

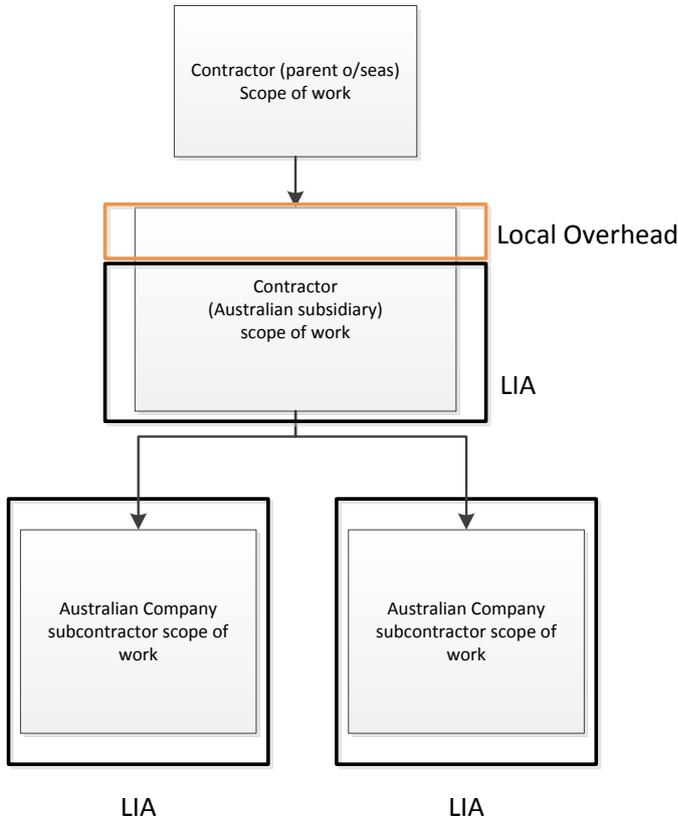
**Example 1:** I am an overseas supplier. Most of the scope of work will be completed overseas, by us, with the exception of sustainment activities which will be undertaken by a Australian partner.



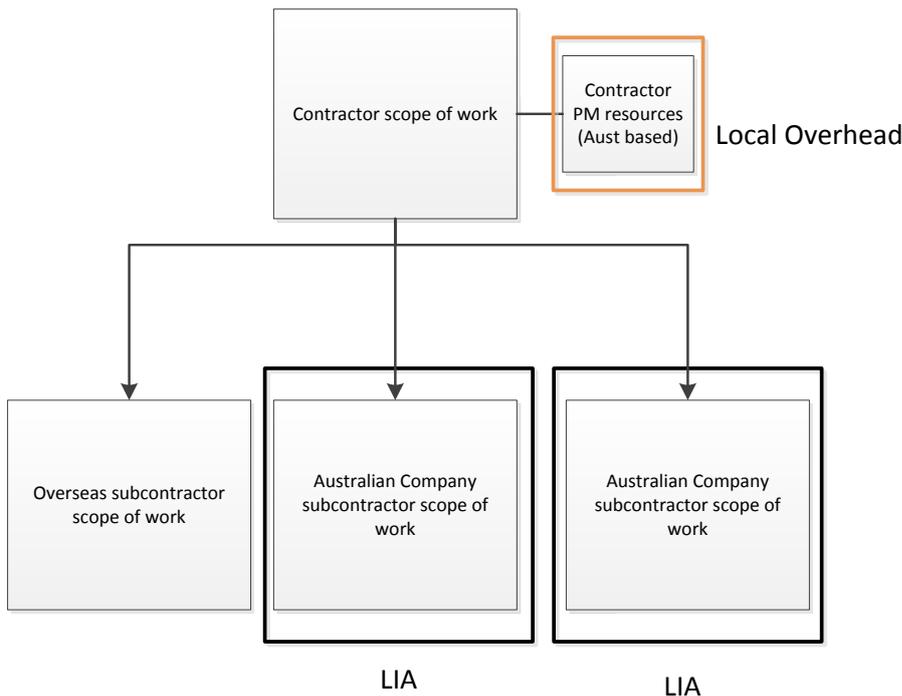
**Example 2:** I am an overseas supplier. There will be six sub-contractors in my supply chain contributing to the SOW requirements, two of them are Australian companies.



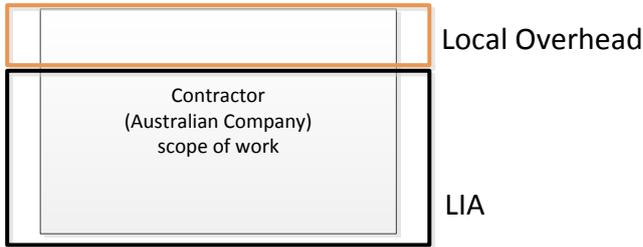
**Example 3:** I am an overseas supplier with a subsidiary in Australia. Both the overseas parent company and the Australian subsidiary will be completing elements of the SOW, as well as two Australian subcontractors who will be engaged by the subsidiary.



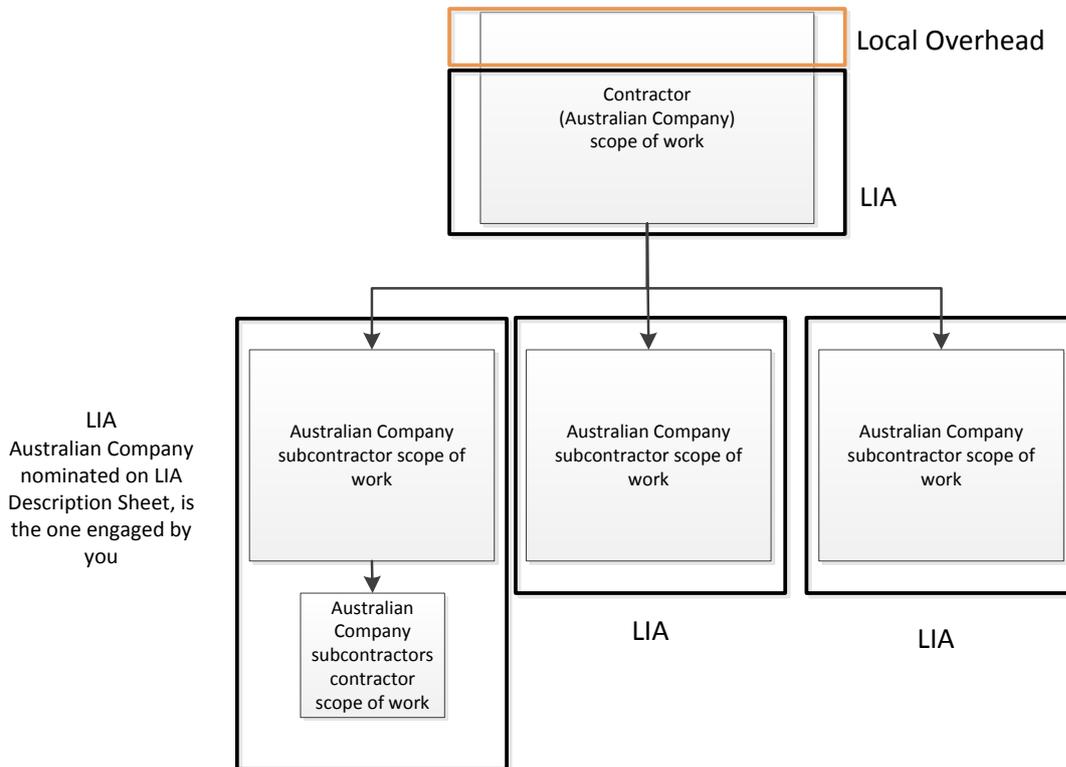
**Example 4:** I am an overseas supplier, I will be placing three project management resources in a office in Adelaide to manage our Australian subcontractors.



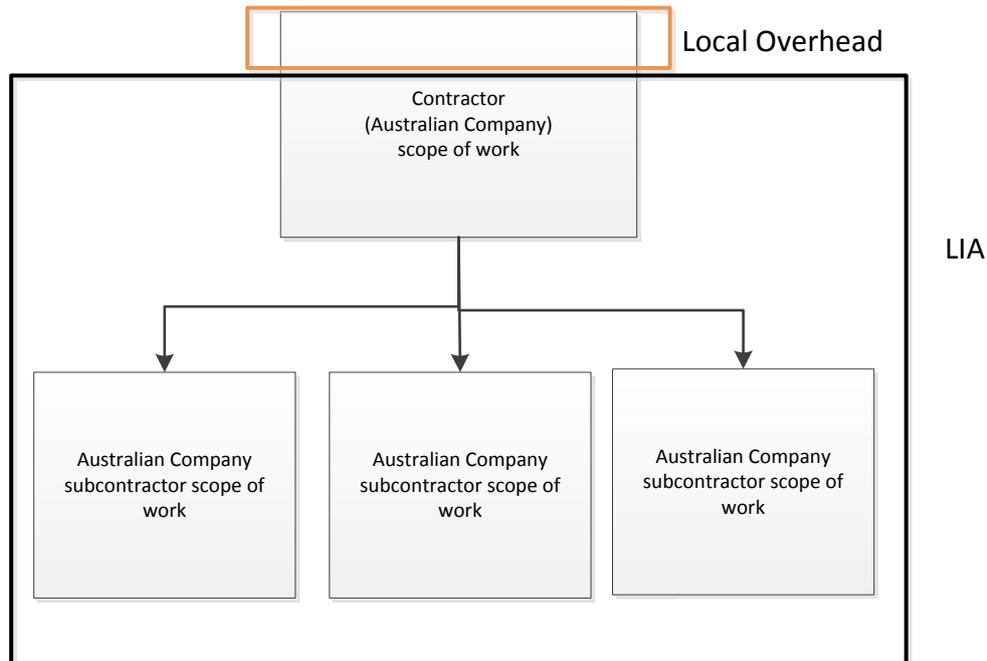
**Example 5:** I am an Australian Supplier and will be undertaking all of the SOW requirements myself.



**Example 6:** I am an Australian Supplier, with a Contract Value over \$5M. I will be completing some of SOW myself and have three other Australian subcontractors delivering elements of SOW. At least one of my Australian subcontractors will be further subcontracting out elements of SOW.



**Example 7:** I am an Australian Supplier, with a Contract Value under \$5M. I will be completing some of the SOW myself and have three other Australian subcontractors delivering elements of the SOW.



Because the Contract Value is under \$10M and is being completed fully by Australian Companies you are only required to complete one LIA Description Sheet which covers the full scope of the Contract.

## 2. WHAT IS THE DIFFERENCE BETWEEN THE LIA VALUE INTENTION AND LIA VALUE COMMITMENT?

The LIA Value, or a portion of it, is a LIA Value Commitment if there is a commitment made in Contract to an Australian Company to complete all or part of the SOW requirements.

If there is not yet a commitment made in contract, but the scope of work is intended to be awarded to an Australian Company, subject to further investigations of capability or capacity, negotiations, procurement activities or capability development then the value of that scope falls within the LIA Value Intention portion of the LIA Value.

The Supplier will be required, as per the Contract terms, to update LIA Description Sheets, at an appropriate time, to reflect the intention becoming a commitment. LIA Description Sheets are traceable from earlier versions. New LIA Description Sheets can also be completed during the Contract Term if there is a scope of work which wasn't anticipated to be undertaken by an Australian Company but this has since changed.

**3. OVER WHAT TERM IS THE LIA VALUE?** When completing LIA Description Sheets, which are forward looking, the LIA Value is over the term of the Contract (including any options, extensions or renewals).

When submitting an invoice under the Contract the LIA Value indicated on the invoice is only the LIA Value for the work completed, which is the subject of the invoice.

**4. OVER WHAT TERM IS THE LOCAL OVERHEAD VALUE?** When completing your AIC Plan the Local Overhead Value is over the term of the Contract (including any options, extensions or renewals).

When submitting an invoice under the Contract the Local Overhead Value is only the Local Overheads contained within that invoice.

**5. I HAVE READ THE DEFINITION OF LOCAL OVERHEAD VALUE BUT AM STILL NOT CLEAR WHAT THIS MEANS:** Your local overheads are essentially your corporate overheads in Australia, which form part of the contract price. The examples provided as part of FAQ 1 also help describe this. Not all Suppliers will have Local Overheads.

**6. HOW DO I GO ABOUT IDENTIFYING AUSTRALIAN INDIGENOUS ENTERPRISES?**

Supply Nation is a membership body that validates and promotes Indigenous enterprises. Their website is a good source of information (<http://www.supplynation.org.au>). If you require further support or information contact your procurement representative.

## 7. AIC Plan Monitoring and Reporting

### 7.1 Invoices

# TAX INVOICE

Date: [Click to select date]  
 TAX INVOICE # [No.]

Bill To	[Name]	Ship To	[Name]
	[Company Name]		[Company Name]
	[Street Address]		[Street Address]
	[City, ST ZIP Code]		[City, ST ZIP Code]
	[Phone]		[Phone]
	Customer ID [ABC12345]		Customer ID [ABC12345]

Purchase Order #	Shipping Method	Shipping Terms	Delivery Date	Payment Terms	Due Date

Qty	Item #	Description	Line Total
1	Services	Completion of Project Milestone 4	\$200,000
100	Pipe 10mm	Pipe as per specification 1234	\$140,000
1	Services	Pipe transport and storage	\$10,000

Subtotal	350,000
GST	35,000
<b>Total Including GST</b>	<b>385,000</b>

[Your Company Name] , [City, ST ZIP Code] Phone [phone] Fax [fax]

AIC Invoice Breakdown	
Local Overhead	\$30,000
LIA Value	\$180,000
Imported Content	\$140,000
<b>Total</b>	<b>\$350,000</b>

The AIC Invoice Breakdown can be provided as an attachment to or image on the tax invoice. It should not diminish the ordinary content of an invoice.

The total amount of the AIC breakdown must equal the GST exclusive total.

In this example the pipe was sourced from overseas.

The Services enhanced a defence capability and were completed by an Australian Company (LIA).

## 7.2 Workforce Data

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## 8. Industry Capability Network

# Industry Capability Network Overview



**The Industry Capability Network (ICN) connects suppliers with project proponents and procurement managers across Australia and New Zealand. A national network with offices in all States, Territories & NZ, ICN has about 60 consultants nationally - professional staff with skills in engineering, manufacturing, procurement and technical sales.**

**ICN facilitates local industry participation in major projects and operations by increasing the visibility of local suppliers to buyers for those major projects:**

- ICN puts suppliers in touch with opportunities.
- ICN saves buyers time and money by using the ICN Gateway to research and identify Australian companies capable of supplying specified goods or services.

ICN Gateway is at the heart of ICN business. It provides a pivotal link between major project requirements and the best suppliers. Over 70,000 companies are listed with ICN nationally.

Currently there are over \$400 billion worth of opportunities listed. When ICN staff carry out vendor capability searches on behalf of their clients, they use the Gateway database as their main tool.

For project proponents, a dedicated ICN Gateway portal can be provided at any stage of a project, including the feasibility stage. Work packages would be listed on the ICN Gateway to enable suppliers to express their interest.

A checklist or questionnaire can be included with work packages and can be made mandatory for suppliers to fill out before they submit an expression of interest in work packages, which can assist with a prequalification process.

If project proponents prefer not to have a public presence, ICN can also interrogate its database and match them up with local companies that are capable of supplying the goods or services they require.

In South Australia, ICN services are subsidised by the State Government, and are currently free of charge to project proponents. Foreign companies are charged a fee to register as a supplier but there is no charge to establish a presence as a project proponent.

Naval Group in Australia and LMA are using ICN and the ICN Gateway to engage with Australian Industry in the context of the Future Submarine program with a single point of contact:

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## 9. Revision History

Revision	Prepared By	Changes Made	Approved By	Date
1	T Stevenson		S Bewry	20/11/2017