Your guide to becoming a trusted supplier

By joining the BAE Systems global defence supply chain, you’ll have the opportunity to grow your business, modernise your operations, and work with us to build a stronger and more resilient nation.
Getting involved

**Prequalifying for a bid**

We search across our global supply chain and providers to find opportunities for our suppliers to support our diverse products and services – across air, land, sea, space and electronic domains. To be considered, you will need to prequalify into a bid.

**Providing information**

You will also need to provide details across several areas of your business: quality, Safety, Health and Environment (SHE), security, engineering and more.

Alongside your own business development, these activities may help you find the right resources and support at the right time – although they don’t guarantee winning work.

**Being accepted as an approved supplier**

After successfully bidding and winning work with us, we will assess you under our supplier evaluation and approval process, and then add your company to our Approved Supplier List (ASL). We will also carry out regular reviews, to check your contract is still valid and you’re performing well.

**Conducting work**

Our Global Access Program (GAP) team will work with you to identify opportunities across our global supply chain and providers. We then draw on our expertise in engineering, procurement and quality to help you get a competitive edge.

**Surveillance audits**

We conduct qualification audits to include additional scope.
To improve your chances of landing major defence capability projects, there are some steps you can take now and in the future.

**Checklist**

1. Research market opportunities for your product or service
2. Establish a credible and rehearsed value proposition
3. Create a quad chart
4. Join an industry association
5. Get DISP accreditation
6. Get ISO certification
7. Register your interest on the [ICN website](#)
8. Establish a track record
9. Attend trade shows, webinars and briefings
10. Understand your position in the supply chain
11. Export opportunities and ambitions

**Doing business with defence**

- **AusTender** and **ICN gateway**: search for business opportunities.
- **Centre for Defence Industry Capability (CDIC)**: find out how to do business in the defence industry.
- **Defence Industrial Capability Plan**: see the Government’s long-term vision.
- **Defence White Paper**: read the Government’s plans for defence.

**Join an industry association**

- Defence Teaming Centre
- AI Group
- Hunter Net
- Victorian Defence Alliance
- Henderson Alliance

**Local defence departments**

- New South Wales
- Northern Territory
- Queensland
- South Australia
- Tasmania
- Victoria
- Western Australia

**Get defence updates**

- Defence Connect
- Australian Defence Magazine
- Asia Pacific Defence Reporter

**Get in touch**

If you have a globally competitive capability or product that could add value to our supply chain, please contact our Global Access Program team via the ICN gateway.