



Australian Industry Participation (AIP) plan Executive Summary

1. Organisation and project details

Company/organisation name: METREA AUSTRALIA PTY LTD

Project name: Aerial Surveillance Services

Description of the project: Metrea Australia will conduct Aerial Surveillance services with the Australian Border Force in order to support Australia's national security and borders. Such surveillance will be conducted by Metrea Australia in wide range of methods with a variety of provided aircraft and related equipment. All significant work under this contract will be executed by Australians within Australia. The pilots and mission crew will be Australian citizens, ensuring that the expertise and operational control remain domestically anchored. Line and scheduled maintenance for some aircraft will be conducted locally in Darwin and Cairns by Australian maintenance contractor employees. Other aircraft will undergo line maintenance at Learmonth, with scheduled maintenance performed at a heavy maintenance facility in Melbourne.

During the stand-up period between contract award and commencement, additional aircraft modification work worth tens of millions of dollars will also be conducted in Australia, directly contributing to the local economy.

To deliver the scope of operations that are planned, Metrea Australia will be making significant investment into Australia's infrastructure. Metrea Australia will likely have footprints in Brisbane, Perth, Learmonth, Cairns, and Darwin. Office space and hangarage will likely be constructed in Learmonth, with leased office space anticipated in Cairns, Darwin, Brisbane, and Perth. Further to the construction and lease of physical space, Metrea Australia will also be introducing complex supply chains that span the country to support the movement of employees and contractors, aircraft parts, equipment, and fuel. These investments will provide significant long-term economic benefits to these communities, fostering job creation and supporting local businesses. To support this growth of infrastructure and people, Metrea and its partners will use a wide range of available public and industry resources to ensure that the opportunities are well advertised and accessible. Additionally, Metrea and its partners are committed to engaging with Indigenous communities by ensuring job opportunities are similarly well-advertised and accessible. This includes outreach to Indigenous-owned SMEs, aligning with the Australian Government's emphasis on involving Indigenous businesses in maritime security efforts, aerospace, and defence.

The economic impact of these activities is subject to finalisation and is likely to increase as the scope of activities conducted by Metrea Australia increases over the duration of this project. Metrea will have to purchase a wide variety of aircraft to meet the contract requirements. Most of this equipment will not be available for manufacture and sale in Australia. Metrea will purchase the required aircraft and equipment on the international market with the understanding and intent to bring the aircraft to Australia as soon as possible and use Australian integrators and suppliers as available and appropriate. Metrea will also commit to finding and supporting suppliers and service providers in Australia and support them in connecting with international manufacturers and vendors.

The project that Metrea Australia will be partaking in requires significant operational stand-up. As such, there will be significant investment between the contract execution date and the expected project start date (01-Jan-28). There will be ongoing investment over the life of the project until the expected end date (31-Dec-39).

Estimated capital expenditure/total value of the project: \$4,300,000,000 AUD

Estimated total value of key goods and services: \$4,300,000,000 AUD

Project location: Cairns, Darwin, Learmonth, Melbourne, Brisbane

Link to project information: <https://www.metrea.aero/>

Contact person for procurement information:

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2. Opportunities to supply goods and services

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers *	Opportunities for international suppliers
Aircraft Consumables in the international aviation market to obtain the aircraft, engines, and related large-scale equipment such as radars and sensors.	Yes	Yes
Base Support (Crew Housing, Crew Fleet Vehicles, Meals, etc.)	Yes	No
IT / Utilities / Third Party Services and Leasing. The international spend covers certain accounting services that are required outside of Australia.	Yes	Yes
Operational Spend	Yes	No
Financing	Yes	No
Contingency to cover cost overruns over the term of the contract.	Yes	No

* An Australian supplier means an entity that has an ABN or an ACN

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

- Australian, International and Other standards and certifications will be required for the key goods and services in this project.

3. Communicating and providing opportunities

- Project website OR Project supplier portal
- Liaison with industry associations
- Media releases – industry magazines
- Social media
- Workshops/industry briefings
- Direct contact with Australian industry (phone/email/letter)
- Liaison with vendor identification agencies
- Promote opportunities to Australian industry in the early stages of the project, including information on how to prequalify
- Make tender documents available to all possible suppliers at the same time
- Allow reasonable and equal time for submissions/responses

- Create, publish and distribute an AIP policy
- Include requirement in tender documents that successful tenderers comply with AIP plan
- Include contractual arrangements with suppliers to outline AIP arrangements
- Establish reporting requirement that shows how the AIP plan has been implemented
- Train procurement entities to ensure they understand AIP plan obligations
- All tenders from Australian and overseas suppliers will be assessed on the same basis
- The organisation will ensure all AIP plan obligations will flow down to contractors and subcontractors

4. Facilitating future opportunities

- Support and assist project suppliers to adopt specific standards and accreditations
- Recommend training and certification that enhance the ability of project suppliers to obtain additional business in Australia and overseas
- Brief procurement managers on the capabilities and achievements of project suppliers
- Provide strategic feedback to the Commonwealth on emerging trends in industry
- Undertake a rigorous supplier audit to benchmark and publicise best practice
- Introduce project suppliers to global companies or suppliers
- Provide references for high performing suppliers
- Provide unsuccessful tenderers with appropriate feedback to encourage future performance

5. Implementation resources

- The organisation will record and/or retain evidence to demonstrate implementation of the approved AIP plan
- Develop and implement standard contractual arrangements with suppliers to give Australian industry opportunities to participate
- Develop systems to monitor and report on the extent of Australian industry participation
- Develop systems to identify and report any variations in AIP plan activities