



## Australian Industry Participation (AIP) plan Executive Summary

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### 1. Organisation and project details

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**Company/organisation name:** AUSTRALIAN DEFENCE APPAREL PTY LTD

**Project name:** Uniform, Accoutrement & Personal Protective Equipment Supply & Mgmt Services

**Description of the project:** The Project requires Australian Defence Apparel (ADA) to provide Uniform, Accoutrement and Personal Protective Equipment Supply and Management Services to the Department of Home Affairs primarily the Australia Border Force (ABF) and Australian Federal Police (AFP). The contract period is scheduled to commence 21 December 2021 for a period of seven years.

The Annual Spend in Goods & Services is estimated to be \$10M per annum or \$70M over the 7 year contract period.

ADA will perform all activities necessary for the provision of supplies and services to ABF and AFP including:

- a front counter service outlet, fitting room/s and warehouse located in Canberra
- sourcing (including design where applicable) of all required items
- storage and inventory management
- supply and issuance of items to officers
- full tailoring services
- despatch of items to Australian domestic locations as specified
- acceptance of item returns
- exchange of items
- classification and disposal of exchanged & returned items
- receipt and release of items
- operation of an integrated information system to enable the administration and management of the Services

The delivery of services will be primarily from a newly leased facility in Canberra and supported from our Head Office in Thomastown (VIC) most notably for the provision of specialist procurement, design/research and development, information technology and some logistics services.

Australian industry not already engaged by either entity, will have the opportunity to support future Project procurements when the Department seeks new items of supply to support emerging operational requirements. ADA will provide Australian suppliers with full, fair and reasonable opportunity to tender for the supply of goods and services when new items are procured to replenish existing stocks.

New Potential Suppliers can register their interest via the "Join our Network" section that is located on the ADA website - Please refer to the following link <https://ada.com.au/apparelsystems#SectionRegister>

ADA also has the capacity and capability to manufacture uniforms in its factories in Bendigo or Vietnam or through one of its approved local (or overseas) manufacturers. Many of the commercial of the shelf (COTS) items are likely to be sourced either directly or through Australian agents acting for the Original Equipment Manufacturer (OEM).

As part of the transition of services and supplies, ADA will review technical specifications of all items of supply to gain a thorough understanding of the

Departments requirements which will aid the selection of either extant Departmental suppliers or if an alternate supplier(s) is appropriate. This consideration will be undertaken in collaboration with either the ABF's Uniform Capability Team or AFP's Uniform Support Team. Existing stock is anticipated to be consumed within the first 12 months of the contract.

Any new items that are introduced must be approved by the Agencies Uniform & Operational Safety Committee's to ensure that they are within Specification and are Fit for Purpose.

**Estimated capital expenditure/total value of the project:** \$70,000,000 AUD

**Estimated total value of key goods and services:** \$70,000,000 AUD

**Project location:** Canberra / National

**Link to project information:** [www.ada.com.au](http://www.ada.com.au)

**Contact person for procurement information:**

**Name:** Bevan Williams (Business Development Manager)

**Phone number:** 0417584842

**Email address:** [Bevan.williams@ada.com.au](mailto:Bevan.williams@ada.com.au)

## 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
Tailoring Services in Canberra	Yes	No
Building Lease & Infrastructure	Yes	No
Warehousing and Distribution Services	Yes	No
Uniforms (Socks, Shirts, Pants, Shorts, Jackets, Knitwear)	Yes	Yes
Accoutrements and PPE (General PPE, Belts, Pouches)	Yes	Yes
Insignia (Rank Slides, Badges)	Yes	Yes
Footwear (Dress Shoes, Safety Boots)	Yes	Yes
Holsters Note: The Model of Holsters is specified by the Agencies as it directly correlates to the Weapon that is in service & forms part of the ongoing training for the end user.	No	Yes

\* 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 and International 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
- Social media
- Direct contact with Australian industry (phone/email/letter)
- 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
- Establish reporting requirement that shows how the AIP plan has been implemented
- 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

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- Provide advice to project suppliers on strategies and activities to undertake to be considered for inclusion in domestic and international supply chains
- Support and assist project suppliers to adopt specific standards and accreditations
- Introduce project suppliers to global companies or suppliers
- Recommend training to suppliers to assist in integrating into global supply chains
- Provide unsuccessful tenderers with appropriate feedback to encourage future performance

## 5. Implementation resources

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- The organisation will record and/or retain evidence to demonstrate implementation of the approved AIP plan
- 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