

Standing Committee on State Development

Defence Industry in NSW – Private Hearing – 3 August 2017

ANSWER TO QUESTION ON NOTICE

Department of Defence

Topic: SME – International Contract

Question reference number: 2

Member: The Hon Mick Veitch MLA

Type of question: asked on Thursday, 3 August 2017, Hansard page 18

Date set by the committee for the return of answer: 30 August 2017

Question:

The Hon. MICK VEITCH: If this Committee were to look for an example of a small to medium size enterprise that has secured a contract internationally, is there a good case study for us to go and visit?

Mr RAMAGE: I might take that on notice because there are many examples obviously in each different sector, and obviously the Joint Strike Fighter example in New South Wales is a great example, but I am happy to take that on notice and provide some to the Committee if that is helpful.

Answer:

Thomas Global Systems, based in Regents Park, New South Wales, is a pioneer in the design, production and support of innovative electronic systems solutions for aerospace and defence, with expertise in avionic display systems, ground vehicle electronics and specialised mission critical defence systems. Thomas Global's products and solutions are installed in the flight decks of major airlines and military aircraft operators, and in other military land, air and sea platforms globally.

Thomas Global Systems has worked with the Centre for Defence Industry Capability, and previously the subsumed Defence Industry Innovation Centre, receiving contracts to the value of \$5.9 million through the Global Supply Chain Program over the last four years, as well as participating in Team Defence Australia and Capability Acquisition and Sustainment Group Trade Missions.

These programs have allowed the business to invest in research and development while providing assistance in finding a path to international markets, including international defence prime contractors and armed forces.

With the assistance of the Global Supply Chain Program, Thomas Global has made strong in-roads in the US Defence and Aerospace markets, working with Raytheon Missile Systems and the US Marine Corps to provide electro-optic based technology to armoured vehicles, in addition to working with L-3 Aviation Products to provide key components / technology for commercial cockpit displays.

The company is now working with other global military platform providers to develop innovative products that provide superior capability to Australia, the United States and other Australian allies.

Through Team Defence Australia, Thomas Global has had access to international events such as the Association of the United States Army Annual Meeting and Exposition in Washington DC. Team Defence Australia allows small to medium enterprises to participate effectively in these types of events, by lowering costs and increasing prominence under the Team Defence Australia brand as compared with an individual exhibit. Thomas Global notes a number of advantages of participation in Team Defence Australia:

- The high cost of exhibiting deters several US-based competitors, providing an even greater advantage.
- Assistance provided by Team Defence Australia in arranging all aspects of the stand is extremely helpful, especially for new exhibitors.
- The overall team-based approach allows all small to medium enterprises to learn and benefit from each other's experience.
- Having current and ex-Defence staff on the stand assists with building credibility and developing relationships with potential customers.

Thomas Global has supported this submission and would be happy to further engage with the Committee.