

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: DXC Technology

Description of the project: DXC is a provider on the Department of Human Service (DHS) Welfare Payment Infrastructure Transformation (WPIT) Systems Integrator Panel. The DHS may require systems integration, business transformation and technology related services and other services. The nature of the services include: a) configuration of the COTS software (primarily SAP CRM, SAP ERP, SAP Social Services and/or HANA); b) providing existing integration software and providing appropriate licensing, maintenance and support; c) development of new software functionality ,with appropriate licensing, maintenance and support for that functionality; d) integrating the System with other DHS and third party systems and products; e) provision of implementation software support tools, including providing appropriate licensing to DHS and its contractors to access and use those tools; and f) provision of Services to support the WPIT Programme (such as business transformation, solution design and programme management services).

Estimated total project value: Unknown – value dependent on DHS’ requests

- **Estimated value of key goods and services procured for the project (if different to total project value) :** Unknown

Project location: It is DXC’s expectation that much of the work will be located in Canberra however, depending on the nature of the work it is possible that services could be provided from various Australian locations.

Link to project information:

<https://www.humanservices.gov.au/corporate/welfare-payment-infrastructure-transformation-programme>

Project contact for procurement information: Paul Lucas, Ph 0418 735 007, Email: Paul.lucas@dxc.com

2. Opportunities for Australian industry involvement

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers	Opportunities for overseas suppliers
Provision of expert services in SAP CRM	Yes	Yes
Provision of expert services in SAP PSCD	Yes	Yes
Provision of expert services in SAP Business Suite	Yes	Yes
SAP Blueprint Assurance Services	Yes	Yes
IT Design/Architecture Services	Yes	Yes
SAP Implementation Services	Yes	Yes
IT Project Management Services	Yes	Yes
End User Training Services	Yes	Yes
SAP Data Migration Services	Yes	Yes

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.

3. Communication Strategy

- DXC actively seeks the services and products that it needs from Australian companies. Our strategy is to source SMEs and innovative suppliers and to this end DXC engages through its approved suppliers for the provision of services to support DXC in its response to Work Packages

released under the WPIT Panel. Australian businesses can also make contact with DXC via its Partner Portal that can be found at: <https://h20168.www2.hpe.com/everett/index.do>.

- DXC will promote the involvement of Australian Industry and communicate specific opportunities throughout the life of the contract through a variety of organisations, industry briefings, and industry events including: the Australian Information Industry Association (AIIA), the ICT Industry Advocate, CollabIT, SAP Australia User Group (SAP AUG), DXC Technology@Work events, the Partnership Advisory Board Council, Australian universities (e.g. Australian National University), and the Industry Capability Network.(ICN).

4. Opportunities through all tiers of supply and in all stages of the project

- DXC complies with Australian Standards ISO 9000 and 9001 that Australian suppliers can meet and requests from their suppliers to comply accordingly.
- DXC operates a tiered approach to the selection and management of third party suppliers:
 - Agility Alliance Partners form the top tier of our supplier base. Alliance Partners work with DXC to align strategies and create advantage through a joint “go to market” approach, as well as establishing beneficial commercial terms;
 - Approved Suppliers form the second tier, covering all categories of third party spend; and
 - Additionally, DXC works closely with niche specialist suppliers who have been selected to meet client specific demands.
- DXC will provide potential suppliers with adequate timeframes to respond to supply opportunities and will assess suppliers equally on the same set of criteria.
- All supplier tiers are core to DXC’s ability of successful delivery to its customers. DXC would maintain this procedure with specific reference to AIP requirements, flowing down AIP requirements to contractors and subcontractors. This will be achieved through a process of education and negotiation with contractors and subcontractors. Where requirements flow down, contractors and subcontractors will be required to adhere to the principles of the AIP, specifically the concept of providing full, fair and reasonable opportunity to Australian industry.
- DXC will promote to Australian industry through its participation in AIIA, its website, and procurement activities, opportunities for Australian industry to partner with DXC to deliver the solution for the WPIT Programme.
- For each Work Package of sufficient size released by the DHS for the WPIT Programme, DXC will provide an opportunity for existing and new Suppliers to quote for new services.

5. Opportunities for longer-term participation

- DXC engages suppliers through its Global Supply Chain group who manage approved Australian Suppliers. The DXC team responding to WPIT Panel requests will work with the DXC Supply Chain Group to source capability from Australian approved suppliers. DXC’s strategy is to work with capable and innovative suppliers; providing support where appropriate. For example, DXC is currently working with Stone and Chalk to identify Australian start-ups who bring new ideas and products that DXC can take to our customers. Initiatives such as these are a win/win for the Australian Start-ups, DXC and our customers.
- As a rapidly emerging market, the SAP Social Services Framework and its component modules SAP CRM, PSCD and BRF+, represent rare skill sets on a Global basis. Depending on the work released and won, DXC will be undertaking a training program, for both DXC and Supplier resources, to add SAP Social Services Framework skills to existing SAP skills. This training will provide Suppliers with opportunities to partner with DXC on other SAP Social Services Framework opportunities on a Global basis.
- DXC will work with SME partners to help train and educate them in new technology associated with this engagement.

6. Procedures and Resources

- DXC’s WPIT Account General Manager(AGM) is responsible for implementation of the AIP Plan within the WPIT Programme, including:
 - Ensuring the actions outlined in the Communications Strategy to engage with industry both directly and through forums such as SAP AUG) CollabIT, AIIA and ICT Industry Advocate are implemented.

- Engaging DXC Global Procurement teams to ensure awareness and appropriate responses have been developed in relation to opportunities for Australian Industry participation within the WPIT Programme.
- Implementing the long term strategy to engage Australian Industry in training and development opportunities as per the WPIT Panel AIP Plan.
- Engagement of DXC stakeholders to implement the WPIT Panel AIP plan including the associated reporting commitments.
- The DXC Global Procurement Representative is responsible for providing information to Australian Industry regarding opportunities within the WPIT Programme as outlined in the Communications Strategy.