



Engaging with Defence

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Our Mission...

Every hour of every day, 365 days a year, the New Zealand Defence Force is contributing to the defence, security and well-being of Aotearoa /New Zealand. It is our goal to maintain well-trained and equipped armed forces that can react to crisis at short notice.

We work in partnership with many other government agencies helping people and protecting our territory and our oceans.

Supporting NZ Inc....

React to natural disasters

Deterring unwelcome intrusions

Counter terrorism

Disposal of explosives

Support of conservation efforts

Participate in search & rescue

Protect our ocean resources

Protect our trading routes

What does this mean



New Zealand's EEZ is 4million square kilometres – the fourth largest in the world



New Zealand Defence Force has the ability to deploy people and capability from the Equator to Antarctica – our SAR region

A Force for New Zealand



Over **14,000** full & part-time servicemen/woman & civilians.



Scientists, policeman, doctors, chefs, IT staff, mechanics, accountants, storespeople, fire fighters, teachers and more



12 locations throughout New Zealand

To be successful you should...



- **Engage early and regularly:–**

our business is very diverse and an idea that is not do-able now may be in the future.



- **Understand the customer:-**

we are a complicated operation and you need to invest time to understand our needs. We are no different to any other customer!

- **Be honest & articulate your USP concisely:-**

we receive sales pitches that often do not amount to anything because when they are investigated, they are not as good as first thought.

- **Collaborate with others: –**

your idea or product might not stand on its own but when matched with someone else's it becomes a package and all of us then gain.



To be successful you should....

- **Read, understand & question the Government Rules Of Sourcing: –**

we are bound by them and with a few exceptions tend to treat them as the rules.

- **Keep up to date with our spend:-**

this can change dramatically if a new mission arises. We have had great success in engaging suppliers for urgent operational requirements who are able to drop everything to help our teams urgently deployed on operation

- **Understand our financial constraints: –**

we operate with tight financial constraints and budgets are set early and commanders have limited discretionary spend.



To be successful you should....



- **Understand the move from contract to relationship based spend: -**
we want to manage our suppliers, not their supplies
- **Talk with the Industry Engagement Team: -**
feedback on how we can improve our engagement with you and this can either be formally or informally.

To be successful you should NOT....

- **“Gild the Lily”:-**



we are after ‘form, fit, function’ and value for money.
Gilding the lily will cost us both more

- **Lose your sense of humour: -**



we are transitioning from contracts to relationships. We will not always get it right and we may fall back to old behaviours.

- **Be pushy or demanding: -**



if you have presented your pitch to us and we need more information or wish to engage we will come to you.

- **Be afraid to engage our people socially: -**



we all enjoy ‘talking shop’ over a beverage.

To be successful you should NOT....

- **Expect us to be a cash cow or push over:-**

it is not how it used to be, we are now focused on time, cost & quality.

- **Expect favouritism: -**

Government Rules of Sourcing and our ethics preclude this. We try to be scrupulously fair.

- **Try and evade the Government Rules of Sourcing: -**
this will not work and is a 'no go'



Useful Resources



The Ministers speeches and announcements
www.beehive.govt.nz/portfolio/defence



Defence – projects, reports, publications
www.defence.govt.nz



NZDF – strategy, capability plans, annual reports...
www.nzdf.mil.nz



Key take aways

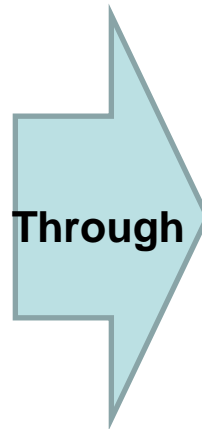
We are aiming for strong

RELATIONSHIPS

PARTNERSHIPS

COMMITMENT

TRUST



COMMUNICATION

CLARITY

CONSISTENCY

