

# STRATEGIC PARTNERSHIP AGREEMENT

BETWEEN





**ROYAL AUSTRALIAN NAVY**

AND

Australian Naval Institute



**THE AUSTRALIAN NAVAL INSTITUTE**

AUTHORISED BY:	<i>Signed</i>
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## **PARTIES**

1. The Royal Australian Navy (Navy) and the Australian Naval Institute (ANI) commit to the Strategic Partnership Agreement, which is the agreement between:
  - 1.1. Chief of Navy (CN), representing Navy (Customer); and
  - 1.2. President of ANI, representing ANI (supplier).

## **OBJECTIVES AND PRINCIPLES**

2. Through partnership with the ANI Navy can access a pool of expertise and experience from serving and retired naval personnel – and their links to industry – that could be harnessed to add value to the consideration of important issues. The agreement is based on the facts that:
  - 2.1. Retired personnel (sometimes called ‘Greybeards’) have historical experience and lessons learned that can be used to avoid previous mistakes.
  - 2.2. The relatively small number of personnel that Navy can bring to bear on a vexing issue could be supplemented by broader perspectives accessible through the ANI membership or its contacts in industry.
  - 2.3. Where this assistance can add value and be sourced in a timely, cost effective way then an agreed arrangement should exist to facilitate such support.

## **SCOPE AND CORE OBLIGATIONS**

3. The objective for this strategic partnership is to enable both the ANI and the Navy to benefit from involvement in discussions on the resolution of current maritime issues. The ability to network and share professional naval/maritime expertise with industry presents opportunities for all involved to:
  - 3.1. Tap into the depth of naval experience within the ANI;
  - 3.2. Explore the breadth of capability that is active within Australian industry;
  - 3.3. Develop forums to exchange ideas freely;
  - 3.4. Allow an open exchange of ideas; and
  - 3.5. Expand the opportunity to benefit Navy, the ANI and Industry by closer engagement in maritime issues.
4. The partnership offers support to the implementation of the Chief of Navy's innovation initiatives in “Plan Pelorus” as well as any other high priority issues for Navy.
5. ANI offers the potential to contribute, where appropriate, to Navy activities through the provision of links to industry, expertise, experience and corporate history held within its membership. This could be positively applied at multiple points to Navy innovations or initiatives through:
  - 5.1. Bringing out lessons learned from previous similar activities;
  - 5.2. Participation in initiative development workshops;
  - 5.3. 'Red Teaming' of proposals;
  - 5.4. Contributing to the communication strategy through the ANI website; and
  - 5.5. Taking part in initiative implementation reviews.

6. Navy may seek ANI involvement to facilitate support to a Navy event or request that ANI host an event on behalf of the Navy.
7. The ANI may seek payment of an administrative fee from the Navy to recover costs and overheads associated with seeking attendance and for staging events.
8. In assessing the value proposition for sourcing ANI assistance, Navy would consider the timeliness of a potential response and cost of seeking ANI engagement. The participation model used would be selected based on the value for money achievable for Navy. In all situations the first choice for a venue should be an ADF site (e.g. ADFA).
9. The participation by members and industry sponsors could be up to one day for each activity and be on a voluntary basis. The advice provided to the Navy would be without liability or obligation.
10. Navy is under no obligation to utilise ANI for any or all activities.

#### **RELATIONSHIP AND AGREEMENT MANAGEMENT**

11. Navy and ANI acknowledge that ANI, through its membership and industry contacts, may be able to contribute to Navy decision making on key issues and innovation development.
12. Navy and ANI (including any external industry contacts or other entities brought into discussions by ANI) appreciate the need to work cooperatively for the benefit of Navy and to operate in a manner that focuses on:
  - 12.1. The best outcome for Navy;
  - 12.2. A cost conscious approach to all activities; and
  - 12.3. Preservation of Commercial-in-Confidence information.