

# International Entity Establishment

## Australian Defence Organisation

### 1 SITUATION

Due to increased program and business requirements, an Australian defence organisation sought to expand its operations into a new international market to drive growth and enhance capability. The organisation holds no current capability and knowledge of operating in the target international markets and faced significant legal, regulatory and compliance requirements because of the required expansion into international jurisdiction. Deloitte were engaged to help the client with coordination support to get the international entities to initial operating capability.

### 2 OPPORTUNITY

The client engaged Deloitte to support the establishment of the new entities including:

- Project Management Office (PMO) coordination to oversee international entity setup, ensuring cross-functional alignment and governance;
- The definition of roles and responsibilities between entities as part of a broader operating model definition;
- Compliance Management for legal, financial and other business obligations applicable to the relevant country of operations;
- Policy definition for the new entities across key business areas including HR & WHSE;
- Establishment of risk profiles and management frameworks;
- Coordination of external vendor engagement and advice to inform optimal decision making; and
- Supporting effective collaboration with internal stakeholders through establishment of entity working group forums.

### 3 IMPACT

By utilising Deloitte's local and international expertise the client was enabled to establish and operationalise its new entity in full compliance with local rules and regulations. Deloitte worked closely with senior stakeholders to implement a structured PMO-driven approach to enhance operational efficiency, increase stakeholder collaboration, strengthen decision-making and minimise compliance risks to position the client and their international entity for success.

