FORCES | GROUP

OFFICIAL CAPABILITY STATEMENT

Indigenous-owned.
Defence-proven.
Built for bigger opportunities.

SPECIALIST CAPABILITY. ACCOUNTABLE DELIVERY.

Defence / Government / Critical Industry

STRENGTHENING THOSE WHO PROTECT, SERVE AND SUSTAIN AUSTRALIA

A PROVEN INDIGENOUS BUSINESS

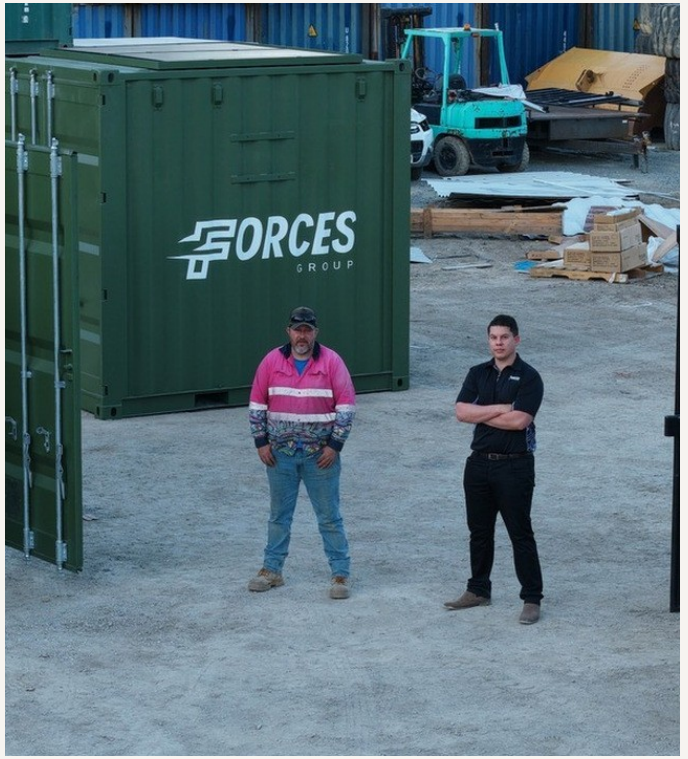
One accountable relationship. Specialist capability behind it.

Saltwater Country Services Pty Ltd is the 100% Indigenous-owned Australian company operating FORCES GROUP.

We develop and qualify real Defence, government and industry requirements, assemble fit-for-purpose delivery teams and retain clearly defined commercial accountability.

OUR PRINCIPLE

Build additional value around established capability - do not recreate what others already do well.



AUTHENTIC FORCES PROJECT PHOTOGRAPHY

DIRECT DEFENCE CONTRACTING / VERIFIED DELIVERY

Delivery is already part of our story.

Documented ADF and AFP systems delivered through our manufacturer-integrator operating model.



02 x RAPID-10 / ADF - PNG



01 x RAPID-20 / AFP - PNG

ADDITIONAL AWARD: AFP VANUATU - 02 x RUGGED-20 - AWARDED, DELIVERY PENDING.

THE RIGHT STARTING POINT

Four capabilities. One group.

01 / FITNESS

Human performance infrastructure

Rapid and Rugged deployable training systems, selective institutional strength facilities and scoped performance projects.

02 / INFRASTRUCTURE

Facilities and asset services

Deployable facilities, specialist infrastructure packages, maintenance and site support through appropriately qualified operators.

03 / ENERGY

Resilient power systems

Commercial solar, battery storage, standby and remote power, scoped and delivered through licensed technical specialists.

04 / TECHNOLOGY

Defence and security technology

Surveillance, sensing, communications, perimeter security and specialist systems integration through appropriately qualified technical providers.

Offer scope, technical delivery and partner roles are agreed for each specific project. Concepts and unsigned partner offerings are not presented as contracted capability.

COMPLEMENTARY OPERATING STRENGTHS

We build commercial opportunity. Partners deliver their specialism.

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Indigenous-led commercial interface

Buyer engagement, opportunity development, agreed contracting, Indigenous governance and commercial accountability.

SPECIALIST OPERATORS

Established technical delivery

Manufacturing, engineering, licensed trades, project teams, mobilisation and agreed aftercare.

BUYER OUTCOME

One accountable solution

Qualified capability, clear contracting roles, practical project delivery and measured performance.

No unnecessary duplication of factories or workforce. Rights, licences, insurance, contract accountability and risk allocation are agreed for every engagement.

THE AUSTRALIAN GOVERNMENT BUYER ADVANTAGE

Established routes to government work.

Three purchasing pathways can create commercial opportunities for eligible Indigenous suppliers and buyers.

EXEMPTION 16

Direct sourcing

Eligible Indigenous SMEs may be selected without an open tender where Exemption 16 applies. Value for money and buyer governance remain essential.

MANDATORY SET-ASIDE

$80k - $200k

For eligible domestic and qualifying remote purchases, Indigenous SMEs are considered before ordinary panels when the MSA applies.

MAJOR CONTRACTS

$7.5m+

Certain major Commonwealth contracts require genuine Indigenous supplier-use and/or employment participation in specified sectors.

HOW BUYERS CAN ENGAGE

Where the MSA applies, consideration of eligible Indigenous SMEs precedes ordinary panel purchasing, except relevant coordinated arrangements. The buyer confirms the lawful procurement route.

NIAA Indigenous Procurement Policy Guidelines (May 2026)

Finance Commonwealth Procurement Rules - Appendix A

FROM FIRST REQUIREMENT TO COMPLETED PROJECT

Clear purchasing. Accountable delivery.

01 DISCOVER

Buyer shares requirement, location and desired outcome.

02 QUALIFY

Confirm fit, suitable procurement route and budget context.

03 RESOURCE

Agree technical OEMs, capacity, approvals and scope.

04 QUOTE

Provide formal pricing, inclusions, exclusions and milestones.

05 CONTRACT

Complete buyer approval, purchase order and agreed terms.

06 DELIVER

Coordinate delivery, acceptance and contracted support.

CONTRACTING FOUNDATION / Saltwater Country Services Pty Ltd / ABN 61 659 725 201 / Supply Nation Certified / QIBN Verified

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A COMMERCIAL INVITATION

The next opportunity starts with a conversation.

Tell us where the requirement, project or growth opportunity sits. We will establish the appropriate procurement and delivery pathway.

DEFENCE GOVERNMENT CRITICAL INDUSTRY

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