



Submission No 18

Australia's trade and investment relations under the Australia-New Zealand Closer Economic Relations Trade Agreement

Organisation: Unisys Australia Pty Ltd

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Dr Stephen Dyer
Review Secretary
Joint Standing Committee on Foreign Affairs, Defence and Trade
Parliament House
CANBERRA ACT 2600

Dear Dr Dyer,

Ref: Inquiry into Australia and New Zealand Closer Economic Relations

Thank you for the opportunity for Unisys to comment on the inquiry into Australian and New Zealand Closer Economic Relations.

The comments below represent those of Unisys as a company, although from one particular aspect of our business here in Australia and New Zealand: that of our service delivery operations, for which I am responsible.

These services are delivered across the Asia-Pacific region, with Australia-New Zealand falling within that region as a distinct "cluster". I should note that we manage our business in this part of the region as "Australia-New Zealand", with a single management team covering both countries. However, we do transact with customers through two distinct entities, the Unisys subsidiaries registered and operating in each country.

The main point I'd like to make relates to the ability to leverage capital investment across the countries by the free movement of data and data processing. Unisys offers a range of services including IT Outsourcing, Business Process Outsourcing and Managed Services, as well as Disaster Recovery services. All these can be constrained by some current requirements to host data in the respective countries. Especially in the case of disaster recovery services (which of course applies to our own business as well) to have data residing in the same country as the production data is a potentially and issue to disaster recovery and commercial security.

If data, data processing and people performing the functions could be shared across the Tasman, capital investment returns would improve which can only be good for our business and our customers. This would require for government work, the ability to provide clearances for staff in each country.

Beyond these operational comments, areas such as health and education, including the provision of both over distance, would benefit from a single, trans-Tasman economic unit.



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These are areas where we could leverage our combined funding to create a potentially greater outcome than our two investments in isolation.

These comments are obviously a summary in nature. Both my colleagues and I, from both countries would welcome the opportunity to discuss these and other points further.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Lee Ward". The signature is written in a cursive, flowing style.

LEE WARD

Vice President and General Manager

Service Delivery

Global Outsourcing and Infrastructure Services - Asia-Pacific