

There has never been a better time to explore the defence sector for your business

Local businesses are an essential component of the defence sector, offering input into operational and support functions and to keep defence jobs in Australia. If you are looking to enter the defence market, you will need to understand upcoming defence projects, who the prime companies might be and their future requirements.

THREE PUBLICATIONS RELEASED IN 2016 SET OUT AUSTRALIA'S DEPARTMENT OF DEFENCE PLANS FOR THE NEXT TEN YEARS

White Paper

Focus:

- Strengthening Asia-Australia military relationships and capability
- Secure and stabilise the southeast Asia region
- Grow the Australian workforce
- Prioritise new capabilities in:



INTELLIGENCE, SURVEILLANCE, SPACE, ELECTRONIC WARFARE AND CYBER SECURITY



STRIKE AND AIR COMBAT



MARITIME OPERATION AND ANTI-SUBMARINE FORCES



LAND AND AMPHIBIOUS WARFARE



KEY ENABLERS



AIR AND SEA LIFT

The strategy includes which new capabilities and associated goods and services will be required by the Department of Defence.

Integrated Investment Program

Focus:

- Develop future defence force needs over ten years
- Details of what is required in each of the six capability streams
- Details about how money will be spent and over what time period

Defence Industry Policy Statement (DIPS)

Focus:

- Deliver defence capability
- Drive competitiveness and export potential
- New approach to innovation
- Cut red tape

WHAT IS THE AUSTRALIAN INDUSTRY CAPABILITY (AIC) PROGRAM?

The AIC is a mandatory program for defence procurements when:

- Maximum anticipated value exceeds \$20m and/or
- Procurement impacts on a defence industry capability, regardless of value

What the defence industry want from your products/services:

- Sovereign capability (your ideas or your products to be Australian made)
- Value for money
- Low risk
- Price competitive
- Part of supply chain growth

“The Australian government is making the largest ever peacetime investment in defence capability”

– Steven Ciobo & Christopher Pyne
AFR 29/11/17



MORE THAN \$200b
IS BEING INVESTED IN STRENGTHENING OUR DEFENCE CAPABILITY IN THE NEXT 10 YEARS

**WHAT ARE YOUR DISCRIMINATORS?
HOW IS YOUR PRODUCT OR SERVICE DIFFERENT?**

Register on a Primes Portal:



Geelong Businesses currently supplying to the defence industry:



Are you defence ready? Take the four step test:

1

Read the three defence publications:

- 2016 White Paper
- Integrated Investment Program
- Defence Industry Policy Statement

2

Know your products and/or services:

- Can you clearly define your products or services?
- Who are your customers?
- Have you got a broad supplier base?
- Have you got a working business plan?

3

Do you comply?

- Do you have a quality management system in place (e.g. ISO9001 certification)?
- Would your business comply with Australian security regulations?
- Do you comply with relevant legislation and codes of conduct?

4

Have you registered interest in defence with:

- Geelong Defence Alliance?
- Victorian Defence Alliance (victoriandefencealliances.org.au)?

If yes, talk to...

GEELONG DEFENCE ALLIANCE (GDA)

P: 03 5272 4888

W: geelongdefencealliance.com.au

- Hosts networking events with local industry and key defence personnel
- Provides defence project information
- Connects you to local supply chains
- Representation for Geelong in defence related conferences and exhibitions

CENTRE FOR DEFENCE INDUSTRY CAPABILITY (CDIC)

P: 13 28 46

W: business.gov.au/centre-for-defence-industry-capability

- Provides business advice so you are defence ready
- Identifies potential opportunities relevant to your business
- Helps with skills development
- Provides information about grants and assistance with innovation proposals

VICTORIAN DEFENCE PROCUREMENT OFFICE (VDPO)

P: 03 5277 8766

W: defence.vic.gov.au

- Supports Victorian defence industry
- Assists companies looking to enter global supply chains
- Helps with trade networks into Asia, USA and Europe
- Provides information about Victorian grants and funding assistance

Upcoming projects

To lodge an expression of interest for defence projects and look for upcoming opportunities:

INDUSTRY CAPABILITY NETWORK (ICN)

P: 03 9864 6700 W: gateway.icn.org.au

For project alerts and industry events:

GEELONG MANUFACTURING COUNCIL (GMC)

P: 03 5222 8000 W: geelongmanufacturingcouncil.com.au

GEELONG Defence Alliance

Geelong Defence Alliance (GDA) is a collaboration between Geelong based industry and key stakeholders focused on increasing local involvement in the defence industry. GDA is a central point of contact for organisations interested in doing business with Geelong, and it champions involvement in key projects across all defence domains, identifying and coordinating opportunities, facilitating information and advocating for Geelong business in defence based initiatives.

For more information contact the Geelong Defence Alliance:
www.geelongdefencealliance.com.au

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