

Defence Ready Essentials



Becoming defence ready takes steadfast commitment and a lot of effort. Our top 4 essentials will help you get started and understand what it takes to prepare your business for opportunities in the defence sector.

Activate yourself in the industry **1**

Get involved in industry networking

- Australian Industry Defence Network (AIDN)
- Defence Industry Networking (DIN)
- Aurora Marketing On Patrol Networking

Attend major industry events

- Land Forces, 11 September 2024, Melbourne
- Defence Congress, February 2025, Canberra
- Avalon 2025, 25-28 March, Geelong
- IndoPacific, 4-8 November 2025, Sydney

Register for defence briefings

- Capital Facilities and Infrastructure (CFI) briefings
- Environment Working Group for Land and Air
- Maritime Domain Industry Forum
- Individual project briefings

Tap into support organisations

- Office of Defence Industry Support (ODIS)
- State-based defence industry hubs
- Small Business Advocacy Team

Be primed

- Take part in supply chain briefings and roadshows

Get defence ready **2**

- Familiarise yourself with defence terminology
- Develop a quad chart
- Develop a defence capability statement
- Join the Defence Industry Security Program (DISP)
- Gain relevant ISO certifications
- Register with defence industry capability directories
- Access defence supply chain opportunities with Defence Jobs Queensland
- Connect with suppliers and project teams through the Australian Defence Digital Industry Matrix (ADDIM)
- Get advice and support from the Industry Capability Network (ICN)
- Familiarise yourself with ASDEFCON

Identify opportunities you want to pursue **3**

Study

- The 2024 Integrated Investment Plan (IIP)

Connect

- Get to know the Global Supply Chain contacts

Explore

- AusTender
- Australian Defence Digital Industry Matrix
- Industry Capability Network

Review Defence.gov.au

- Project pipeline
- Capital Facilities and Infrastructure (CFI) forward works program
- Estate Works Program (EWP) forward schedule
- Industry Capability Programs
- Panel arrangements

Register

- Get updates from AIDN, Defence Jobs Queensland, Defence Connect and Australian Defence Magazine

4 Prepare and position NOW

- Research targeted opportunities
- Analyse competitor landscape
- Develop your value proposition
- Establish partnerships
- Engage with stakeholders
- Begin content development (ASDEFCON)
- Continue to track opportunities



Contact

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Key strategy papers

National Defence Strategy and Industry Investment Program
defence.gov.au/about/strategic-planning/2024-national-defence-strategy-2024-integrated-investment-program

Industry Organisations

AIDN aidn.org.au

DIN defenceindustrynetworking.com

Industry Events

Land Forces landforces.com.au

Avalon airshow.com.au

IndoPacific indopacificexpo.com.au

Defence+Industry Conference
defence.eventsair.com/defence-industry-conference-2024/registration

Defence Congress admevents.com.au/adm-congress

Defence Briefings

Capital Facilities and Infrastructure (CFI) briefings
defence.gov.au/business-industry/training-events

Land Environment Working Group (LEWG)
australianarmy.eventsair.com/lewg-2024

Air Environment Working Group (AEWG)
tenders.gov.au

Maritime Domain Industry Forum (eg NCD MDIF July 2024)
tenders.gov.au

Defence Support Organisations

ODIS
defence.gov.au/business-industry/finding-opportunities/office-defence-industry-support

Defence Industries Queensland
defenceindustries.qld.gov.au

Investment NSW
investment.nsw.gov.au/focus-sectors/defence

Defence VIC
defence.vic.gov.au

Defence SA
defencesa.com

Defence West
wa.gov.au/organisation/department-of-jobs-tourism-science-and-innovation/defence-west

Defence Small Business Advocacy Team
defence.gov.au/business-industry/resources-support/small-business-advocacy-team

Defence Industry Capability Directories

Defence Jobs Queensland
defenceindustries.qld.gov.au/services/queensland-defence-industries-capability-directory

Australian Defence Digital Industry Matrix (ADDIM)
benchon.com/addim

Industry Capability Network (ICN)
icn.org.au

ASDEFCON

ASDEFCON
defence.gov.au/business-industry/procurement/contracting-templates

AIC Requirements

Australian Industry Capability Program
defence.gov.au/business-industry/industry-capability-programs/australian-industry-capability-program

Defence Industry Development Grants Program

DIDS business.gov.au/grants-and-programs/defence-industry-development-grants-program

Defence.gov.au

Defence Industry Security Program
defence.gov.au/business-industry/industry-governance/defence-industry-security-program

Industry Capability Programs
defence.gov.au/business-industry/industry-capability-programs

Global Supply Chains
defence.gov.au/business-industry/industry-capability-programs/global-supply-chain-program

Major Services Providers
defence.gov.au/business-industry/procurement/panel-arrangements/major-service-provider-agreement

Base Services Providers
defence.gov.au/business-industry/industry-capability-programs/base-services-transformation-program

Panel arrangements
defence.gov.au/business-industry/procurement/panel-arrangements

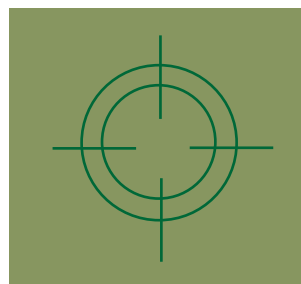
Programs and initiatives
defence.gov.au/defence-activities/programs-initiatives

Capital Facilities and Infrastructure forward works program
defence.gov.au/business-industry/finding-opportunities/capital-facilities-infrastructure-forward-works-program

Estate Works Program (EWP) forward schedule
defence.gov.au/business-industry/industry-capability-programs/estate-works-program

Australian Strategic Capabilities Accelerator

ASCA asca.gov.au



Contact

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We help clients win complex bids and tenders.

