



# Defence Ready Essentials

Becoming defence ready takes steadfast commitment and a lot of effort.

Our top 3 essentials will help you get started. Here are some key to help you understand what it takes to prepare your business for opportunities in the Defence sector.

## Essential 1: ACTIVATE YOURSELF IN THE INDUSTRY

### The Big 4 events

Event	Next	Website
Land Forces	11-13 Sep 2024 Melbourne, Victoria	<a href="https://www.landforces.com.au/">https://www.landforces.com.au/</a>
Avalon	25-30 Mar 2025 Avalon, Victoria	<a href="https://www.airshow.com.au/airshow2023/TRADE/index.asp">https://www.airshow.com.au/airshow2023/TRADE/index.asp</a>
Indo Pacific	7-9 Nov 2023 Sydney, NSW	<a href="https://www.indopacificexpo.com.au/">https://www.indopacificexpo.com.au/</a>
ADM Congress	14 Feb 2024 Canberra, ACT	<a href="https://admevents.com.au/adm-congress/">https://admevents.com.au/adm-congress/</a>

### Other events

Check out ADM Events <https://admevents.com.au/> for a range of summits and seminars, such as:

- Defence Skilling Summit (9 November, Hobart)
- Space Summit (1 December, Canberra)



## Key industry organisations

AIDN – Australian Industry & Defence Network <https://www.aidn.org.au/>

DIN – Defence Industry Network, via LinkedIn ([23](#)) [Defence Industry Networking: Overview | LinkedIn](#)

## Region-based organisations

DTC – Defence Teaming Centre, Adelaide SA <https://dtc.org.au/>

ADA – Australian Defence Alliance, Melbourne Vic <https://australiandefencealliance.org.au/>

DIN – Defence Innovation Network, NSW <https://defenceinnovationnetwork.com/>

## Federal Government

Australian Government Defence <https://www.defence.gov.au/>

Small Business Advocacy Team <https://www.defence.gov.au/business-industry/industry-programs/small-business-advocacy-team>

## State and territory governments

Defence NSW <https://www.business.nsw.gov.au/defence-nsw>

Defence Jobs Queensland <https://www.defenceindustries.qld.gov.au/>

Defence NT <https://defence.nt.gov.au/>

Tasmanian Government <https://www.stategrowth.tas.gov.au/business/sectors/defence>

Victorian State Government <https://defence.vic.gov.au/>

ACT Government <https://www.cmtedd.act.gov.au/economic-development/business-and-innovation/defence>

Defence SA <https://defencesa.com/>

Defence West <https://www.wa.gov.au/organisation/department-of-jobs-tourism-science-and-innovation/defence-west>



## Essential 2: IDENTIFY PURSUITS IN ADVANCE

### Tender portals

Australian Government Department of Defence – Defence Industries [Business and Industry | Defence](#)

AusTender – Australian Government procurement system <https://www.tenders.gov.au>

### Get to know the right people

Get to know the Global Supply Chain contacts within the Defence Primes.

Global Supply Chain networking sessions are held at the major Defence exhibitions and conferences.

## Essential 3: PREPARE EARLY

### Standardised tender documents

- ASDEFCON – Australian Standard for Defence Contracting <https://www.defence.gov.au/business-industry/procurement/contracting-templates/asdefcon-suite>
- Defence Suite of Facilities Contracts – Contracts used for construction and maintenance of Defence facilities <https://defence.gov.au/EstateManagement/Support/SuiteContracts/default.asp>
- CCS – Commonwealth Contracting Suite (for procurement <\$200,000) <https://www.finance.gov.au/government/procurement/commonwealth-contracting-suite-ccs>

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