DEFENCE READY
SEMINAR SERIES

HUNTER DEFENCE

Australian Government
Department of Defence

GOAL GROUP

AUSTRALIAN INDUSTRY & DEFENCE NETWORK NSW

DEFENCE INTRODUCTION

OVERVIEW

This seminar, titled "**Defence Introduction**", will be delivered in part by 4 eLearning modules, and then by two accomplished presenters with decades of SME experience in Australia's Defence Industry and real-world front-line knowledge. True experts in delivering this content, their SME involvement is backed up by in-uniform operational and sustainment roles. Some case studies will be presented from experienced companies.

Defence Introduction provides valuable information to help aspiring businesses assess the defence market and understand what may be required to pursue opportunities. It is specifically focused around people characterised as "Explorer", who are curious. That is, those companies considering an entry to Defence but finding the landscape just too complicated and full of (largely unfamiliar) jargon to determine if the market is right for them. It also suits those who need a refresher about the many changes in the Australian Defence Market.

INFORMATION

MODE
Virtual

SEMINAR STRUCTURE
- Virtual Workshops x 2
- eLearning Modules x 4
- Podcasts x 1

DURATION
1 Week

WHO SHOULD ATTEND:
*This seminar addresses the "**Explorer**", which we define as:*

- Companies or staff having little or no knowledge of working with Defence or Defence Industry

- Business owners or business development managers, curious to inform themselves for a better-quality decision as to whether to pursue the Defence market; or

- People recently employed by a business already operating within the Defence space who require a fundamental understanding to better orientate them to the market.

EXPLORER

VIEW THE DATES OF THIS COURSE AND REGISTER YOUR INTEREST HERE

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THIS SEMINAR BUNDLE WILL ADDRESS:

- The Defence marketplace – a beginner's guide
- Case study for Defence procurement
- Finding the money – who really says "yes"?
- Understanding what "Defence Ready" means for you
- Prime Contractors and Global Supply Chains – who they are, how to engage, and what they expect
- What help is available
- Hierarchy of Defence needs-driven posture and the Defence Landscape
- Defence Innovation Streams
- Introduction to the Defence Industry Associations AIDN NSW and Hunter Defence
- Local Defence Industry Interest Group introductions
- Defence programs – where to get the information and how to interpret it
- SME case studies
- Adding it all up – how do you decide?

EXPECTED OUTCOMES:

- Understand how the Defence websites are constructed and where to find information
- Understand where to access Defence Industry Policy, Procurement Rules, Tenders and Investment Plans
- Understand how to locate the right contacts for opportunities and departments
- Understand Innovation Streams
- Identify the Defence Prime Contractors in each Department of Defence and how to locate a contact
- Introduction to the major Industry Associations relevant to Defence in this area
- Hear first-hand Case Studies from experienced SMEs
- Understand what Government assistance is available to SMEs and how to access it.

FACILITATORS

ALAN RANKINS / BRET BARTON

The Defence Ready Series is instructed by successful business owners and executives who have worked within the Defence sector and related fields for decades. They bring global experience and a strong business foundation to the seminars.

Individual biographies for the Defence Ready seminar Series instructors can be found here.

COURSE SCHEDULE

EOI Cut-Off: 19 July

Successful Applicants Notified: 19-26 July

Course Joining Instructions Issued: 26 July

Course Timing: 17-24 August – weekly 1-hour workshops on a Tuesday. Time TBC.

e-Learning open from 2 August

VIEW DATES, COURSE FACILITATORS AND REGISTER YOUR INTEREST VIA HUNTERDEFENCE.ORG.AU/DEFENCEREADY

TIMING	LEARNING MODULE	FORMAT	EST. TIME TO COMPLETE
On demand	• Introduction to seminar and facilitator • Description of seminar bundle incl learning outcomes	Podcast.	30 mins
On demand **Module 1**	**Introduction to the Defence Industry** This module introduces Defence policy and requirements to current and potential industry participants.	eLearning Module	30-45 mins
On demand **Module 2**	**Introducing the ADF** This module provides information on the Australian Defence Force structure and current projects relevant to Industry. It introduces the Australian Defence Force including the makeup and value of opportunities available for Australian Industry participation.	eLearning Module	30-45 mins
On demand **Module 3**	**Industry Participation** This module introduces opportunities that exist for industry participation in Defence and provides overviews of funding and assistance available.	eLearning Module	30-45 mins
On demand **Module 4**	**Innovation Streams and Prime Contractors** This module introduces Defence Innovation Streams, as well as Defence Prime Contractors and their role and makeup in the Australian Defence Industry landscape.	eLearning Module	30-45 mins
Virtual **Workshop 1**	**Brief recap and update on eLearning** Where do you fit? What are the current opportunities to grow and gain business in the various streams and Capability Life Cycle.	Virtual Workshop	60 minutes, plus 30 minutes optional chat room participation
Virtual **Workshop 2**	Answers as required to Q&A if not provided at first WS. Facts and Case Studies	Virtual Workshop Guest Presenters	60 minutes, plus 30 minutes optional chat room participation

TOTAL COURSE DURATION

4-5 hours instructions, 2 hours bump-in and chat room

Please note: please review the delivery timeline for this seminar bundle via the website. It is compulsory to attend the Virtual Workshops at the scheduled times.

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