



SUMMARY OF PROCEEDINGS

MINISTER MAIDEN KEYNOTE ADDRESS AT THE HUNTER DEFENCE CONFERENCE

Hunter Defence Conference ended day two of proceedings with a keynote address from Minister for Defence Industry, the Hon Pat Conroy MP, who gave his maiden public address at the gala dinner to more than 240 delegates.

Hunter Defence Task Force Chair Tim Owen AM said Minister Conroy reinforced many of the topics being discussed at the conference and him giving his maiden public speech at the Hunter Defence Conference demonstrates how important this event has become for the defence industry.

“The Hunter Defence Conference has cemented itself as the must attend event for defence industry and having the Minister for Defence Industry attend and give his maiden speech here, is a testament to the Hunter’s reputation as a defence industry powerhouse.”

“For our delegates to hear directly from the Minister about the government priorities and decision-making at a national level, is an incredible opportunity and one that we are very appreciative for.”

The gala dinner ended day two of the conference, which focused primarily on capability development of the Australian Defence Force with presentations from Army, Navy, Air Force and Information Warfare. A summary of proceedings is outlined below.

WORKING WITH DEFENCE AND WORKFORCE SKILLING

For the Hunter, government and industry is committed to supporting and investing in defence in a range of ways including the special activation precinct at Williamstown and the expansion of the aerospace precinct.

Small to medium enterprises(SMEs) can access support from government and industry primes and they are a range of opportunities available. Support includes:

- participating in the defence readiness programs such as The Defence Ready Seminar Series
- use the grant opportunities available to upskill, these include
 - Joint Strike Fighter Industry Support Program
 - Sovereign Industrial Capability Priority Grants
 - Skilling Australia’s Defence Industry
 - Defence Global Competitiveness Grants
 - Next Generation Technology Fund
 - Defence Innovation Hub
- Office of Defence Industry Support (ODIS) Hunter advisor
- international representation at global defence industry conferences and exhibitions through Team Defence Australia
- Training Services NSW have specific defence industry pathways and programs to school leavers through to workforce up-skilling



SUMMARY OF PROCEEDINGS

- RDA Hunter ME Program
- Austrade can help connect to international opportunities
- DEQMS Defence Estate Quality Management System
- use [micro credentials](#) to increase capability in high demand areas

UPDATES FROM THE INDUSTRY

The following defence industry leaders provided updates on current projects and future opportunities including:

- BAE Systems
- Lockheed Martin
- Boeing Defence Australia
- Raytheon
- Thales
- Hanwha Australia

Industry Primes provided advice for SMEs including

- being defence ready as a member of the defence industry security program
- registering with AusTender, ICN Gateway and BenchOn for the opportunities that suit what you do
- knowing the contract and understand the distinct roles including head contractor, management contractor, medium work, minor works
- understanding compliance obligations including Office of the Federal Safety Commissioner, Indigenous Procurement, Australian Building and Construction Commission
- developing your network by knowing where your access point is and building the relationships
- being patient and persevere, seek a debrief for unsuccessful tenders
- understanding your value proposition, your customer, the outcome required and how your product will be competitive in the market
- primes are trying to assist you
- being prepared to discuss your business in a very in-depth way
- be prepared for tender costs and time required there are no guarantees, it can be a significant investment
- understanding market expectations
- knowing what good looks like including
 - having mature processes for program management, risk and opportunity, materials, quality, continuous improvement, engineering, IT and cyber security
 - complying with international best practice and standards
 - making sure you are price competitive
 - demonstrating why you are cheaper, stronger, faster
- making sure you have the baseline quality standards – AS9100 is the international



SUMMARY OF PROCEEDINGS

- Quality Management System standard for Aviation, Space and Defence Industry
- delivering your programs is the most important thing you can do in the defence industry
- Australia has a unique opportunity in high frequency systems, and we have had continued investment and now have a competitive edge
- sustainability is a real opportunity for defence industry, climate change will factor into procurement decision - increasing defence capability will increase emissions, industry has a role in delivering reduced emissions
- logistics are deeply unsexy, but absolutely essential.

KEY DOCUMENTS

Participants heard from Information Warfare, Navy, Army and Air Force. They spoke about the importance of [Defence Strategic Review](#) in setting the priorities for investment in capability and future decision-making. Speakers also stressed the importance of understanding the policy frameworks already in place. Some of these include

- [2020 Defence Strategic Update](#)
- [2020 Force Structure Plan](#)
- [Air Force Strategy](#)
- [Plan PELORUS](#)
- [Plan Mercator](#)
- [Army and industry statement](#)
- [Australian Industry Capability Public Plans](#)
- [RAS-AI Strategy 2040](#)

IN THE MEDIA

The conference attracted local Hunter media coverage:

- 2NURFM – Tuesday 30 August – [Hunter Defence on display at industry conference](#)
- Newcastle Weekly – Wednesday 31 August – [Local industry capability focus for 2022 Hunter Defence Conference](#)
- Newcastle Herald - Thursday 1 September – Security outlook turn
- Newcastle Herald – Thursday 1 September – Editorial: The Hunter's role in national defence
- Newcastle Herald – Friday 2 September – Challenge of nuclear subs
- Newcastle Herald – Saturday 3 September – Opinion by Ian Kirkwood: The next big conflict is set to start in space
- Port Stephens Examiner – Monday 5 September - [RAAF Base Williamtown set to benefit with \\$2 million NSW Government investment in training](#)
- Newcastle Herald – Wednesday 7 September – Nuclear power out of AUKUS
- Newcastle Herald – Tuesday 13 September – Q&A with HunterNet CEO Ivan Waterfield

[Download conference agenda](#)



SUMMARY OF PROCEEDINGS

[Download The Hunter: A defence ready region](#)

ABOUT HUNTER DEFENCE

Hunter Defence is a collaborative industry group that promotes Hunter industry expertise and capability to attract more defence manufacturing and supply opportunities to the region. It includes key stakeholder groups across business, industry, government, education and is financially supported by HunterNet, Newcastle Airport, Business Hunter, RDA Hunter, Newcastle Master Builders, the University of Newcastle and the NSW Government. For more information on the Hunter Defence Conference visit www.hunterdefence.org.au.