



Entering the defence industry

Designing and delivering products and services in the defence industry has some unique challenges and requirements. It's a long-term, complex endeavour, but the Centre for Defence Industry Capability (CDIC) is here to help. It's our job to connect Defence and industry.

The opportunity

The Australian Government is investing \$200 billion over the decade and beyond to modernise Australia's defence capability.

This investment means opportunities for Australian businesses, large and small, to join the growing Australian defence industry and develop their business in partnership with Defence.

About the defence industry

Defence is actually a market place rather than a 'client'.

Defence procures most of its major capabilities through global defence companies, known as prime contractors.

Most of the new opportunities for Australian businesses will be in the supply chains of these prime contractors. Prime contractors competing for large Defence contracts must identify Australian suppliers.

There are also opportunities to supply directly to Defence through standard procurement arrangements, such as AusTender, standing offers and procurement panels.

What you'll need to do

- **Decide if the defence industry is a good fit for your business**

You need to assess the alignment between your business's capabilities, Defence procurement priorities and general market opportunities. It's an industry that might not suit your business.

- **Take a long-term view**

It can take several years for businesses to establish themselves in the defence industry, supply chains and procurement panels. Developing the necessary service offerings, skilling, tooling, accreditations and partnerships will take time, planning and investment.

- **Connect and build**

The benefits of being in the defence industry include the opportunity to build your business, strengthen your business capabilities and move into new markets with long-term partners.





How the CDIC can help

- **Tailored advice and support**
Our national network of business advisers can help your business navigate, prepare for and enter the defence market.
- **Networking and market knowledge**
Our advisers work closely with Defence, Defence projects, prime contractors, research institutions, and other government bodies, building a network of knowledge and relationships across industry and Defence. We also help with participation in defence industry events.
- **Innovation support**
We connect Australian innovators, researchers and academic institutions to Defence's two innovation programs - the Defence Innovation Hub and the Next Generation Technologies Fund.

Next steps

If you received this fact sheet at an industry event, you've already taken the first step. Networking at events is a big part of engaging in the defence industry.

- **Visit us at business.gov.au/cdic**
Our website has a lot more information to help you understand the defence industry and decide whether it's right for your business.
- **Talk to one of our business advisers**
When you're ready to take things further, our specialists can advise on your business fit and defence market opportunities, and help connect you with supply chains and innovation opportunities.
- **Create a free AusTender account**
To receive notices of new opportunities, register at tenders.gov.au.
- **Get the Defence Industry and Innovation newsletter**
We email monthly updates on defence industry developments and events. Register through our website (business.gov.au/cdic).
- **Attend industry events**
Find out about upcoming events and register at business.gov.au/cdic.
- **Network with others in the defence industry**
Defence industry associations and the defence industry office in your state or territory are a good starting point. These are listed on our website.