



Building your business in defence industry

To be successful in the defence industry, you need to find the right fit for your business and adapt your products and services to meet Defence's requirements. The Centre for Defence Industry Capability (CDIC) can help you prepare and position your business.

The opportunity

The Australian Government is investing \$270 billion over the next decade to modernise Australia's Defence capability.

This investment will provide new opportunities for Australian businesses to work in the defence industry.

Positioning your business

Developing your business in the defence industry is about:

- building and aligning your business capabilities to Defence's needs
- connecting with Defence, and other businesses in the defence industry, to identify opportunities for collaboration

There is no single source of defence industry opportunities and no 'preferred supplier' list.

The CDIC can help you:

- understand Defence's requirements
- build and align your business capabilities
- connect with Defence and defence supply chains

Understanding Defence requirements

Defence is making its requirements clearer so you can better understand what Defence needs to inform which capabilities your business should invest in.

A good place to start is the [CDIC website](#). You will find information there about how we can support you. The site also contains links to key Defence websites and information about their requirements to help you prepare your business for working with the defence industry.



The following key documents will help you plan your business's development:

- The [Integrated Investment Program](#) outlines the areas of Defence capability investment. This is a good reference tool, covering all elements of the Defence investment, to help you plan for the future Defence program.
- The [Defence Industrial Capability Plan](#) brings together the entry points and programs available to Australian businesses looking to provide products or services to Defence. This plan also identifies the [Sovereign Industrial Capability Priorities](#) that are considered critical to Defence. They must be maintained and supported by the Australian defence industry.

Once you have gained some understanding of the defence industry, you can talk to one of our [Defence Business Advisers or Defence Industry Facilitators](#). They have extensive knowledge of the industry and can help you work out how your business aligns with Defence requirements.

Building and aligning your business capability

You need to:

Be a good fit for the defence industry

Talk to the CDIC about assessing how your business's capabilities align with Defence procurement priorities. This will help you work out where to focus your effort.

Be defence-ready

Generally, you need a history of strong supply performance and an appropriate quality assurance program, among other things. You may need to improve your business capabilities in specific areas to meet Defence requirements.

Take a long-term view

Developing the necessary service offerings, skilling, tooling, accreditations and partnerships will take time, planning and investment.

Our Defence Business Advisers can help you improve your business's capabilities and take advantage of development opportunities in the defence industry.

Our defence advisory and facilitation services include:

- Business improvement — identifying areas where your business can become a more competitive supplier to the defence industry and opportunities for growth in defence and adjacent markets.
- Skills development — identifying the support needed to upskill your workforce to align with Defence capability requirements.

Grants

The CDIC provides a range of grants to support eligible defence industry SMEs:

Skilling Australia's Defence Industry Grants

These grants are available to help fund development of your defence sector skills, the establishment of human resource practices and setting up training plans. Grant value is from \$5,000 to \$500,000.

Capability Improvement Grants

These grants help you to implement business improvements which will enhance your capacity to work with Defence. Grant value is from \$2,500 to \$150,000; your co-contribution amount is 50 per cent of eligible costs.

Sovereign Industrial Capability Priority Grants

Grants are available to help fund projects that will build capabilities aligned with any of the [10 Sovereign Industrial Capability Priorities](#). Grant value is from \$50,000 to \$1 million; your co-contribution amount is 50 per cent of eligible costs.

Defence Global Competitiveness Grants

These grants are provided to help you overcome barriers to accessing export opportunities. For example this may include achieving international certifications/accreditations or procuring and commissioning capital equipment. Grant value is from \$15,000 to \$150,000; your co-contribution amount is 50 per cent of eligible costs.

Connecting with Defence and defence supply chains

Some opportunities come directly from Defence, but most come through connections with the supply chains of major defence contractors and other businesses.

Under the [Australian Industry Capability Program](#), prime contractors competing for Defence tenders over \$20 million must identify Australian suppliers.

Our Defence Business Advisers work closely with Defence, prime contractors and other government bodies in building a network of knowledge and relationships across the defence industry. We can also help connect you with defence supply chains.

If your business is defence-ready and you're looking to supply to major Defence projects, go online to make contact with the CDIC.

If you contact us, the information you give us will help us to tailor our support services for your business so we can connect you with the supply chains of major Defence projects.

Next steps

Visit us at www.business.gov.au/cdic

The [CDIC website](#) has more information to help you better understand the defence industry and decide whether it's right for your business.

Talk to one of our Defence Business Advisers

When you're ready to take things further, apply for our [Advisory and Facilitation services](#). We can advise you on defence opportunities, capability improvement and funding.

Create a free AusTender account

To receive notices of new opportunities, register at www.tenders.gov.au

Subscribe to the Defence Industry and Innovation newsletter

Subscribe to the [CDIC's monthly newsletter](#) and stay up-to-date with the latest defence industry information and events happening in your region.

Attend industry events

Find out about [upcoming industry events](#).

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 for finding networking opportunities.