



Introduction to Defence Industry – A resource for business



More information

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Queensland Government

The Queensland Government established [Defence Jobs Queensland](#) to support the state's defence industry. We are working hard to promote a smart, connected and efficient defence industry that will deliver to your requirements. Queensland has an approachable, highly skilled and professional workforce that is globally competitive, and we can help you tap into this. [Queensland Defence Industries Capability Directory](#)

[Defence Industry Hubs](#) help businesses become 'defence ready' to access state, national and global defence supply chain opportunities. The hubs are based in Ipswich and Townsville but provide services and support to businesses across the State.

[Defence Jobs Queensland - Workshop Calendar](#) Stay up to date with the latest workshops on offer from Defence Jobs Queensland.

Department of Defence

Divisions

[Capability Acquisition and Sustainment Group \(CASG\)](#) aims to be the premier program management, logistics, procurement and engineering services group in Defence.

[Chief Information Officer Group \(CIOG\)](#) is responsible for ensuring Defence has a dependable, secure and integrated Defence Single Information Environment to support Defence business and military operations.

[Defence Estate and Infrastructure Group \(E&IG\)](#) is the consolidated service delivery organisation for Defence.

[Defence Science and Technology Group \(DSTG\)](#) is the Australian government's lead agency responsible for applying science and technology to safeguard Australia and its national interests.

Policy and Strategy Documents

2016 Defence White Paper	2020 Defence Strategic Update
Defence Policy for Industry Participation	Australian Industrial Capability Program
Australian Industry Capability - Public Plans	Defence Science and Technology Strategy 2030
Defence Export Strategy	Defence Procurement Policy Manual

Current Projects

Air Projects	Land Projects
Sea Projects	Joint Projects
Sustainment Projects	Minor Projects

Australia-Singapore Military Training Initiative	Defence Annual Procurement Plan
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Centre for Defence Industry Capability (CDIC)

The [CDIC](#) partners with industry, The Department of Defence, and state and territory governments to build a world-class, globally competitive and sustainable Australian industry as a fundamental input to defence capability. The CDIC:

- Help businesses navigate the defence market.
- Facilitates connections with other businesses and Defence.
- Advises on improving competitiveness and accessing global markets.
- Provides grants to help businesses invest in their defence-related capabilities.
- Links Australian innovators and researchers to the Defence Innovation Hub and the Next Generation Technologies Fund.

CDIC Multimedia Learning Resources

[Stepping into Defence Industry](#) provides a practical introduction to the defence industry, opportunities available and insight into how you can maximise your access to the opportunities on offer, and information to help you with initial planning for entering the defence industry.

[Innovation in Defence](#) explores the opportunities to innovate in Defence, including key considerations and potential collaborations.

[Tendering in Defence](#) provides Australian businesses with the information and help to navigate the defence marketplace. You will also learn how you can position your business to win work with Primes, equipment manufacturers, integrators and Defence.

[Growing your Business in the Defence Marketplace](#) learn how we can help your business grow and how to maximise the commercial opportunities on offer in the defence marketplace.

Defence Industry Security Program

[Working Securely with Defence](#) A guide to the Defence Industry Security Program membership.

Research & Development

[Trusted Autonomous Systems Defence Cooperative Research Centre](#)

[DMTC](#) develops technology solutions and provides advice enabling industry to enhance Australian Defence and national security capabilities.

Encouraging Indigenous Business

The Indigenous Procurement Policy team are available to assist Indigenous businesses with procurement activities including education and awareness, business matching and reporting.

Export

[Australian Defence Export Office](#) coordinates the whole-of-government effort to support the export success of Australian defence industry. The Office is responsible for delivering the initiatives outlined in the Defence Export Strategy.

[Team Defence Australia](#) is the premier national platform for export-capable Australian defence and dual-use companies to showcase their goods, services, technology and solutions at international trade events.

[Defence Export Controls](#) regulates the export and supply of military and dual-use goods and technologies.

[Trade and Investment Queensland \(TIQ\)](#) with a network of international offices, TIQ can work with Queensland businesses to support their entry into new markets.

[Austrade](#) is the Australian Government's international trade promotion and investment attraction agency.

[Export Finance Australia](#) is the government's export credit agency.

Industry Groups

[The Australian Industry and Defence Network \(AIDN\)](#) is the peak industry association providing advocacy, representation and member services for SMEs wishing to do business in the defence and security sectors.

[Australian Industry Group \(Ai Group\)](#) is the national peak body for the Australian Defence industry providing a bridge between government and industry.

[Industry Capability Network \(ICN\)](#) Queensland's aim is to contribute to business and employment growth and foster innovation by identifying procurement opportunities for local industry. [ICN Work Packages \(Defence related\)](#)

Grants and Funding Opportunities

[CDIC Grants for Defence Industry](#)

[Queensland Government Grants](#)

[Commonwealth Government Grants \(Business\)](#)

[Research and Development Tax Incentive](#)

[Enabling International Space Investment](#)

Support Programs

[AusIndustry Entrepreneurs Programme](#)

[Queensland Government Mentoring for Growth](#)

[Impact Innovation](#)

Defence Industry Supplier Portals

Accenture	AECOM Australia	Airbus	ASC	Austal
Babcock Australasia	BAE Systems	Boeing	CAE Australia	ESS-Compass Group
CPB Contractors	Downer	Elbit	General Dynamics Land Systems	Hanwha
Jacobs Beca	KBR	L3 Harris	Leidos	Lendlease
Leonardo	Lockheed Martin	Naval Group	Navantia Australia	Northrop Grumman
Nova Systems	QinetiQ	Raytheon	Rheinmetall Defence Australia	SAAB
Safran	Spotless	St Hilliers Property	Thales	Ventia

Acronyms and Abbreviations

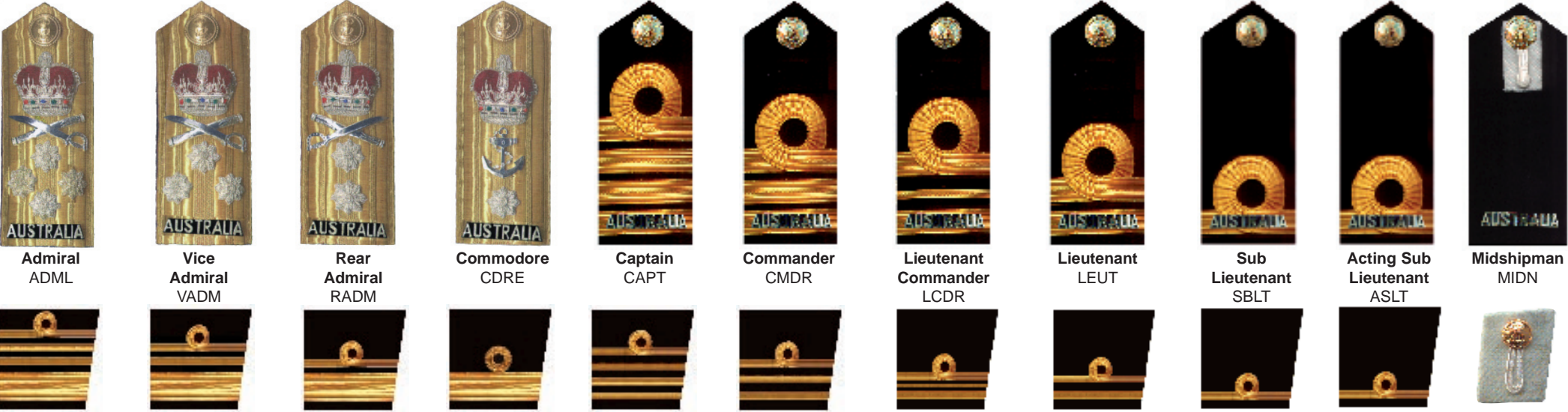
ADF	Australian Defence Force	JLU	Joint Logistic Unit
ADFA	Australian Defence Force Academy	JOC	Joint Operations Command
AFHQ	Air Force Headquarters	JP	Joint Project
AHQ	Army Head Quarters	JSF	Joint Strike Fighter
AIC	Australian Industry Content	JSD	Joint Systems Division
ANZAC	Australian and New Zealand Army Corps	JTF	Joint Task Force
ANZUS	Australia New Zealand and United States	LIA	Living-in Accommodation
AVD	Armoured Vehicle Division	LSD	Land Systems Division
APS	Australian Public Service	MOTS	Military-off-the-Shelf
ASD	Aerospace Systems Division	MoU	Memorandum of Understanding
ASDEFCON	Australian Defence Contracting Templates	MRH	Multi-Role Helicopter
ASLAV	Australian Light Armoured Vehicle	MSD	Maritime Systems Division
CAF	Chief of Air Force	NCO	Non-Commissioned Officer
CASG	Capability Acquisition and Sustainment Group	OC	Officer Commanding
CDF	Chief of the Defence Force	OIC	Officer in Charge
CIOG	Chief Information Officer Group	ORs	Other Ranks (other than officers)
CO	Commanding Officer	PGPA Act	Public Governance, Performance and Accountability Act 2013
COS	Chief of Staff	PGPA Rule	Public Governance, Performance and Accountability Rule 2014
COTS	Commercial-off-the-Shelf	RAAF	Royal Australian Air Force
DACC	Defence Assistance to Civil Community	RAN	Royal Australian Navy
DHA	Defence Housing Australia	RAP	Reconciliation Action Plan
DI(G)	Defence Instruction (General)	RMC	Royal Military College, Duntroon
DPG	Defence People Group	ROMAN	Resource and Output Management Accounting Network
DSTG	Defence Science and Technology Group	SATCOM	Satellite Communications
E&IG	Estate and Infrastructure Group	SDSS	Standard Defence Supply System
FMS	Foreign Military Sales	SME	Small to Medium Enterprise or Subject Matter Expert
FTE	Full-Time Equivalent	SP&I	Strategy Policy and Industry Group
HMAS	Her Majesty's Australian Ship	SPO	System Program Office
ILS	Integrated Logistics Support	SSA	Shared Services Agreement
IOC	Initial Operational Capability	VCDF	Vice Chief of the Defence Force
ISO	International Organisation for Standardisation	WHS Act	Work Health and Safety Act 2011
JCG	Joint Capabilities Group		

Please note that this is not an exhaustive list. There are many more. Some may have multiple meanings. If you are unsure, please always check with the sender, author or person you are speaking to.

AUSTRALIAN DEFENCE FORCE

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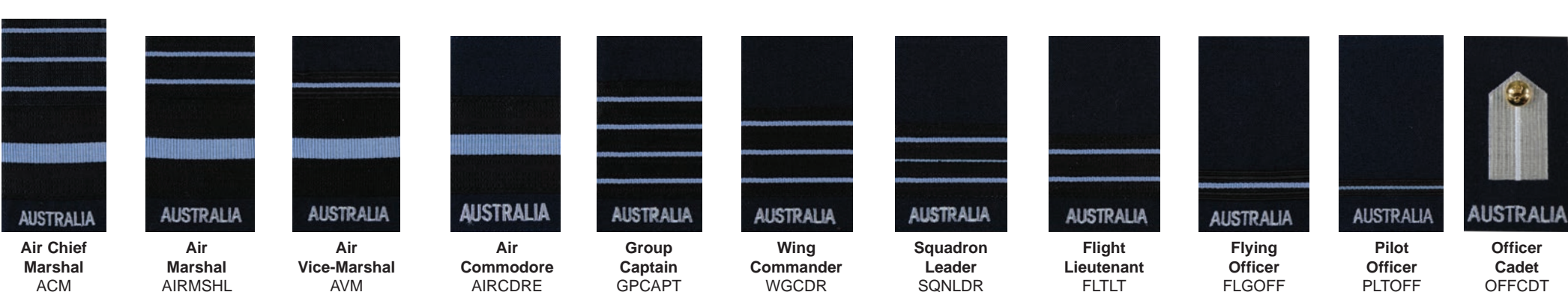
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ARMY



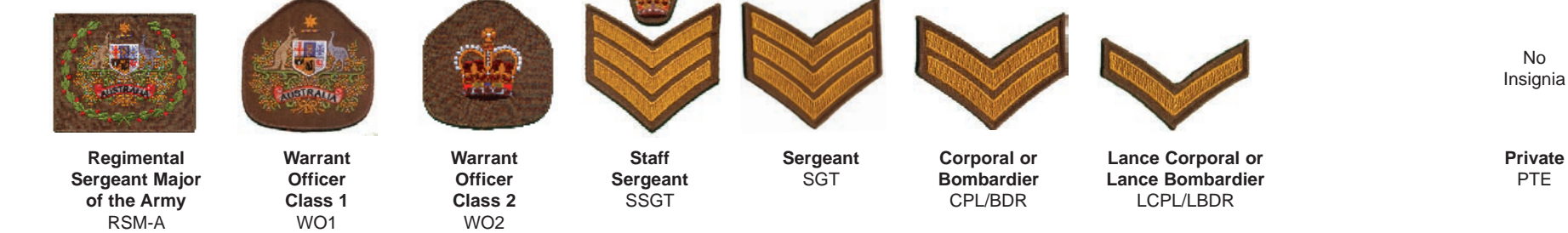
AIR FORCE



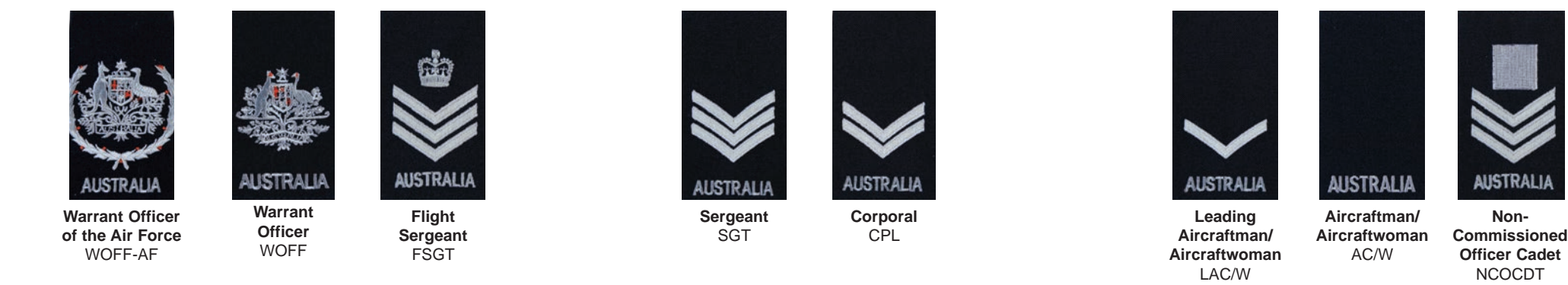
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AIR FORCE







Employing Veterans

PRIME MINISTER'S
VETERANS'
EMPLOYMENT
PROGRAM

Formal Avenues

Informal Avenues

	
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YOUR BUSINESS NAME – RELEVANT PROJECT

<p>PRODUCT/SERVICE</p> <p>What?</p> <p>Product/technology images can be inserted here in this quadrant</p>	<p>KEY CUSTOMERS</p> <p>Names of discerning customers will demonstrate your track record It can be more informative/persuasive if you can briefly mention what they have sourced from you Identify Customers by name/program, project or capability Do not simply state a company; note a program/platform Do not simply state Department of Defence or RAAF – note the project/platform Ideally list projects within past 3 years</p> <p>KEY PARTNERS</p> <p>Partners Suppliers Parent company</p>	
<p>CAPABILITIES</p> <p>Describe your capabilities Don't be vague, provide quantitative measures of your capabilities if possible. Strong specific points of difference.</p> <p>DISCRIMINATORS</p> <p>What is it that sets your capabilities apart from other providers? How do your capabilities provide value to customers? What are the innovative features? What benefits would it provide? Great key words to use for discriminators first/only/better/safer/faster/more</p>	<p>CERTIFICATIONS AND ACCREDITATIONS</p> <p>List internationally recognised standards/certifications first eg. AS9100 or “ISO9000:2000 Certified by XYZ” List certificates and awards that are <i>relevant to the capability</i></p>	<p>CONTACT DETAILS</p> <ul style="list-style-type: none"> • Who • Phone • Email • Website • Social media pages <p>Use hyperlinks in digital versions to any websites. Make sure you test they work and are current.</p> <p>(Using the footer for these details can provide you with more space)</p>

Tips for getting the most out of your Quad Chart

- Use the A4 page real-estate wisely.
- Think about presentation – leave some white space, but utilise your background – make the reader want to pick it back up for a second look. Just because it is called a quad chart, does not mean it has to be divided into 4 squares / rectangles. You can be creative – just keep within the theme.
- Don't make your font too small – MS Sans Serif / Calibri – don't use fonts with tails or hooks eg. Times New Roman. Arial is too big.
- Don't overcrowd with too much writing or too many images.
- Be client focused – tailor your quad chart to the opportunity.
- Be concise.
- Use bullet points effectively.
- Use sub-headings.
- Select great images that create a positive emotional reaction in the reader – use people – they create more of a connection than just a piece of equipment.
- Describe your images – give context – not everyone is a technician – use plain language.
- Quantify your facts.
- Use testimonials.
- Make sensible use of colour – if you have one, stick with your corporate palette.
- Highlight key messages in call-out boxes - draw attention to what you want the reader to take notice of.