

# DEFENCE READY

SEMINAR SERIES



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**AIDN** (the Australian Industry & Defence Network), **Goal Group** and **Hunter Defence**, with the support of **ODIS** (Office of Defence Industry Support), are running a virtual Defence Ready Seminar Series designed to educate, prepare, grow and mature NSW businesses who are either active in or considering Defence as a business opportunity.

Following two successful Hunter Region series, the **Defence Ready Seminar Series** is now accepting Expressions of Interest Australia-wide.

## THE SEMINAR SERIES IS DESIGNED TO ASSIST SMES TO:

- Develop sustainable organisational capabilities to meet Australian and international defence prime contractor requirements;
- Overcome identified weaknesses or shortfalls in their capabilities;
- Meet specific Defence tender requirements.

The seminars will be scheduled to ensure maximum integration of outcomes into business and include guest presenters from local industry groups and companies where appropriate.

**Goal Group** is the specialist training provider delivering this series, bringing together a team of highly experienced consultants and facilitators to deliver the program with strategies, methodologies, tools and techniques for those in Defence Sector and those planning to enter the Sector.

## HOW IS IT DELIVERED?

The Series consists of 14 seminars, instructing representatives of SMEs seeking to support Defence capability using interactive online delivery:

- Participative virtual workshops
- eLearning
- Video case studies
- Podcasts
- Questions and discussion sessions

## SEMINARS ARE DIVIDED INTO 3 LEVELS



**Explorer** – for those with little or no knowledge of the Defence market and wishing to discover if it may be for them.



**Exponent** – for those entering the market and wanting to know more about it.



**Expert** – for those already in the market and needing specific skill areas

## NOW ACCEPTING EXPRESSIONS OF INTEREST

# DEFENCE READY SEMINAR BREAKDOWN

Seminar Name	eLearning Modules	Virtual Workshops
Defence Introduction	4	2
Defence Business Development	-	7
Defence Tendering	-	4
Defence ISO Basics	-	4
Defence Security (including DISP)	2	2
Defence Contracting	-	4
Collaboration in Defence Industry: Power of Many	-	4
Defence Cyber Regulatory Controls	-	6
Defence Industry's Workforce - Resilience & Wellbeing	-	4
Defence Industry Business Continuity Essentials	1	6
Supply Chain / Australian Industry Capability	-	4
Defence Technology Controls	1	4
Defence Relevant Data: Security Fundamentals	-	3
Defence ISO Advanced	-	4

# DEFENCE READY LEVELS

LEVEL

1



For those with little or no knowledge of the Defence market and wishing to discover if it may be for them.

## DEFENCE INTRODUCTION

Covers the basics of Defence awareness, including such things as procurement, Defence needs, innovation, funding, Global Supply Chains and a description of Defence Readiness. It is specifically designed for those "Explorer" SMEs considering an entry to Defence but finding the landscape 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.

**Lead Facilitator:** Alan Rankins & Tim Owen AM JP (AIRCDRE ret'd)

LEVEL

2



For those entering the market and wanting to know more about it

## DEFENCE BUSINESS DEVELOPMENT

Provides valuable information to help aspiring businesses look at the strategy development for Defence, brand and value proposition, along with the requirements for such diverse things as trade shows, networking, associations, submissions and contracting approaches.

**Lead Facilitators:** Bret Barton, Jacqui Daley

## DEFENCE TENDERING

Defence tendering can be a daunting and strenuous job for someone unfamiliar with it. This seminar aims to provide a background to Defence tendering, including such things as planning, common faults and Defence expectations.

**Lead Facilitator:** Dale Walters

## DEFENCE ISO BASICS

Introducing relevant ISO standards and Primes Supplier Quality and Engineering Auditing Requirements, including ISO 9001 QMS certification, AS9100D (Aerospace), IATF 16949 (Automotive/LAND), CASG Supplier Assessment Criteria and Performance Scorecards, ISO 9004 (Sustained Organisation Success and 5 Level Maturity Model Self-Assessments), and ISO 44001 Collaboration.

**Lead Facilitator:** Michael McLean

## DEFENCE SECURITY (INCLUDING DISP)

This seminar will build knowledge and organisational capacity to understand the requirements for managing security risks and meeting the initial and ongoing requirements of DISP membership.

**Lead Facilitator:** Julian Chan

## DEFENCE CONTRACTING

Legal and contracting challenges appear in many different areas, ranging from tender requirements that relate directly to ADF, to teaming agreements that are essential for successful collaboration with fellow small businesses. A strong awareness of these requirements will provide businesses with a competitive advantage when approaching the market while also protecting your business reputation and success.

**Lead Facilitator:** Daniel Mendoza-Jones

## LEVEL 2



For those entering the market  
and wanting to know more  
about it

### COLLABORATION IN DEFENCE INDUSTRY: POWER OF MANY

This seminar will dive deeper into collaboration in Defence Industry. It will utilise case studies and experience from Industry professionals who have been there themselves to give valuable experience to the attendees.

**Lead Facilitators:** *Dianne Gibert, Boris Novak*

### DEFENCE CYBER REGULATORY CONTROLS

Defence Cyber Regulatory Controls as a requirement and a strategic advantage. This seminar will look at the current cyber threat environment and provide an understanding of how and why the cyber environment is the way it is. Impacts relevant to SMEs will be covered.

**Lead Facilitator:** *Ray Harvey*

### DEFENCE INDUSTRY'S WORKFORCE: RESILIENCE & WELLBEING

This expert-led seminar will support managers and leaders to increase their understanding of the key concepts of mental health, while also learning supportive strategies and best practice in recognising, addressing, and supporting those experiencing mental ill-health in the workplace.

**Lead Facilitator:** *Dr Sally Fitzpatrick*

### DEFENCE INDUSTRY BUSINESS CONTINUITY ESSENTIALS

This seminar will fast-track your ability to create a BCP for your own company, which is generally a tender response requirement to be able to work as a vendor for Defence, and your ability to understand how BCP fits in the broader Defence sector's internal processes and how Defence (as many other Australian Government agencies) has been challenged by recent disasters in terms of their own Business continuity capability including supply chain disruptions.

**Lead Facilitator:** *Rinske Geerlings*

### DEFENCE SUPPLY CHAIN / AIC

Successfully navigate through the challenges and opportunities that Defence supply chains present and be a step closer to becoming or maintaining your 'Defence Ready' status. The seminar will provide access to specialist advice applicable to all Defence domains and provides best-in class training to support you on your development journey.

This seminar, firstly will provide you with insights on how your business can become a member of, contribute to and strategically partner with key Defence stakeholders within the end-to-end Defence Supply Chain. Topics explored include, resilience and agility, preparedness and readiness, addressing and removing barriers to entry, innovation and accessing and leveraging the global supply chain. Secondly, the relationship between Australian Industry Capability (AIC) and the Defence Supply Chain is explored with case studies presented and thirdly Defence industry professionals will provide content and information on how to achieve AIC, how to measure AIC and what AIC success looks like.

In addition, you will be provided with useful links to key strategic plans and policies, insights into Defence and supply chain trends and invaluable networking opportunities.

**Lead Facilitator:** *Effy Pantechis*



## LEVEL 3



For those already in the  
market and needing specific  
skill areas

### DEFENCE TECHNOLOGY CONTROLS

This seminar focuses on providing an awareness of the Australian and US regulations from the perspective on an Australian SME, looking closely at the compliance requirements implicit with the handling and management of controlled technology.

**Lead Facilitator:** *Kevin Chenney*

### DEFENCE RELEVANT DATA: SECURITY FUNDAMENTALS

Mandatory legislations that companies must comply with (NDB/GDPR) are addressed, before moving on to Defence specific regulations like ITAR / NIST SP 800-171. Custodial Information Security and a definition of how it differs from traditional network/perimeter security solutions will also be addressed through a mixture of case histories and specific examples.

**Lead Facilitator:** *Rizwan Mahmood*

### DEFENCE ISO ADVANCED

This seminar provides a closer look at NATO and ISO 10005 Quality Plans, ISO 10006 Quality in Project Management, ISO 10007 Configuration Management, ISO 27001 Information Security, ISO 55001 Asset Management, ISO 31000 Risk Management, and Integrated Management Systems.

**Lead Facilitator:** *Michael McLean*

FOR FURTHER INFORMATION &  
EXPRESSIONS OF INTEREST GO TO:



[www.goalgroup.com.au/defenceready](http://www.goalgroup.com.au/defenceready)

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