



# AIDN NATIONAL NEWSLETTER

ISSUE 3 OF 2020

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## Upcoming events

### OCTOBER 2020

- 1 October**  
Defence Industry Essentials Workshop
- 6 October**  
Effective Quad Chart Design
- 13 October**  
Defence Connect Budget Lunch - Canberra ACT
- 13 - 14 October**  
2020 ANI Goldrick Seminar, Remote and Autonomous Systems at Sea, Canberra ACT
- 16 October**  
AIDN Young Achiever Awards Due
- 20-23 October**  
Euronaval, Paris France
- 22 October**  
Australian Financial Review National Security Summit, Online

*More events on page 18*

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## LETTER TO MEMBERS FROM BRENT CLARK

Welcome to all to the spring edition of the AIDN Newsletter. I hope that you will find this to be both informative and interesting.

For this edition we have been able to receive an article from the Minister for Defence Industry, the Hon Melissa Price MP. We also felt that it would be a good opportunity for some of our Defence prime contractors to contribute in order for them to discuss their views on securing work into their supply chains, so we have articles from Rheinmetall, BAE Systems and Boeing. We will be asking prime contractors to contribute to our newsletters going forward, as well as ensuring that our SME community is able to contribute.

It has been a busy quarter for AIDN, as you know AIDN has moved towards establishing a national entity supported by all the states and territories.

The process has been deliberately slow paced in order to ensure that all states and territories can fully contribute to the national endeavour. It is fundamentally important that our national enterprise remains fully connected to the states and territories in order to ensure that we remain in touch to the membership base.

The move to the national model was long overdue; AIDN is the only Defence Association that has a truly national membership base and it was important that we stepped up to the role of being the peak industry body representing the Australian Defence industry. Our collective and combined voice allows us far greater strength in our representations and advocacy to the Government, the Department and the prime contractors.

It is AIDN's responsibility to ensure that the voices of Australian industry are heard and importantly listened to. AIDN will advocate strongly and without fear or favour to ensure that this happens.

Australian industry has over many years been allowed to wither, not because of a lack of governmental policy, rather

because it is often difficult to balance the policy and the requirements of value for money, cost and schedule constraints. The ongoing issues around the COVID-19 pandemic have exposed the Australian Government and public to the grim reality that our industrial base had degraded to such a point that many of life's essential items became difficult to obtain as they became scarce, sometimes because the overseas production had to be halted due to isolation requirements and sometimes because foreign governments had a greater requirement for those items and therefore supply to Australia was a lower priority.

It is clear that the Government has recognised this as a national sovereignty issue and is taking steps to rectify these shortcomings.

The Government has taken the necessary first steps towards reframing industry policy to ensure that it is more robust and the requirements around Australian industry are fully understood, and most importantly, a major part of the approval process for the awarding of projects.

AIDN has been front and centre in driving this change and will continue to do so on behalf of our membership. We have no issue in driving opinions and making public commentary in order to ensure the best possible outcome for Australian industry.

AIDN is also holding all parties to account to ensure that the Department and the prime contractors honour their commitments to the transfer of technology, the know-how, the know-why and the know-what, to Australia.

The Government set a very clear agenda on the creation of a sovereign industrial base to support defence programs going forward. The need to make Australia a more self-reliant country was recognised well before any of us had heard about COVID-19.

**Continued on page 2**



# LETTER TO MEMBERS FROM BRENT CLARK

Continued from page 1

For far too long Australian industry has been subjected to unfair claims of being of greater risk, less efficient, more costly and therefore not able to compete at the international level. This has seen much of our industrial base being replaced with 100% overseas owned subsidiaries or given minor work packages which do not provide the security for industry to invest in people and the required infrastructure to grow.

None of these statements are true; Australian companies pose no greater risk than overseas companies and they often compete in overseas marketplaces. These are merely convenient claims to drive particular agendas and AIDN will do everything in its power to ensure that these claims are exposed and that this ends.

AIDN has been active in engaging with our political leaders from all the parties and we are engaging with our politicians to ensure that they understand the issues Australian industry faces and the issues that are placed in the path of Australian companies to prevent them

from succeeding. We will also work with Government to ensure that these issues are understood and removed.

We are also engaging frequently and heavily with the prime contractors in order to work with them so that they can understand what they need to do to ensure that Australian companies can be meaningfully be integrated into their global supply chain. We do not believe that it is acceptable that token amounts of work are given; AIDN believes that Australian industry should be given the opportunity to compete for global work. If an Australian company is good enough to secure work in an Australian program, why is it not being considered for the international programs?

We are reaching out to you, our important membership base – without you there is no AIDN, no industry and no Australian industry content or capability. We will work with you to ensure that you understand your obligations in order to be successful in capturing work. AIDN is here to provide you with advice, assist with understanding the complexity of dealing in this space and importantly to listen to you and your issues.

## BITS ABOUT BRENT

Brent Clark was born in Queensland and grew up on the Gold Coast. He went to the University of Queensland and after graduating he joined the Royal Australian Navy and qualified as a submarine officer.

After a successful career in the Navy he joined the active reserve list and ventured into the commercial world. During his time in the RAN he completed his Master of Business Administration.

His initial job was as a program manager in a small company, Sonartech, which provided highly sophisticated sonar and other applications for the RAN. Sonartech was later acquired by a large multinational German company Atlas Elektronik and became Sonartech Atlas (STA).

After around seven years with STA he moved to SAAB Systems Australia and had the opportunity to be heavily involved in the Maritime side of the business.

He left SAAB to become the General Manager of Thales Underwater Systems and subsequently became the Vice President of Thales Naval Business Unit.

He then joined BAE Systems and was part of their Maritime business before becoming involved in the strategic side of the business.

Brent then was offered a role with DCNS to secure the future submarine program, which ultimately DCNS was successful in securing. He then became the CEO of DCNS Australia, which was rebranded as Naval Group.

He was responsible for the detailed planning activities for the establishment of Naval Group Australia, the initial program planning phases for the Future Submarine Program and part of the French negotiating for the Strategic Partnering Agreement, the main contractual mechanism for the Future Submarine Program.

Once these negotiations were successfully concluded he established himself as an independent sole trader and provided assistance and advice to a variety of companies.

He also provided services to the Canadian Government in the area of Defence exports.

He is on the board of the Australian Maritime College and a small Defence company.

In May 2020 he became the CEO of AIDN national and is a strong advocate for Australian Industry.

Brent has four daughters, lives in Canberra and is an accredited Hockey Australia coach who coaches first grade women.

[AIDN LinkedIn](#)

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# National Supplier Readiness Program

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With Shane "Boss" Barlin and Kyle  
Taylor, Deloitte leads the Defence  
Industry consulting and business growth



A truly interactive webinar  
An open forum session, with  
individual real-time consulting  
inputs made with AIDN support

## Defence Industry Essentials

01 October 2020

Essential industry information for businesses new to Defence or looking to enter the market

A part of the AIDN National Supplier Readiness Program

Defence Industry Essentials will focus on providing participants with insight into the local, national and international Defence marketplace.

If you are considering market entry into the Australian Defence Industry, or if you have employees in your organisation new to the Australian Defence Industry, this is an 'essential' opportunity to learn about industry as a critical industry enabler to our National Security!

This 2 hour webinar will be run Nationally on **1 October 2020** from:  
11:00am–1:00pm AEST | 10:30am–12:30pm ACST | 9:00am–11:00am AWST

Enrol at: <https://www.eventbrite.com.au/e/introduction-to-the-defence-industry-tickets-119564826615>

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Coaching by Subject Matter Experts  
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lead for Defence Industry consulting  
and Strategic Communications expert



A truly interactive workshop  
An open forum session, with real-time  
consulting... develop an industry best-  
practice Quad Chart on the day!

## Effective Quad Chart Design

06 October 2020

How to create a winning 'Defence ready' first impression and present your value proposition to Defence and the Primes

A part of the AIDN National Supplier Readiness Program

Effective Quad Chart Design is a practical and interactive workshop on how to develop a quad chart to assist businesses to market themselves better to Defence and the Primes.

Whether or not you have previously developed Quad Charts, this workshop will teach key strategic communication techniques to help you "win that important pitch to Defence"!

This 3.5 hour webinar will be run Nationally on **6 October 2020** from:  
12:30am–4:00pm AEST | 11:30am–3:30pm ACST | 10:30am–2:00pm AWST

Enrol at: <https://www.eventbrite.com.au/e/effective-quad-chart-design-tickets-119568166605>

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A truly interactive webcast  
An open forum session, covering how  
to develop a Land Forces ROI, to  
include budgeting and how to make your  
marketing plan 'pitch' at the show

## The Road to Land Forces

26 October 2020

Kick start your preparations for the Toughest Defence technology  
and innovation exhibition in Australia... are you ready to win?

A part of the AIDN National Supplier Readiness Program

With the upcoming Land Forces being held June 2021, AIDN have designed a workshop to assist AIDN members and the wider Defence Industry community to plan their journey to Land Forces, including budgeting, marketing and calculating quantifiable ROI for the show.

Even if you have already booked a stand at Land Forces (or especially if you have), this is a key opportunity to plan to achieve 3 power-packed days of success in 2021!

This 3.5 hour webinar will be run Nationally on **26 October 2020** from:  
12:30am–4:00pm AEST | 11:30am–3:30pm ACST | 10:30am–2:00pm AWST

Enrol at: <https://www.eventbrite.com.au/e/the-road-to-landforces-tickets-119569695177>

To attend, book directly on EventBrite using the links above. If you have any questions, please contact us on [administration@aidn.org.au](mailto:administration@aidn.org.au)





**Melissa Price - Minister for Defence Industry**

I made a commitment to Defence industry that small business would be front and centre when the Department of Defence makes decisions and I am determined to deliver on that commitment.

Developing a sovereign defence industry and ensuring small business remains a key part of this is no small feat, especially considering the substantial cultural and systemic shift we are embarking on with Defence and its major contractors.

We continue to develop a true sovereign Defence industry – one that builds up our manufacturing base, creates thousands of Australian jobs and ensures Australian small and medium businesses play a fundamental role in our major programs. We not only want to do this – we need to do this so Australian businesses are stronger and more competitive both at home and abroad.

Recently, the Morrison Government announced its plan to spend \$270 billion on Defence capability over the next decade. We need to make sure the men and women of the Australian Defence Force have the best capability to keep Australians safe. But we must also recognise the vital role Australian industry will play in delivering this ambitious plan, and I intend to make sure as many Australian small and medium businesses as possible benefit from our unprecedented investment. Because the opportunities will be significant.

AIDN members will know that backing small

business and ensuring they have full fair and reasonable consideration in major Defence programs is essential to building our manufacturing base and developing new skills and capabilities in the Australian Defence industry. To achieve this, and to ensure the foundations are laid and the structure is right, I am delivering several key pieces of reform.

As I announced in February, I am delivering a new and enhanced AIC contractual framework. As a former construction lawyer, I looked into the contracts and identified where our Government could go even further to place greater focus on small business in our major Defence contracts. To be clear, this new framework our Government is delivering is all about backing small business. To do this, I am updating Defence's legal templates, which involves elevating AIC into the conditions of contract and statement of work, strengthening core AIC commitments and significantly expanding the AIC provisions in contracts. I intend to release the details of these changes contained in the new and enhanced framework very soon.

I also made a commitment to industry that I would deliver an Independent AIC Audit program. I am currently in the process of finalising the structure, processes and resources behind this program and when it is established, it will work to hold major contractors to account for their AIC commitments. This is a targeted program that will look at specific contracts over time. It was never intended to be a blanket audit of all Defence programs. It has taken considerable time to develop this program because it will be the tool we use to ensure AIC compliance across the board.

When an audit is established, it will be targeted and it will be forensic. Independent auditors will be able to go on-site, look at the books and thoroughly investigate if a company is compliant with AIC. This extends to auditing their commitments of IP transfer to Australia, partnerships with Australian businesses, developing capability in Australia and their investment in the Australian economy. And if a company is found to be non-compliant, it will be less likely to win Defence contracts. That's because a company's performance on AIC will be a consideration in future tender evaluations.

As many in industry will know, I initiated a review of the Centre for Defence Industry Capability (CDIC) late last year. The CDIC must be fit-for-purpose and must deliver targeted support for Australian businesses already in – and looking to get into – our Defence industry. It's been a good initiative by our Government which I want to make stronger in how it supports industry. I

want to ensure businesses get tailored and targeted advice to give them every chance of success in our Defence industry. The CDIC review was a long and thorough process, and the exciting recommendations are now with me for consideration. Once I have considered them, I will make public both the review and my decision on its recommendations. What I can confirm now is that there will be significant changes to the CDIC, with a reformed organisation providing you with the best support it can possibly offer.

I also recently announced details of an update of the guidance to the Commonwealth Procurement Rules (CPRs), which directly effects Defence procurement. The change is quite significant for Defence. For procurements above \$4 million, the guidelines now define AIC and sovereign capability as an economic benefit to be assessed as part of the value for money consideration in the CPRs. Defence will be rolling out more effective guidance to its tender evaluators with respect to AIC. It will amend its procurement templates to strengthen the application of our Government's AIC policy and will develop AIC-specific training for Defence tender evaluators. This is a big step in achieving a sovereign Defence industry.

Our Government also recently announced a \$1 billion package of recovery initiatives to help Defence industry on the road ahead. This includes an additional investment of \$300 million in the national estate works program that includes regional areas. We're doing this to back local tradies and local suppliers to do work on our Defence bases.

We're also increasing the funding for Defence industry grants, including the Skilling Australia's Defence Industry grant. We're going to quadruple the funding of this program from \$4 million per year to \$17 million per year for the next two years so that we can broaden and deepen the skills base of Australia's workers to meet Defence's needs for the future.

Beyond these measures, I have also directed Defence to explore more options for tailored support to Australian small businesses. Again, this is to help them benefit from our Government's \$270 billion investment in defence capability over the next decade. This includes exploring opportunities for Defence veterans and regional Australian businesses to position for sub contract work and expanding Defence personnel placements into industry to include small businesses. The opportunities from this investment are significant and will go a long way towards supporting Australian manufacturing in our Defence industry.





## Mitigate Risk - AOSG Provides Corporate Investigations and Due Diligence Worldwide

Before any business or company enters into a contract or agreement, it is imperative they conduct due diligence first before committing to any financial arrangement. AOSG has agents in every corner of the globe. We work with you to protect your financial interests.

*"SPAR Australia engaged AOSG late in 2018 and into 2019. I found the quality of the work very thorough and detailed. We received reports in a timely manner which allowed us to follow through on a breakdown in procedures that was resulting in substantial losses to the business. I would have no hesitation in recommending them."*

**L.J, Managing Director of SPAR Australia**

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## AIDN 2020 YOUNG ACHIEVER AWARD

Driven and talented young people are the key to the future of the defence support industry. Since 2008, AIDN has conducted the Young Achiever Award (YAA) to recognise individuals who may be future industry leaders. The award is held at the Chapter level, and each Chapter winner will compete for the National award.

### WHO CAN ENTER THE AWARD?

The Award is open to all members of defence support industry aged 30 years and under, as of 1st January 2020. Applicants need to provide contact details of two references, one of which must be employed by a member of an AIDN Chapter.

### WHY SHOULD I ENTER?

Winning the AIDN Young Achiever Award recognises your efforts, and demonstrates your achievements and your potential to your colleagues, clients and future employers. The winner of the AIDN National Young Achiever Award, through the support of the Capability Acquisition and Sustainment Group (CASG) and Department of Defence will secure a place on the 2022 Defence Industry Study Course (DISC).

To apply go to [www.aidn.org.au](http://www.aidn.org.au) for your State/Territory application form.



**AIDN NATIONAL  
YOUNG ACHIEVER  
AWARD**

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By Gary Stewart

Managing Director, Rheinmetall Defence Australia

With deliveries of the BOXER 8x8 Combat Reconnaissance Vehicle now underway to the Australian Defence Force, there is renewed focus on Rheinmetall Defence Australia's work towards establishing industry partnerships with SMEs across the nation.

Rheinmetall welcomes this scrutiny and our commitment to Australian industry is clear and unequivocal. We are committed to an Australian Industry Capability (AIC) level for Land 400 Phase 2 (the BOXER Program) of more than 50 per cent. The scope and approach to achieving this is outlined in Rheinmetall's **Public AIC Plan** and this document has long been available on Defence's Australian Industry Capability website.

Over the last four years, Rheinmetall has built a strong understanding of the current capability and capacity of Australian companies – and working with or investing in companies that have the greatest potential. This has taken various forms:

- Awarding \$A300 million of work over four years to hundreds of companies including Hilton Manufacturing, Holmwood Highgate and TRT;
- Working through Rheinmetall's global supply chain program to incorporate companies like Cablex, Milspec Manufacturing and Tectonica Australia for delivery of product to nations including Germany;
- Seeking our Tier One suppliers in Europe to also work with Australian companies – including Precision Metal Group which is now supplying blast attenuating seats to Rheinmetall's seat supplier in Europe to install on German Boxer vehicles ahead of Land 400 Phase 2;
- Supporting the German government qualification of Australian armoured steel from Bisalloy for Australian and international programs; and
- Direct investment in product development for companies such as Supashock and Supacat.

Key vehicle sub-systems of our LYNX platform for the Land 400 Phase 3 program have already been developed and manufactured in Australia by local companies and include the vehicle's alternator produced by Milspec in Albury in regional New South Wales and running gear by Supashock in Adelaide.

Of the 400 companies who pitched to the recent Commonwealth roadshow for Land 400 Phase 3, Rheinmetall has identified more than 50 SMEs to be taken through further due diligence. Some products and services offered by these companies will be immediately integrated into our LYNX vehicles ahead of Risk Mitigation Activities beginning in November.

Development, production and integration work is underway on the BOXER Program in Australia and Germany. We have over 30 Australians currently living in Germany, working and learning alongside their German colleagues at Rheinmetall production sites. This work is a key component of our knowledge transfer activities for engineering and full rate BOXER production in Australia.

Rheinmetall's new 11 hectare Military Vehicle Centre of Excellence (MILVEHCOE) at Redbank, Queensland, is the focal point for our AIC activities. Even now, as plant and equipment is being installed in the 30,000sqm production hall, our facility is operational with a significant number of Medium and Heavy Recovery Vehicles being completed along the truck production line for the Land 121 Phase 3B/5B program. Rheinmetall continues to ramp up to full production for these activities and Commonwealth announcements on industry partners will continue this year and into 2021.

In Australia, we continue recruiting and training our workforce, including progressive transfer of engineering, procurement, production and project activities. This enables Rheinmetall to have the knowledge and know-how in Australia to better assess and award contracts to companies that can achieve the capabilities required to develop, manufacture and support the BOXER vehicles. This is being carried out in the context of the tight delivery schedule and the focus on ensuring product quality, performance and cost are met.

The impact of COVID-19 also means that some activities originally scheduled for Europe are being shifted to Australia to ensure Rheinmetall meets Defence's Introduction Into Service schedule. An example of this is expediting AIC integration into the initial fleet of BOXER vehicles (which is called the Early Capability Delivery and a requirement under our contract with the Commonwealth). While no AIC was expected in these vehicles, Rheinmetall has awarded contracts to more than 20 companies to supply products and services into the initial

fleet. This now ensures that Australian SMEs are supplying components onto every vehicle delivered to the BOXER Program.

Rheinmetall is actively working with Australian companies at various stages of a five step engagement process that involves:

- Identification of the Australian companies to respond to RFQs
- Confirming the master data for work packages
- Releasing Requests for Information and Quotation
- Conducting evaluations (including supplier visits and audits)
- Signing contracts

Rheinmetall managers have met with Australian companies through either company-sponsored or Commonwealth roadshows over the past five years in every corner of the nation, including each of the capital cities and most regional centres. We now have more than 1200 companies registered with our AIC team, while German and Australian procurement teams for BOXER design and production have audited more than 80 Australian companies.

Australian companies need to meet rigorous standards to ensure the best quality vehicle to protect the Australian soldier. The benchmarking and audits conducted by Rheinmetall over the last five years have demonstrated there is a credible manufacturing base and capacity in Australia that can compete and produce to global standards for performance and quality.

What we are finding is that each SME that has met the required performance thresholds to qualify for work on the BOXER has made a long term investment in quality systems, procurement relationships and continuous improvement. The quality of the products and services offered by these companies has enabled us to exceed expectations on local content in BOXER vehicles produced to date.

To date, work has been awarded to companies in Victoria, New South Wales, Queensland, South Australia, Tasmania, the ACT and Western Australia.

Rheinmetall currently has a number of Request for Quotation packages in the Australian market for consideration or response by SMEs. With production not expected at MILVEHCOE until 2022, these are early days for the BOXER Program and many more RFQ packages will be released in coming months.




We are grateful for the support, ingenuity and capacity of Australian industry, the leadership of the Commonwealth and the opportunity to build a new capability for the Australian Army and the Australian Defence Force. We look forward to the future ahead.








*together we achieve.*

#### RECRUITMENT

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PLEASE FOLLOW & SUPPORT US



A close-up, profile view of a woman with short blonde hair and glasses, looking towards the right. The image is bathed in a blue light, with some light flares visible. The text "OPTIMISE THE NOW EMBRACE THE NEW PREPARE THE NEXT" is overlaid on the right side of the image.

# OPTIMISE THE NOW EMBRACE THE NEW PREPARE THE NEXT

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# GROWING CAPABILITY THROUGH HUNTER



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This nation's Defence industry is often underestimated in terms of the contribution it makes. While I know the readers of this publication are acutely aware of the size, scale and ingenuity of the Defence industry, I suspect that many Australians would be surprised to learn that the industry employs tens of thousands of people today and is made up of more than 3,000 small to medium size businesses.

As a Defence prime, BAE Systems Australia and its subsidiary, ASC Shipbuilding, are committed to working with and supporting Australian SMEs. We are committed to realising this on the Hunter Class Frigate Program, a nation-building endeavour of enormous strategic defence importance that offers tremendous opportunities for the growth of the local Defence industry, the growth of employment, and contribution to the economy as a whole.

Growing the capability of Australia's Defence industry through Hunter is a key part of the program that Defence industry, and the nation, is committed to. It's a topic that isn't limited to Hunter however, but one that has grown in importance across the gamut of Defence programs. As a Fundamental Input into Defence Capability (FIC), Defence has recognised that industry is essential to the operations of the Australian Defence Force (ADF), and ensuring that Australians are protected. The stronger our Defence industry, the stronger the ADF. This is a concept I very much believe in.

But growing Australian Industry Capability (AIC) within Defence programs is not just the primes' role, or the Australian Government's role. Industry themselves has a role to

play, as do state governments, education providers and research organisations. Projects of national significance require a national effort.

I've been with ASC Shipbuilding as its Managing Director for over a year now, leading the delivery of the Hunter program. With a 30-year life-span, Hunter provides an enormous opportunity for the nation to advance our sovereign shipbuilding capability and create long-term prospects for Australian industry.

I know that Defence industry is aware of the opportunity, and the long-term nature of what we are seeking to create together. I know this because since we won the contract for Hunter, we've undertaken supply chain conferences in every state and the Northern Territory which have all been well-attended. With COVID-19 restricting in-person events, we've recently held two webinars – virtual engagement opportunities featuring our leaders and our Customer that, combined, attracted around 800 representatives from hundreds of Australian businesses. Such was the success of both of these virtual engagements, we are already planning a third. On top of this our supply chain team is engaging daily, on an individual level, with businesses around Australia.

Creating sovereign capability involves ensuring that opportunities for industry to work with us are met locally wherever possible. Local industry involvement is our – and the Commonwealth's – clear preference. And we are backing this up with action, placing contracts with Australian businesses to support the Hunter program's prototyping phase, which commences in December.

We've contracted steel manufacturer BlueScope Steel AIS for Australian steel; and more recently we announced South Australian business MG Engineering has manufactured four mini blocks, which our employees will use for testing and trialling new, leading-edge manufacturing practices. Those blocks have been installed at Tonsley Innovation District, in Adelaide's south, where we are collaborating with Flinders University to research next-generation digital advancements that will ultimately be adapted to the world-class Osborne shipyard. These advancements are also focused on developing the cutting-edge manufacturing skills of our supply chain. Over the coming months and years we will ask our entire supply chain to participate with innovations that will contribute to both how we and our suppliers manufacture and sustain Hunter. We will also look for innovative Australian products to be included both in the Hunter program and potentially for export. Our research and technology program is an important part of our commitment to the Commonwealth's continuous naval shipbuilding strategy, and we will have more to say about it at the next webinar.

Within weeks we will be down-selecting more Australian businesses to provide equipment and services for prototyping. But AIC is not just about contract spend. There is a balance that needs to be achieved through investing in Australian capability that demonstrates economic impact and value for money, while also retaining performance and schedule milestones.

Continued on page 8



## Continued from page 7

For the past two years every request for information from the supply chain, and every request for tender has required a plan to show how Australian industry capability will be utilised or grown. Creating sovereign capability also requires us to ensure that we understand when program requirements may demand a solution that doesn't exist in Australia today. On occasions a local industry solution may not meet the specifications required; it may not be able to be delivered in a way that meets the program milestones, or it may be significantly more expensive. While this is not ideal, when this situation exists we actively identify how an Australian solution can be delivered in the future, both from a design and manufacturing perspective. And we also determine what investment is required to make that happen over time.

We are working very closely with the Commonwealth in our approach to developing AIC. One of the things we are doing is placing orders with Australian businesses to conduct studies in order to demonstrate how their equipment can meet the stringent security and capability requirements that is necessary for the Hunter class frigates. We have already done this – in the areas of propulsion and

ballistics. And while it's not possible for every contract on Hunter to be awarded to an Australian business, for the reasons outlined above, our overall approach will grow local industry capability as we place more contracts with Australian businesses. But in order to maximise AIC and place as many local contracts as possible, primes and SMEs have to work together, demonstrating to the Commonwealth that an AIC offer delivers economic benefits and the right capability, meets schedule and is cost-effective.

And if you are interested in work packages on Hunter, then it's worth taking the time to make sure you've done everything possible to give yourself the best chance.

### Hunter Supply Chain Essentials

- You must be registered on the Hunter program through the ICN Gateway. All of our work packages and program updates, including details about supply chain engagement opportunities – are listed on the ICN.
- If you are registered through the ICN, are you engaging in opportunities, like the webinars, to learn more about the program?
- Check your security systems – including cyber security.

- Check your Lloyd's accreditation status (if required), and familiarise yourself with the engineering and quality requirements for an anti-submarine warfare frigate.
- Consider partnering options and working with our OEMs – if you have questions on this please reach out to our AIC team.
- Have you understood the newly introduced procurement rules that give clear guidance on AIC and how it is considered and measured with regards promoting domestic economic growth?
- Submit your best proposal first time around.

And remember: *we can help you*. Contact details for the AIC team and ICN are listed on the Hunter page on the ICN.

I am confident that over the life of Hunter, Australian industry will contribute more than 60% of the content. I'm just as confident that by developing sovereign industrial capability through Hunter, we are setting up Australian Defence industry for even greater involvement in future ship-build, sustainment and other Defence projects.

**Craig Lockhart**  
**Managing Director**  
**ASC Shipbuilding**



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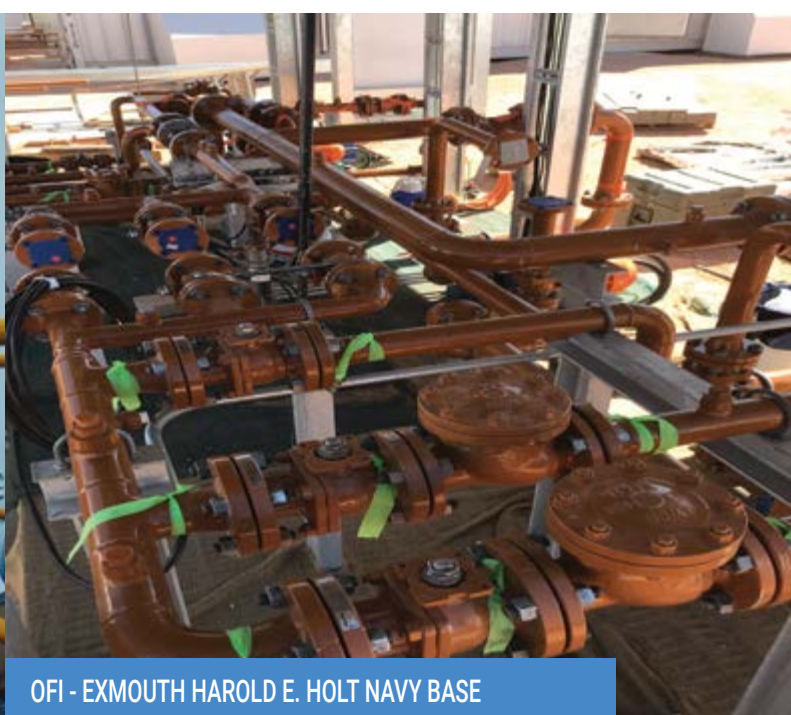




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ASME B16.6, ASME B16.10  
AS1271  
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# BUSINESSES UPSKILL FOR DEFENCE OPPORTUNITIES

TAFE Queensland has partnered with global defence prime Rheinmetall Defence Australia (RDA) to support our growing Defence industry and firmly position Queensland as Australia's home of land defence. With the establishment of the new RDA headquarters and Military Vehicle Centre of Excellence (MILVEHCOE) in Brisbane, the door has been opened for Queensland advanced manufacturing and engineering businesses to become part of the Defence industry supply chain.

TAFE Queensland has taken the lead in training future defence supply chain businesses through the delivery of the ISO9606 Course In Fusion Welding.

TAFE Queensland – SkillsTech General Manager, John Tucker said that the partnership with Rheinmetall is about bridging the international welding certification qualification gap and enabling local manufacturing and engineering businesses to access more opportunities to support our defence sector.

“Since the initial pilot program launched in 2019, TAFE Queensland has trained some 130 participants in the new international welding qualification,” said Mr Tucker.

The program, which uses new state-of-the-art augmented reality technology, aligns with a commitment to spend \$200 billion in defence services over the next two decades.

Brisbane-based manufacturing company

Rockpress was one of the first businesses to upskill employees through the ISO9606 qualification and has since secured a defence contract.

Rockpress Assistant Manager Allan Mortensen said that because the ISO9606 qualification is internationally recognised, it can draw attention from multi-national customers.

“Since our welding employees completed the program at TAFE Queensland, we’ve had an increase in defence work and RFQ’s from defence suppliers,” said Mr Mortensen.

**To find out more about how to upskill your employees contact TAFE Queensland on 1300 782 555 or visit [tafeqld.edu.au](http://tafeqld.edu.au).**



TAFE Queensland's Engineering Teacher, **Chris Corsetti** with participants at the Military Vehicle Centre of Excellence (MILVEHCOE)

## TRANSITIONING TO CIVIL STREET

Transitioning from defence to civilian life is no easy feat, and a new TAFE Queensland initiative aims to assist veterans into the next stage of their career. The Transition to Civil Street program matches existing skill sets with educational opportunities to create new civilian career paths.

The program is led by TAFE Queensland Defence Solutions Officer Paul Copson, who successfully made the transition himself – from serving in the Australian Defence Force to a career in the vocational education sector in both teaching and across commercial projects.

Paul's background in Defence coupled with his experience in the vocational sector has placed him in a unique position to assist veterans.

“One advantage that I have brought to the program is knowing how to speak both the defence language and the language that our employers and industry use,” said Mr Copson.

“We not only skill participants for new jobs, we also try to match them with employers.”

Paul has been working with former 5RAR Infantry Digger Patrick Druery, who received a medical discharge after sustaining a serious knee injury. Through the transition program Paul has been mapping career avenues that utilise Patrick's trade background as well as the technical skills and understanding he acquired in the defence force.

Patrick is now enrolled into a Certificate IV in Engineering to leverage his existing trade skills and move into employment with a defence prime or supply chain industry.

Patrick said that the transition program has opened his eyes and really given him something to aim for.

“The program's enabled me to set some clear goals and set myself a pathway that I can work on to get back into the workforce,” said Patrick.

**For more information about TAFE Queensland's Transition to Civil Street program, call 1300 782 555 or visit [tafeqld.edu.au](http://tafeqld.edu.au).**



Former 5RAR Infantry Digger, **Patrick Druery** and TAFE Queensland's Defence Solutions Officer, **Paul Copson**



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# SMES STRENGTHEN BOEING COMMUNICATIONS



**The continued growth of Australian industry capability in the defence sector makes headlines in trade publications on a daily basis. Prime contractors take the spotlight when it comes to promoting the opportunities they bring to small to medium enterprise (SMEs). But, the lesser told story is that of how the agility, flexibility and innovation of Australian businesses contributes to the success of their global counterparts.**

For Boeing Defence Australia (BDA), this experience is ably demonstrated through the evolution of its \$1.85b communications capability over the past 20 years.

Starting with early programs such as the Defence High Frequency Communications System (DHFCS) and Wakulda (formerly Vigilare) air battlespace management program, BDA has incrementally matured its sovereign communications capability and, alongside this, its supply chain.

Learnings from DHFCS and Wakulda – including how best to balance workforce capacity and SME capability and addressing challenges for SMEs associated with ASDEFCON engineering documentation, cost, schedule and resource management over complex multi-year programs – have provided the building blocks for contemporary programs such as the highly successful Project Currawong for which a network of Australian SMEs has become an integral, integrated part of its development and delivery model.

“Project Currawong would not be the success it is today without BDA’s network of more than 200 Australian businesses supporting this complex development program. It has been a highly successful project which consistently meets and exceeds customer requirements in terms of capability and schedule performance,” said BDA vice president and managing director, Scott Carpendale.

Currawong is a next generation battlespace communications system providing cutting-edge secure wideband voice, data and video services over wireless and wired infrastructure, allowing for faster and more reliable secure communication

between deployed Australian land forces and headquarters. While a team of more than 200 BDA people conceive, design, test and refine the components that make up the system, the physical manufacture of hardware, electronics systems and mechanical services is largely completed by SMEs throughout Australia.

“Currawong relies on an agile development methodology which involves developing small blocks of capability, testing it early and regularly with the customer, and responding flexibly and quickly to user feedback,” said Carpendale.

“Not only do our Australian SMEs bring capability, quality, and attention to detail, their absolute value comes from their willingness to collaboratively problem solve. Their capacity to respond to changing customer requirements with agility, to push boundaries and work at pace is vital to BDA’s ability to innovate and deliver on projects such as Currawong as well as a number of other current and future programs.”

According to Robert Wallis of GPC Electronics, AIDN NSW member organisation and supplier to the Currawong program, one of the key advantages to Boeing’s delivery methodology is its focus on transparent, collaborative relationships which has enabled his team to work directly with Project Currawong engineers to resolve issues quickly, fine tune designs and recommend changes to develop a better end-product for the warfighter.

And while it means taking a risk share approach, SMEs that commit to such contracts can reap benefits well beyond a single program.

“Our work with Boeing and other defence primes requires high levels of manufacturing complexity and automation. The nature of these contracts enables us to invest in sophisticated machinery which has transferability to the other industries in which we work, including industrial, medical and automotive products. This provides opportunities for us to further grow our business,” said Wallis.

And for businesses such as GPC Electronics,

defence business growth is rapidly coming to fruition as components from BDA’s Currawong system are being adopted onto non-Boeing platforms including Rheinmetall’s BOXER 8X8 Combat Reconnaissance Vehicle and LYNX KF-41 Infantry Fighting Vehicle.

This extension of sovereign capability, developed through the collaboration between SMEs and prime contractors, across multiple programs and platforms ultimately contributes to the Defence’s ability to be a truly integrated and interoperable fifth generation force.

However, contracting to complex defence programs does not come without its challenges for SMEs – most specifically security, project management and accreditation requirements which involve additional outlay. But these investments do provide flow on benefits.

“Investing in robust frameworks provides a proven capability for other work, and gives our workforce exposure to skills and disciplines to which they might not otherwise be exposed,” said Wallis.

In explaining BDA’s approach to supporting SMEs in meeting the challenges of defence contracts, Carpendale said the organisation takes very seriously its responsibility to engage SMEs in the development of new capabilities, connecting them with Boeing’s global supply chain and supporting Australian industry to identify ‘at scale’ international sales opportunities for locally-developed products, services and intellectual property.

“This drives a win-win relationship – our success is their success,” said Carpendale.

And for those engaged on communications programs, opportunities abound as the evolving capabilities feed into current programs including the E-7A Wedgetail and Wakulda along with potential future programs including AIR6500 air battle management system, JP9101 enhanced defence high frequency communications system, and JP9102 next generation defence satellite program.





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# UPCOMING EVENTS

## OCTOBER 2020

**23 October**

ADM Women in Defence Awards – Canberra ACT

**26 October**

The Road To Land Forces

**28 October**

North Australia Defence Summit, Darwin NT

## NOVEMBER 2020

**10 - 12 November**

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**17 - 18 November**

10th Biennial SIA Conference 2020 – Canberra ACT

**19 November**

AIDN QLD Annual Gala Dinner

**25 November**

10th Australian Space Forum – Adelaide SA

**26 November**

Defence Connect Australian Defence Industry Awards 2020 – Venue TBA

## DECEMBER 2020

**1-3 December**

TechNet Cyber 2020, Baltimore, USA

**2 December**

ADM Space Summit, Canberra, ACT

**8-10 December**

Undersea Defence Technology 2020, Rotterdam, The Netherlands



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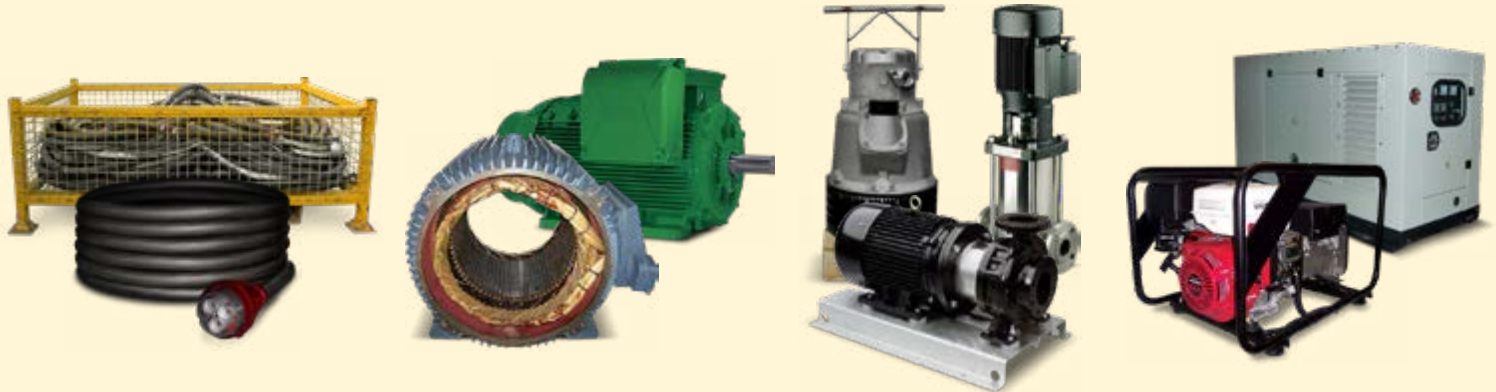
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# INNOVATIVE AUSTRALIAN SME PROVIDING SUPPORT TO THE AUSTRALIAN DEFENCE INDUSTRY

Cooperation with Australian SMEs is crucial for the Australian Defence industry, says Frank Faller, CEO of Elexon Electronics, an innovative electronics engineering and manufacturing business based in Brisbane.

## **What does your company have to offer to the Defence industry?**

Elexon Electronics' strength is its highly skilled engineering team combined with a state-of-the-art manufacturing facility. Our engineers have proven their ability to think outside the box. What the big defence players often need is someone who can help with system integration, someone who provides the "glue" to combine various system components. They need engineering as well as manufacturing solutions, all under one roof.

## **Have you already participated in any defence projects?**

Elexon Electronics is still very much at the beginning of this journey. We are proud to have been chosen by EM Solutions as their manufacturing partner for various PCB assemblies that contribute to the M3 ADS Mediator Program.

## **What did you do to be able to participate in complex defence projects?**

Elexon invested in the most advanced production equipment and systems money can buy. This enables us to provide a fast turnaround service for prototyping, component level traceability and consistent and uncompromised quality on the most challenging PCB assemblies. These factors are critical to success.

## **What is the difference between the conventional assembly line and your new equipment?**

I would like to point out just three of the major advantages. Firstly, the new inventory management system allows us to do traceability down to component level. Secondly, the Solder Paste Jet printer is a game changer as it enables us to achieve uncompromised soldering quality by optimizing the volume of solder paste deposit for every individual solder joint, something that cannot be achieved with a conventional stencil printer. Finally, only with a vacuum reflow oven can one achieve void free soldering.

## **Is there anything else you would like to see in your production facility?**

Most definitely! There is no room for complacency. Automated Optical Inspection will be our next acquisition. We will remain at the forefront of advanced manufacturing.



*Frank Faller\_new Mycronic system*



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# ROHDE & SCHWARZ TO OUTFIT CAPE CLASS PATROL BOATS WITH **NAVAL COMMUNICATIONS**

Rohde & Schwarz (Australia) will deliver integrated communications systems for six Cape Class Patrol Boats to Austal Limited for use by the Royal Australian Navy (RAN). The boats are in production at Austal's Henderson shipyard in Western Australia and will be delivered from September 2021.

The new RAN Capes will include a number of enhancements that include Rohde & Schwarz communications equipment, including the company's Naval Integrated Communications System (NAVICS) with multi-layer security and secure external line of sight (V/UHF) as well as beyond line of sight communications (HF).

Managing Director of Rohde & Schwarz Australia, Gareth Evans, said that, "As a communications systems integrator, we have unique perspective and capability along with

clear technical superiority of our solutions, particularly NAVICS.

"One of the exciting aspects of this system is its true VoIP switching, it's not a hybrid TDM solution. This makes it both future-proof and scalable. NAVICS also reduces the integration effort and risk associated with incorporating third party components using its versatile IP gateways.

"Rohde & Schwarz (Australia) has established a very competent integration capability for Australian industry in Sydney to complement our existing maintenance and world-class calibration facilities. This opportunity ensures Australian jobs are created and supply chain opportunities continue for Australia's shipbuilding industry."

Ben Wardle, General Manager Australian

Shipbuilding at Austal said the company was looking forward to working with Rohde & Schwarz Australia to deliver an effective integrated communications system for the Cape-class patrol boats.

For the new Cape Class Patrol Boat contract with the Department of Defence, Austal conducted extensive market testing for a new, proven partner that would be able to meet or exceed the technical scope of the project whilst maintaining Australian industry engagement.

"We were very pleased to find Rhode and Schwarz could fulfil this scope and we look forward to working with both the Australian and German based teams to deliver the very best integrated communications system for the RAN's new Capes," Mr Wardle said.



*Austal RAN Cape Class Patrol Boat*



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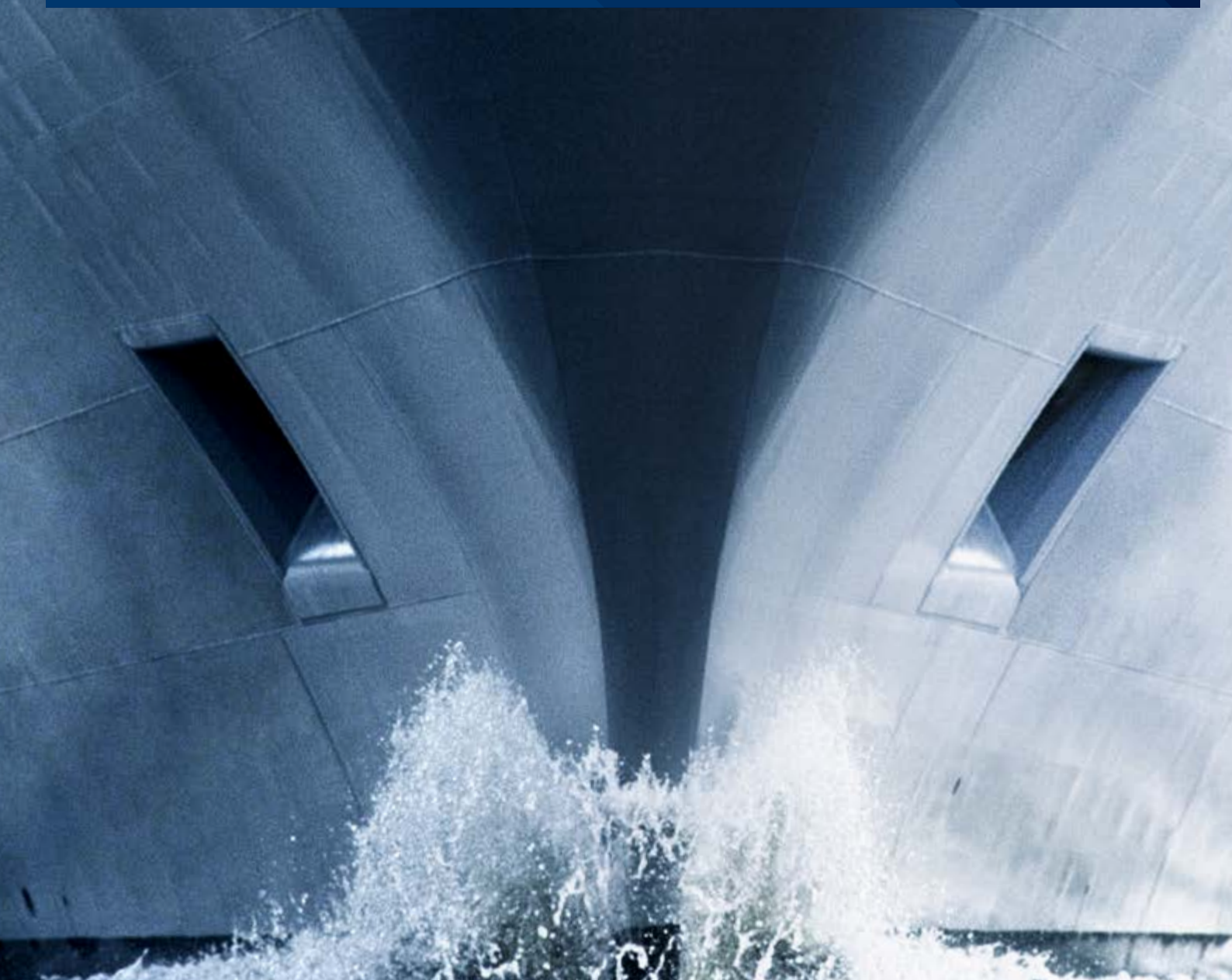


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