



Defence Teaming Centre

Connecting • Developing • Advocating



CORPORATE PARTNERSHIP OPPORTUNITIES

Become part of the DTC community

Extend your reach and make a bigger impact in the defence industry sector by partnering with a not-for-profit industry association whose mission is to grow and scale Australia's defence industry sector.

Melanie Read | Head of Member and Partner Services
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Prime Supporters



Corporate Partners

Gold Partner



Commonwealth Bank

Silver Partner



Bronze Partner



Join our valued corporate partners and prime supporters who are helping us build and maintain a sovereign defence industry for Australia.

Introducing the Defence Teaming Centre (DTC)

Based in Adelaide, South Australia, the Defence Teaming Centre (DTC) is a leading not-for-profit industry association investing 100% of its earnings in to strengthening the Australian defence sector.

Through advocacy, education, networking and industry development initiatives, DTC connects more than 200 defence prime contractors, Small to Medium Enterprises (SMEs), academic and professional organisations and government agencies to drive growth and support Australia's strategic defence interests.

The DTC represents South Australia's defence industry and national and international companies with an interest in South Australian based opportunities. We create connections, champion capability development and advocate for our members to ensure a thriving and resilient defence industry with South Australia at its core.



Connecting

Connecting you to the support you need to develop and grow your potential.



Developing

\$10M of development programs delivered to members



Advocating

A credible and effective voice for Australia's Defence Industry at all levels of Government.

Why Partner with the DTC?

Be part of Australia's development in sovereign capability as we work with government, Defence and defence industry to grow and scale Australia's defence industry sector.

As a key partner of the DTC you will:

1. **Align** your brand with a leading, professional and highly valued defence industry association delivering tangible advice and services to industry.
2. **Reach** more than 200 member companies and stakeholders and 4500 individuals representing the entire defence ecosystem including Primes, academia, SMEs and Government.
3. Build **relationships** with new and existing customers through a broad range of touch points including 50+ events, educational sessions, and advertorial opportunities.
4. Access discounted training, development and networking opportunities through **Corporate DTC Membership**, accessible to all relevant employees in your organisation.

By partnering with the DTC you are supporting a defence industry association that is contributing to the growth of the Australian defence industry sector.

What We Do



Connecting

Connecting you with the support you need to develop and grow your potential

- Targeted and personalised referrals to Primes and DTC members
- Discounted access to networking opportunities, supported by facilitated introductions at over 50 events held in Australia each year
- Coordination of targeted teaming arrangements between members
- Regular newsletters, bulletins and important industry updates
- Free posting of member relevant news in DTC’s newsletters, bulletins and social media
- Domestic and major international trade show support
- Up to five hours one-to-one Industry Facilitation per year of membership
- Subscription to Defence Business magazine



Developing

Developing members through briefings, programs, training and awareness

- Free access to Defence Industry 101 Training
- Quad chart development and review assistance
- Advice on entering and navigating through the Defence Supply Chain
- Discounted access to development workshops
- Discounted access to the Defence Industry Leadership Program
- Ongoing access to advice on Defence Supply Chain matters
- Defence sector strategy development
- Australian Industry Capability advice and plan writing
- Targeted business development advice
- Capability sourcing for specific bids



Advocating

A credible and effective voice for Australia’s Defence Industry at all levels of Government

- We advocate on behalf of our members through policy input and legislation influence
- Represent our members through relationships with the Minister for Defence, Minister for Defence Industry, Shadow Minister for Defence, Shadow Minister for Defence Industry and high ranking Defence Officials
- Represent our members on several defence industry boards and panels
- Provide representation on panels for the skilling and development for defence industry

Defence Teaming Centre Activity - 2024-2025 Financial Year



200+
Members and
Stakeholders



26
Development
Programs Delivered



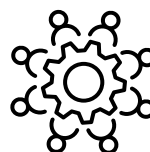
1737
People in Attendance
at DTC Events



286
Personalised
Introductions Made



167
Member
Meetings



179
Stakeholder and
Collaboration Meetings

Strategic Plan 2025-2028

Vision

A thriving, sustainable Defence Industry with **SA at its core.**

Mission

Champion the **capability** and **capacity** of the Defence Industry and National Security ecosystem.

Outcome

DTC is the trusted partner to adapt to market forces on behalf of our members so they **thrive** and **win.**

Strategic Priorities

Drive connections nationally and globally to support members in AUKUS P1 and P2.

Grow the Mid-Tier base to balance industry participation in the Defence Industry sector.

Champion Workforce, skills and Industry Development opportunities.

Influence national policy and strategy through effective advocacy, engagement & communication.

Strengthen DTC membership through sustainability, diversification and efficiencies.



Corporate Partnership Packages



The Defence Teaming Centre (DTC) offers three partnership packages to allow all businesses the opportunity to get involved and find a package which will suit their business needs.

Our mission is to represent the best interests of defence industry in contributing to our national security and creating jobs for Australians. Your partnership goes a long way in helping us achieve this.

Talk to us about ways you can maximise your corporate partnership at business@dtc.org.au or on (08) 7320 1000.

All partnership packages are priced for one year and run from 1 July to 30 June.

	Gold \$20,000 ex GST	Silver \$10,000 ex GST	Bronze \$5,000 ex GST
Marketing and Promotion			
Acknowledgement of corporate partnership on DTC website	✓	✓	✓
Acknowledgement of corporate partnership in Defence Business magazine	✓	✓	✓
Acknowledgement of corporate partnership on DTC's quad chart	✓	✓	✓
Acknowledgement of corporate partnership in DTC's annual report	✓	✓	✓
Social media post(s) on DTC's LinkedIn highlighting partnership with the DTC	1 per quarter	1 every six-months	1 per year
DTC corporate partnership logo provided for your use	✓	✓	✓
1/2 page advert(s) in the Defence Business magazine	2 per year	1 per year	✗
Opportunity to feature an advertorial in the Defence Business magazine	1 per year (up to 1,200 words)	1 per year (up to 600 words)	✗
Article(s) published on the DTC website, social media page and newsletter	2 per year	✗	✗
Opportunity to present on a DTC bi-monthly podcast	✓	✗	✗
Acknowledgement of corporate partnership at the start of DTC's podcast	✓	✗	✗
Quad chart or a 1/2 page advert in each capability catalogue	✓	✓	✓

Corporate Partnership Packages



	Gold \$20,000 ex GST	Silver \$10,000 ex GST	Bronze \$5,000 ex GST
Hospitality and Events			
Company logo on the DTC corporate partnership banner, displayed at all DTC-run events	✓	✓	✓
Member-discount to professional DTC coordinated networking events	✓	✓	✓
Verbal and visual recognition by program facilitator during Defence Industry 101	✓	✗	✗
Opportunity to present at a non-sponsored workshop or seminar to defence industry	✓	✗	✗
A branded table of 10 at the annual Defence Industry Dinner & Awards Ceremony	✓	✗	✗
Five tickets to attend the annual Defence Industry Dinner & Awards Ceremony	✗	✓	✗
Logo included in sponsor reel at the annual Defence Industry Dinner & Awards Ceremony	✓	✓	✓
Acknowledgement of corporate partnership by the MC at the annual Defence Industry Dinner & Awards Ceremony	✓	✓	✗
Tickets to Connect@DTC	2 tickets for each Connect@DTC	1 ticket for each Connect@DTC	✗
Corporate DTC Member Benefits			
Access to Defence Industry 101 training	✓	✓	✓
Quad chart development and review assistance	✓	✓	✓
Opportunity to have member-relevant news published in the DTC's newsletters, bulletins, Defence Business magazine and social media page	✓	✓	✓

Corporate Partnership Packages



	Gold \$20,000 ex GST	Silver \$10,000 ex GST	Bronze \$5,000 ex GST
Corporate DTC Member Benefits			
Member discounted access to industry development workshops and networking events	✓	✓	✓
Discounted access to the Defence Industry Leadership Program	✓	✓	✓
Domestic and international trade show advice	✓	✓	✓
Subscription to Defence Business magazine	✓	✓	✓
Discounted subscription to the Australian Defence Magazine	✓	✓	✓
Regular newsletters, bulletins and important defence industry updates delivered straight to your inbox	✓	✓	✓

Corporate Partners feature on the DTC Quad Chart



Defence Teaming Centre
Connecting • Developing • Advocating

Margaret Graham Building, Lot Fourteen, Frome Road, Adelaide SA 5000
t: +61 8 7320 1000 | dtc.org.au



Bringing together Defence Primes, SMEs, academia and professional service providers to grow and develop the Defence sector. The DTC's role is to represent South Australian defence industry, and national defence industry that has an interest in SA-based business.

Key Partnerships

- The office for the Minister of Defence Industry and Capability Delivery
- Defence SA
- Office of Defence Industry Support (ODIS)
- Advanced Manufacturing Growth Centre
- Australian Industry Group Defence Council
- American Chamber of Commerce in Australia
- SAGE Group
- Engineering Education Australia
- UTIC – Undersea Technology Innovation Consortium
- SENEDIA – The Alliance For Defense Tech, Talent and Innovation
- Hellios Information Pty Ltd
- South Australian Business Chamber
- SA Skills Commission Defence and Space Technologies Industry Skills Council (ISC)

Services

- Connecting members to opportunities in the defence sector
- Delivering workforce, skills and industry development opportunities
- Strengthening the mid-tier of the defence industry
- Facilitating industry engagement and collaboration
- AIC policy advice and plan development
- Delivery of defence industry specific leadership programs
- Advocating on behalf of SMEs on defence industry related matters
- Education and awareness to increase defence sector knowledge
- Driving connections to support members in AUKUS P1 and P2

Quality Accreditations

- Defence Industry Security Program (DISP) accreditation

Discriminators

- Dedicated team that guides and develops members to navigate, capture and win work in the defence sector
- Ongoing investment into programs that keep members informed and engaged to build stronger capable SMEs delivering for Defence
- Our membership community includes Defence, primes, academia and SMEs collaborating to build sovereign capability
- Cost-effective training and development activities including Defence Industry Leadership Program (DILP) and Graduate Learning Program – Defence Industry for graduate engineers

Gold Partner



Commonwealth Bank

Silver Partners








Bronze Partners






Prime Supporters








Contact Us

To find out more about Memberships, Events, Defence Industry Leadership Program (DILP) and Sponsorship Opportunities please contact us via the following:

Phone

+08 7320 1000

Email

Membership & Sponsorship
business@dtc.org.au

Events

events@dtc.org.au

DILP

dileadershipprogram@dtc.org.au

Website

www.dtc.org.au

LinkedIn

[defence-teaming-centre](https://www.linkedin.com/company/defence-teaming-centre)

Location

Level 2
Margaret Graham Building
1a Frome Road
Lot Fourteen
Adelaide SA 5000



Libby Day

Chief Executive Officer



Kerry Smith

General Manager Capability
Development



Helen Blavins

Executive Assistant to CEO



Melanie Read

Head of Member & Partner Services



Rowena Le Quesne

Head of Industry Development



Kristy Bishop

Finance and Business Manager



Amanda Carragher

Marketing, Communications and
Events Coordinator