



Defence Teaming Centre
Connecting • Developing • Advocating



CORPORATE PARTNERSHIP OPPORTUNITIES

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.

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ABOUT US

Based in Adelaide, South Australia, the Defence Teaming Centre is a leading not-for-profit member-based industry association that invests 100% of its earnings into maturing the Australian defence sector through a variety of services, educational initiatives, events, networking and advocacy. We bring together Defence Primes, SMEs, academia and professional service providers to grow and develop the sector and to support Australia's strategic defence interests. The DTC's role is to represent South Australian defence industry, and national defence industry that has an interest in SA-based business and we do this by connecting our members, developing opportunities for growth and advocating for our industry.

We have three main focus areas in the ever-evolving defence sector:

1. AUKUS Pillar I and Pillar II
2. Workforce skills and training
3. Strengthening the mid-tier of the defence industry.

Focus 1: AUKUS Pillar I and Pillar II – The DTC is firmly focused on maximising opportunities for South Australian business around SSN – AUKUS in the short and mid-term. Key to this is the enablement of the SA-based defence sector to identify and capitalise on opportunities related to SSN-AUKUS - to develop local capability, contribution and desired outcomes. This includes the establishment and development of partnerships and licensing agreements with overseas associations, interstate groups and developing members via education and outreach.

Focus 2: Workforce skills and training – Collaborating with stakeholders to solve this enormous challenge is an area of focus, including finding ways to engage industry in current workforce opportunities AND identifying future workforce needs will involve a lot of collaborative working. There has never been a greater need for the defence sector to produce leaders through professional development programs. This training is also an essential requirement for Australia to deliver on its SSN-AUKUS obligations. The DTC support members and local business to capitalise on opportunities in defence through the appropriate workforce skills and training and we are a provider of two leading courses; the Defence Industry Leadership Program (DILP) and The Defence Graduate Learning Program. DILP has played a pivotal role in nurturing the personal and professional growth of more than 300 defence industry leaders since its establishment in 2010. The Defence Graduate Learning Program is a collaboration between the DTC and Engineers Australia to offer graduate engineers a professional development program for an exciting career in the Defence sector.

Focus 3: Strengthening the mid-tier of the defence industry – Australia needs a larger and stronger mid-tier of defence companies and the DTC supports this by educating and informing the mid-tier with regards to growth and development opportunities. This has been outlined in the 2024 Defence Industry Development Program (DIDS) and the DTC is collaborating with stakeholders to strengthen and enhance the important mid-tier sector.



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** over 200 companies and 4.5k individuals representing the entire defence ecosystem including Primes, academia, SME's 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 complimentary **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.

90%

of members recommend the DTC

1,800 +

people attended our events in 22/23

50 +

events held around Australia each year

25

emerging Defence leaders are trained annually through our 9-month Defence Industry Leadership Program

71%

of members said the DTC helped them become Defence Ready



BENEFITS

The DTC's corporate partnership program provides an opportunity for your company to align with a trusted and highly valued defence industry association while increasing your company's visibility within Defence and defence industry.

Corporate Social Responsibility:

demonstrate your corporate support to the defence industry community through alignment with a well-recognised, not-for-profit defence industry association.

Industry Engagement: opportunities through access to exclusive DTC events, sharing your news and extending invitations to members in the DTC network.

Recognition: as a DTC Corporate Partner at 50+ events (including the annual Defence Industry Dinner & Awards Ceremony), via our website and social media channels and through various associated publications (eg. Defence Business magazine).

Visibility: increased brand exposure and target audience engagement through physical branding and face to face networking opportunities.

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

Details of our three partner packs are outlined on page 6 to 9.

Charities of Choice

Legacy Club of South Australia and
Broken Hill Inc
Returned Services League of Australia
See Differently
MESHA - Military and Emergency Services
Health Australia

Associate Members

Defence Reserves Support SA
Edith Cowan University
Flinders University
Indigenous Defence & Infrastructure Consortium
RMIT University

South Australian Space Industry Centre
The University of Adelaide
University of South Australia
University of Western Australia

PARTNERS

Prime Supporters and Corporate Partnerships

Prime Supporters



SAAB



BAE SYSTEMS

babcockTM

Gold Partners



Commonwealth Bank

PARTNERS

Prime Supporters and Corporate Partnerships

Silver Partners



Bronze Partners



Member of the SGS Group



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	—

CORPORATE PARTNERSHIP PACKAGES

	Gold \$20,000 ex GST	Silver \$10,000 ex GST	Bronze \$5,000 ex GST
Marketing and Promotion			
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	✓	✓	✓
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	✓	—	—

CORPORATE PARTNERSHIP PACKAGES

	Gold \$20,000 ex GST	Silver \$10,000 ex GST	Bronze \$5,000 ex GST
Hospitality and Events			
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	✓	✓	✓

For your \$20,000 Investment + GST for 1 year you will receive the following comprehensive package of benefits.

Hospitality and Events

- Logo featured on the DTC Partner Banner, displayed at all DTC-run events.
- Member-discount to DTC 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.
- Two tickets to each Connect@DTC networking event.
- Logo to be included in the sponsor reel at the annual Defence Industry Dinner & Awards Ceremony.
- Acknowledgement of Gold Partnership by event MC at the annual Defence Industry Dinner & Awards Ceremony.

Marketing and Promotion

- Acknowledgement as a Gold Partner on the DTC website.
- Acknowledgement as a Gold Partner in the Defence Business magazine.
- Acknowledgement as a Gold Partner on DTC's quad chart.
- Acknowledgement as a Gold Partner at the start of each DTC podcast.
- Acknowledgement as a Gold Partner in DTC's Annual Report.
- One social media post per quarter highlighting partnership with the DTC.
- Two x 1/2 page advertisements to be printed in the Defence Business magazine.
- One 1,200 word advertorial to feature within the Defence Business magazine.



DTC members taking part in a Culture and Leadership course.

GOLD

Additionally you will receive the following benefits and be recognised and rewarded in the following ways:

Corporate DTC Membership

- Opportunity to have member-relevant news published in DTC's newsletters, bulletins, Defence Business magazine and social media page.
- Access to Defence Industry 101 training.
- Quad chart development and review assistance.
- 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.

Marketing and Promotion continued

- Quad chart or 1/2 page advert featured in each Capability Catalogue, printed for each Australian trade show throughout the year.
- Two articles to be published on DTC's website, social media page and newsletter.
- Opportunity to present at one of the DTC's bi-monthly podcast.
- The DTC Gold Partner logo provided for your use.



Defence Teaming Centre
Connections • Developing • Advancing

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Members receive market specific advice, training and facilitated introductions to defence related opportunities. Our objective is to create defence mature businesses in domestic and global markets.

Discriminators

- Dedicated team who guide and develop members to navigate and win work in the defence sector
- Ongoing investment into information resources to build stronger and more capable SMEs delivering for Defence
- Our membership community includes Defence, primes, academia and SMEs collaborating to build sovereign capability

Services

- Connect members to opportunities in the defence sector
- Facilitate industry engagement
- Lead the formation of collaborative business relationships using ISO44001
- AIC policy advice and plan development
- Deliver defence industry specific leadership programs
- Workforce development and planning services
- Advocate on behalf of SMEs on defence industry related matters

Quality Accreditations

- Defence Industry Security Program (DISP) accreditation

Key Partnerships

- The Office for the Minister of Defence Industry
- 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
- Business SA

Prime Supporters

ASC babcock RAE SYSTEMS LOCKHEED MARTIN RHEINMETALL SAAB

Gold Sponsors

Commwealth Bank Jones Harley Toole

Silver Sponsors

ADCC ADELPHI FILMWORKS SITZLER William Buck

Bronze Supporters

Port Adelaide Seabed Security NPS RESEARCH



SILVER



For your \$10,000 Investment + GST for 1 year you will receive the following comprehensive package of benefits.

Hospitality and Events

- Logo featured on the DTC Partner Banner, displayed at all DTC-run events.
- Member-discount to DTC networking events.
- Five tickets to attend the annual Defence Industry Dinner & Awards Ceremony.
- One ticket to each Connect@DTC networking event.
- Logo included in the sponsor reel at the annual Defence Industry Dinner & Awards Ceremony.
- Acknowledgement of Silver Partnership by event MC at the annual Defence Industry Dinner & Awards Ceremony.



The Defence Leaders Breakfast is attended by over 150 people from around Australia who work in government, Defence and defence industry.

Pictured right; panel discussion at the breakfast.

Pictured above; a few of the attendees to the event.

Marketing and Promotion

- Acknowledgement as a Silver Partner on the DTC website.
- Acknowledgement as a Silver Partner within the Defence Business magazine.
- Acknowledgement as a Silver Partner on DTC's quad chart.
- Acknowledgement as a Silver Partner in DTC's Annual Report.
- One social media post every six-months highlighting Partnership with the DTC.
- One x 1/2 page advertisement to be printed in the Defence Business magazine.
- One 600 word advertorial to feature within the Defence Business magazine.
- Quad chart or 1/2 page advert featured in each Capability Catalogue, printed for each Australian trade show throughout the year.
- The DTC Silver Partnership logo provided for your use.



SILVER

Additionally you will receive the following benefits and be recognised and rewarded in the following ways:

Corporate DTC Membership

- Opportunity to have member-relevant news published in DTC's newsletters, bulletins, Defence Business magazine and social media page.
- Access to Defence Industry 101 training.
- Quad chart development and review assistance.
- 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.



Connect@DTC networking events are held in SA, ACT and NSW.



BRONZE



For your \$5,000 Investment + GST for 1 year you will receive the following comprehensive package of benefits.

Hospitality and Events

- Logo featured on the DTC Partner Banner, displayed at all DTC-run events.
- Member-discount to DTC networking events.
- Logo included in the sponsor reel at the annual Defence Industry Dinner & Awards Ceremony.

Corporate DTC Membership

- Opportunity to have member-relevant news published in DTC's newsletters, bulletins, Defence Business magazine and social media page.
- Access to Defence Industry 101 training.
- Quad chart development and review assistance.
- 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.

Marketing and Promotion

- Acknowledgement as a Bronze Partner on the DTC website.
- Acknowledgement as a Bronze Partner in the Defence Business magazine.
- Acknowledgement as a Bronze Partner on DTC's quad chart.
- Acknowledgement as a Bronze Partner in DTC's Annual Report.
- One social media post per year highlighting Partnership with the DTC
- Quad chart or 1/2 page advert featured in each Capability Catalogue, printed for each Australian trade show throughout the year.
- The DTC Bronze Partner logo provided for your use.



Deputy Premier of SA, the Hon. Susan Close MP, speaking at the Defence Leaders Breakfast.

FOR ENQUIRIES, CONTACT US.



www.dtc.org.au



business@dtc.org.au



(08) 7320 1000



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or the Department of Defence*