



Defence Teaming Centre
Connecting • Developing • Advocating



PRIME SUPPORTER **PROSPECTUS**

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.

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Prime Supporters



BAE SYSTEMS



Corporate Partners

Gold Partner



Silver Partner



Bronze Partner



Join our valued Prime Supporters and Corporate Partners 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 around 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 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.

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



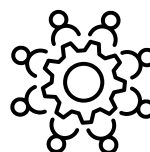
1737
People in Attendance
at DTC Events



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.



Prime Supporter Package Inclusions

Recognition as a Prime Supporter

At all DTC events and within the following DTC publications/marketing collateral:

- Defence Business Magazine
- Capability Catalogue
- Website
- Quad Chart
- Annual Report

VIP Prime Tour within Trade Shows

The DTC facilitates an individual VIP tour of the Defence SA Stand at each Australian based trade show for each Prime Supporter. Upon consultation with the Prime and knowledge on the SMEs attending, the DTC can arrange meetings between the Prime and the SME.

Each Prime Supporter's capabilities are highlighted in a 'Prime Section' of the DTC capability catalogue, which is published in line with each Australian based trade show and available on the DTC website.

International Trade Delegation Support

Prime Supporters will have the opportunity to be introduced to international trade delegates who visit Australia and be advised of opportunities in the export market and global supply chain.

Roadshow / Briefing Delivery

DTC has a team ready to assist your business in organising an industry roadshow / briefing delivery at Lot Fourteen in Adelaide.

DTC will work with you to set up the event, organise the marketing, oversee ticket registrations and will send targeted email invites at your request.





Assisting in Developing the Supply Chain

DTC works closely with key government and Defence officials to develop workshops and training programs aimed specifically at strengthening Australia's Defence Supply Chain.

As a Prime, this is beneficial in two ways:

- Developing and training your supply chain to educate them and grow their capabilities. This in turn provides a more resilient and stronger supply chain to support your business.
- Strengthen your own workforce. Provide new and existing employees access to development workshops to increase their skillset and knowledge.

Training includes:

- Defence Industry 101
- ITAR Seminars
- UK Export seminars
- ASDEFCON
- Quad Chart development workshops
- Workshops and webinars provided by DTC's membership community

These programs are available to all employees in your organisation at either no cost or at a discounted rate.

Promoting AIC Commitment

The DTC team is available to help your business promote its commitment to Australian Industry Capability.

Connect@DTC

Connect@DTC networking events provide a strong industry networking experience. All Prime supporters are given two complimentary tickets to all Connect@DTC events Australia wide to help foster relationships and strengthen your supply chain.



Package Highlights

Platform to speak to a captive audience from defence industry on important and relevant topics

Recognition as a Prime Supporter at all DTC events

Tailored industry training packages for your staff and suppliers to ensure they are ready to meet the needs of Defence

Increased accessibility to new and emerging SMEs

Two complimentary tickets to each Connect@DTC networking event

Branded table of 10 at our annual Dinner & Awards Ceremony



Defence Industry Dinner & Awards Ceremony

The DTC's annual Defence Industry Dinner & Awards Ceremony is our largest event of the year. Attended by over 650 guests, including people from Defence, federal and state government, key industry stakeholders and SMEs, the annual gala recognises and celebrates the defence industry and highlights the achievements of DTC members.

As a Prime Supporter you will receive a branded table in a prominent location, which includes 10 tickets, recognition as a Prime Supporter throughout the evening and opportunity to purchase extra tickets at the DTC member rate.

Member Capability Database

We are continually refining our member capability database to give us greater search functionality and improved capacity to record and track industry market intelligence.

We share this data with our Prime Supporters to assist in their search for industrial capabilities to support bids.

Receive DTC Member Benefits

- Free Defence Industry 101 training, particularly useful for new starters to your business from adjacent sectors
- Discounted access to DTC events and workshops
- Access to member only site visits
- Eligible to vote at the DTC Annual General Meeting
- Discreet advocacy services to Defence and Government
- Access to the DTC Member Portal, which includes discount codes, teaming toolkit, member newsletter and past event recordings
- Subscription to Defence Business Magazine
- Personalised introductions to key people of interest
- Discounted access to the Defence Industry Leadership Program



Tailor Your Package

At the Defence Teaming Centre we understand that every Defence Prime is unique, with its own set of goals and priorities. That's why we offer the opportunity for companies to tailor their own Prime Supporter package, ensuring that your partnership with us aligns perfectly with your specific needs and objectives.

Our dedicated team will collaborate closely with you to understand your specific objectives and lead you through the steps required to craft a personalised package. Below, you'll find an overview of additional options we can provide to assist you in achieving your business goals. Please be aware that this list is not exhaustive, and we have a broader range of services available to cater to your needs.

Regular Check-ins

Set up monthly, bi-monthly or quarterly meetings with the DTC CEO. These check-ins are designed to learn about your new business requirements, design / evolve training programs and learn about issues you may be having that require discrete advocating.

Site Tours

The DTC can organise site tours of your facilities to provide potential suppliers the opportunity to see where they can fit and what your requirements are to become part of your Defence supply chain.

Defence Industry Leadership Program

Your company can be part of Australia's defence industry flagship leadership program. This can be through hosting a workshop/site tour, being a facilitator, mentor or guest speaker or taking part in the Research Project as a panel advisor.

Targeted Training Programs

We can work with government and industry to tailor training programs for SMEs to suit your supply chain requirements.

Investment

Defence Prime Supporter investment is **\$20,430 ex GST** for 12 months.

At the Defence Teaming Centre, we believe that the value of your Prime Supporter investment extends far beyond the cost. For \$20,430 ex GST, you gain access to a wealth of opportunities, connections, and resources that can elevate your company's presence and impact in Australia's defence industry. We understand that each Prime Supporter is unique, and we're committed to working closely with you to ensure that you extract the maximum value from your membership.

Our one-on-one approach is designed to tailor your experience to your specific goals and objectives. Whether your aim is to strengthen your corporate social responsibility image, forge strategic partnerships, or access exclusive industry insights, we'll collaborate with you to develop a personalised strategy. Your success is our priority, and we're dedicated to helping you achieve your desired outcomes throughout your 12-month membership.

By becoming a Defence Teaming Centre Prime Supporter, you join a prestigious group of industry leaders, innovators, and collaborators. You'll have the opportunity to engage with other Prime Supporters, sharing knowledge and best practices, and contributing to the growth and scale of the Australian defence industry sector.

If you're ready to explore the possibilities of becoming a Prime Supporter with the Defence Teaming Centre or if you have any questions about the Prime Supporter package, don't hesitate to reach out to our CEO, Libby Day. You can contact her via email at libby.day@dtc.org.au or by phone at (08) 7320 1000. Libby and our team are here to assist you, discuss your objectives, and guide you toward a successful partnership with the Defence Teaming Centre.





Contact Us

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



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www.dtc.org.au



Events & Sponsorship:

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DILP:

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