



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 not-for-profit membership based industry association that invests 100% of its earnings into maturing the Australian defence sector through member services, education, events, networking and advocacy.

We are focused on bringing Defence Primes, SMEs, academia and professional service providers together to collaborate for defence market opportunities through a comprehensive calendar of events and development programs. We provide ongoing guidance and support to enable our members to navigate the evolving Defence landscape to win work in the defence sector.

As a leading industry association (and the largest defence industry association in South Australia), our mission is to grow and scale Australia's defence industry sector. To support this mission, our advocacy and industry development programs promote long term sectoral stability, improved market diversity, reduced supply chain risks, cost reduction in tendering and increased investment in R&D.

Our informed advocacy brings Australia's defence industry and stakeholders together to improve and grow industrial outcomes for Defence and defence industry. Our focus is the development of a policy landscape that supports a sustainable and cost-effective defence industry.



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.



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

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

CORPORATE PARTNER

Gold Partner

Jones Harley Toole

Silver Partner



WilliamBuck
ACCOUNTANTS & ADVISORS

Bronze Partner



PRIME SUPPORTER



BAE SYSTEMS



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.

If you have any questions or would like to register your interest in becoming a DTC Corporate Partner contact our membership and partnership team 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 BD After Five	2 tickets for each BD After Five	1 ticket for each BD After Five	—
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 BD After Five 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
Connecting • 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

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

Quality Accreditations

- Defence Industry Security Program (DISP) accreditation

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

Gold Sponsors:

- Jones Harley Toole

Silver Sponsors:

- Adelaide Film Works
- WilliamBuck
- ABCO

Bronze Supporters:

- NI-PI
- Fun Adelaide Festival

Prime Supporters:

- ASC
- BAE SYSTEMS
- LOCKHEED MARTIN
- RHEINMETALL
- SAAB

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 BD After Five 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.

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.



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.



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.



BD After Five 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 INQUIRIES, CONTACT US.



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*Defence Teaming Centre is not an agent or part of, nor affiliated with, the Australian Government
or the Department of Defence*