



VICTORIAN DEFENCE ALLIANCE – MARITIME CHARTER

OPPORTUNITY

The Alliance is directing its efforts to secure work for member companies in the national shipbuilding and naval ship sustainment industry. That industry includes the construction of the Pacific Patrol Boats, the Offshore Patrol Vessels, and the Future Frigates. It also includes the sustainment of all classes of warships operated by the Royal Australian Navy.

The estimated spend on new warship construction over the –period 2018 – 2040 is in the order of \$35 billion with around 80 percent expected to be spent in the local market.

Industry in Victoria is well placed to compete for work in the following areas:

- Supply chains supporting the construction of new naval warships.
- Supply chains supporting the sustainment RAN fleet assets.
- Global supply chain opportunities provided Primes awarded the design and/or construction of the SEA 1180 or SEA 5000 vessels.
- Design and engineering to support naval warship construction and sustainment.
- Research and development to support naval warship construction and sustainment.

VISION

The vision of the Alliance is to:

- Create an environment to support Victoria's maritime industry to secure supply chain work in the domestic and international naval shipbuilding industry.
- To be a highly efficient and effective Alliance in pursuing defence naval shipbuilding industry work.
- To be recognised as a leading State based defence industry alliance.

MISSION

To be the catalyst through advocacy, networking and collaboration to enable Victoria's maritime industry to bid for work in national and international naval shipbuilding supply chains and through national research and development programs.

STRATEGY

1. ACTIONS

- 1.1 Build the reputation of Alliance Members as trusted partners in domestic and international supply chains.
- 1.2 Provide streamlined and effective arrangements for connecting Alliance Members with defence and naval shipbuilding primes.
- 1.3 Enable Alliance Members to gain an understanding of the capabilities of other Alliance members and to identify opportunities for collaboration.
- 1.4 Promote the capabilities of Alliance members through the production and use of a Capability Directory and an Alliance website.
- 1.5 Work in partnership with the Victorian Government to promote the capabilities of Victoria's naval shipbuilding and sustainment industry and to provide pathways to business opportunities in that industry.
- 1.6 Develop strong and effective working relationships with naval shipbuilding and sustainment industry primes and key government stakeholders,

- 1.7 Effectively engage with media organisations to deliver key advocacy messages to promote Victoria's naval shipbuilding and sustainment capabilities.
- 1.8 Build the reputation of Alliance Members as trusted partners in national and international naval shipbuilding industry supply chains.
- 1.9 Provide streamlined and effective arrangements for connecting Alliance Members with Defence and naval shipbuilding industry primes.
- 1.10 Ensure that Alliance Members are informed about opportunities to participate in defence maritime industry trade exhibitions, conferences, and other events.
- 1.11 Identify and promote R&D collaboration opportunities to enhance industry capabilities aligned to project needs.
- 1.12 Provide guidance to enable industry to identify capability gap opportunities and be a catalyst to enable industry to develop and implement capabilities to close those gaps; enabled through government assistance programs.
- 1.13 Identify and promote government programs that can provide assistance in industry capability development.
- 1.14 Develop strong and effective working relationships with Australian based key Defence Maritime industry groups, alliances and collaborative organisations i.e Henderson Alliance.

2. NETWORK COLLABORATION

- 2.1 Arrange networking events to create an environment to support Alliance Members to secure work in the defence maritime industry.
- 2.2 Apply strategies and approaches that develop Alliance Members collaboration knowledge and skills.
- 2.3 Engage with stakeholders and industry to attract new investments in Victoria.

3. ADVOCACY

3.1 Conduct an Advocacy Campaign that promotes the 'case for the Victorian supply chain in the national and international naval shipbuilding industry' that targets:

- Commonwealth Government stakeholders (Defence Minister, Industry Minister, Small Business Minister, Defence Department Officials)
- State Government Ministers and Departmental Officials
- International Primes and Governments

3.2 Key messages:

- Victoria's industry capabilities are critical to the successful delivery and sustainment of national and international naval shipbuilding projects.
- Victoria has a highly competitive and proven industry capability in defence maritime industry technologies.
- A key to Victoria's capabilities is the strength of its SME sector.
- Victoria's SMEs are collaborative and are a key to the State's economic development.
- Victoria has a rich and successful history in maritime manufacturing and makes an important contribution to the national naval shipbuilding industry capability.
- Victoria's university sector and the presence of the DST Group Maritime Division gives Victoria a competitive edge in naval shipbuilding research and development capabilities.
- Sharing work throughout the national maritime industry sector is critical to the long-term viability of Australia's naval shipbuilding industry.
- Maritime industry opportunities are a catalyst for commercial manufacturing in Victoria – advances in technology support aerospace, mining and other adjacent sectors that underpin innovation and growth across Victorian industry.
- Victoria's defence industry sector delivers the innovative solutions that drive Victoria's excellence in advanced manufacturing.

HOW WILL WE KNOW THAT WE ARE PERFORMING WELL? (WHAT DO WE NEED TO MEASURE?)

- The Alliance is seen by stakeholders as a respected and important part of the Australian naval shipbuilding industry community.
- Alliance membership continues to grow, events are well attended, and members are fully engaged in Alliance activities.
- Membership status and event attendance is measured and reported.
- The numbers of Alliance member companies who have won work in national and international naval shipbuilding and sustainment supply chains
- Numbers of Alliance member companies registered on maritime industry supplier lists and numbers accepted as suppliers.