



Office of Defence Industry Support

The Office of Defence Industry Support (ODIS) provides a seamless experience for small and medium enterprises (SMEs) to engage with Defence.

SMEs can engage with ODIS staff through a number of pathways:

- on-site visits in capital cities and regional locations across Australia;
- outreach programs, workshops, networking events and trade shows – rolled out nationally;
- online resources where businesses can access information, tools and services; and
- ODIS Update.

Key ODIS services

- specialist defence business advice to increase the competitiveness of Australian defence SMEs so they have the capability to easily integrate into supply chains and grow to become competitive defence providers;
- direct linkages to Defence procurement programs through proactively identifying the needs of Defence capability managers and delivery groups;
- identify current SMEs who can meet Defence needs in the short term and assist to build the capability of defence industry to meet the needs of Defence, in the medium and longer term;
- direct linkages to Defence end users to support innovative industry initiatives;
- assist SMEs to work with end users and existing Defence programs to support greater innovative industry outcomes;
- tailor grants to assist the development of SMEs to meet Defence requirements in the short, medium and long terms; and
- work closely with other key Australian Government initiatives, as well as initiatives at the state and territory government level.



ODIS is the trusted link for Australian SMEs looking to enter—or expand their footprint—in the defence industry.



The core function of ODIS—through its industry engagement teams around Australia—is to provide advisory, guidance and mentoring services to SMEs.



ODIS employs a proactive strategy to support businesses as they build capability that aligns with Defence's requirements, throughout the capability lifecycle.



ODIS supports Australian industry through a number of programs and pathways to ensure they meet Defence's sovereign needs.



ODIS works with state and territory agencies, industry associations, SMEs, and Primes, to position Defence industry to deliver capability to equip and sustain our Australian Defence Force.



ODIS around Australia

ODIS staff are located throughout Australia. Industry can experience a full range of services and hear from experts. Targeted support is available to regional and Indigenous businesses.

Business support is tailored to the specific needs of each regional area, building upon the services provided by ODIS staff in each state and territory.

This support includes Indigenous outreach programs, with regional support based on consultation and analysis of specific requirements. ODIS also provides dedicated support to regionally-based SMEs.

Defence Business Readiness Tool

The Defence Business Readiness Tool (DBRT) assists businesses to understand what it means to be 'Defence Ready', and enable them to self-assess against best practice benchmarked for defence suppliers. It helps businesses to prioritise the actions necessary to enter and grow their Defence business capability.

The tool is designed for industry by industry for the benefit of key users, including SMEs, Defence Industry Associations, Prime Contractors, and the Department of Defence.

It is a secure questionnaire that contains a series of guided questions tailored to the product and/or services that the SME provides.

The DBRT is available to SMEs wishing to work with Defence. It is free for SMEs and mentors to use and there is no fee for connecting SMEs and mentors.

Evaluation

As part of ODIS' flexible and adaptable approach, regular reviews of key services are conducted to ensure ODIS is meeting the needs of Australian SMEs and Defence.

Improved services offered under ODIS

- ✓ Take a proactive approach that focuses on business growth and is driven by the needs of Defence.
- ✓ Work with key partners in each state and territory—to complement their initiatives—so that together we can provide local solutions for Australia's SMEs as they seek to work with Defence and the primes.
- ✓ Increase the competitiveness of SMEs so that they have the capability to easily integrate into supply chains and grow to become competitive defence providers in their own right.
- ✓ Work with primes to solve supply chain problems.
- ✓ Increase the number of staff working directly with SMEs to provide greater support to defence industry.
- ✓ Adopt a flexible staffing model that includes experienced and specialist staff with Air Force, Navy, Army, commercial and government backgrounds so that the advice provided to businesses is the right advice.
- ✓ Regularly review the staffing model to ensure it remains fit-for-purpose.
- ✓ Ensure that the services we offer are responsive to changes in the market, to ensure we are meeting the needs of industry.
- ✓ Have a dedicated regional SME support team to seek out regional SMEs who have the capability to enter the Defence market, support them and assist in identifying opportunities to enter Defence supply chains.

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