



# Accelerating Defence Innovation: Australia & UK Support - Webinar

## Questions & Answers

### Accelerating Innovation – Questions and Draft Answers

#### **HOW CAN WE FIND LIKE-MINDED PARTNERS IN AUS OR UK TO COLLABORATE WITH ON INNOVATION PROJECTS?**

- Austrade and the UK Defence & Security Exports (UK DSE) can help through connections to resources, providing suggestions and making direct connections.
- The exact agency who can help you best will depend on circumstances, but in the first instance UK companies should contact UK DSE and Australian companies should contact Austrade.

#### **WHERE CAN WE GO TO FIND OUT MORE ABOUT UPCOMING OPPORTUNITIES WITH DASA AND DIH?**

- The Defence and Security Accelerator (DASA) advertises opportunities and calls on their website [www.gov.uk/dasa](http://www.gov.uk/dasa). Please note you can sign up for email alerts.
- The Defence Innovation Hub lists open opportunities on its website [www.innovationhub.defence.gov.au](http://www.innovationhub.defence.gov.au). Businesses can also engage with the Centre for Defence Industry Capability ([www.business.gov.au/CDIC](http://www.business.gov.au/CDIC)) and sign up on the CDIC website to receive notifications via the Defence Industry and Innovation newsletter.

#### **CAN DIT HELP US FIND TECHNOLOGY PARTNERS FOR ITEMS LIKE TRANSFORMERS THAT WOULD BE USED ON TYPE 26/HUNTER?**

- Many UK Type 26 supply chain businesses are looking for Australian partners. UK DSE can advise of relevant businesses looking for partners. Austrade may also be able to assist, as they assist UK investors to establish in Australia. However, in the first instance please contact UK DSE.

#### **DOES DASA HAVE OPEN FUNDING CALLS OR ARE THEY TOPIC SPECIFIC?**

- DASA has both open calls and specific themed competitions and market explorations.
  - Open Calls are split into two stages for Emerging Innovations (Early stage) and Rapid Impact (More mature products).
  - Current themed competitions are: telepresence technology and urban drone technology
  - Current Market Explorations are: future policing.
- For further information and to apply, please visit [www.gov.uk/dasa](http://www.gov.uk/dasa)

#### **DOES DASA PREFER PROPOSALS THAT INVOLVE TEAMS FROM THE UK AND PARTNERS I.E. SHOULD WE INCLUDE UK IN ALL THE PROPOSALS?**

- DASA takes applications from both UK and Australian entities. It is recommended to include UK teams / partners if you have them, in order to contribute to a clear and detailed project plan, with identified work packages and deliverables.

## **ARE THERE ANY PARTICULAR AUSTRALIA THEMES OR CALLS THAT ARE UPCOMING THAT CAN BE SHARED?**

- The Defence Innovation Hub accepts proposals submitted via the Priority Innovation Notice at any time throughout the year. Innovation priorities are reviewed annually. The Hub's current innovation priorities are:
  - Intelligence, Surveillance, Reconnaissance ; Electronic Warfare ; Space ; Cyber
  - Key Enablers
  - Land Combat, Amphibious Warfare and Special Operations
  - Strike and Air Combat
  - Maritime and Anti-Submarine Warfare
  - Air and Sea Lift
- From time to time the Hub also publishes challenge statements with a particular theme. These are called Special Notices. All registered users with the Hub are advised when new Special Notice challenge statements are uploaded.
- Please visit <https://www.innovationhub.defence.gov.au/call-for-submissions/> to view current and previous procurement notices. You can also register for Hub user account [here](#).

## **CURRENTLY PUTTING TOGETHER AN 'INNOVATION OUTLINE' THROUGH DASA TO CONNECT WITH END USERS. CAN THE UK/AUS RELATIONSHIP GIVE US ACCESS TO END USERS IN AUS ALSO?**

- Australia and the UK hold several events throughout the year which can provide exposure to end-users in both countries. These include networking events at trade shows and online events.
- In Australia, there are upcoming major events, such as Land Forces and Avalon Airshow. UK DSE and Austrade are currently considering joint activities at these events.
  - If you would like to be alerted to these events, please contact UK DSE and Austrade.
- From 23-27 November 2020, the Defence Innovation Hub will run an online Defence Innovation Conference which will include briefings on innovation priorities and networking opportunities with Defence staff. Please contact [innovation.hub@defence.gov.au](mailto:innovation.hub@defence.gov.au) to be notified when the registrations open. For those who are UK based, recordings of the live sessions can be made available if requested.
- UK businesses who establish an Australian presence, or partner with an Australian company, may also be able to benefit from the services of domestic support mechanisms. This includes the CDIC, which helps businesses to engage with Defence.

## **IS THERE AN EQUIVALENT TO DASA IN AUSTRALIA?**

- Yes, the DASA equivalent is the Defence Innovation Hub.
- Australia also has a separate fund, the Next Generation Technologies Fund which is focused on research in emerging and future technologies to develop game-changing capabilities for Defence. The NGTF invests in activities involving universities, research agencies and industry. More information can be found at <https://www.dst.defence.gov.au/nextgentechfund>

## **LOTS OF TALK ABOUT KIT AND EQUIPMENT. IS THERE A PROCESS FOR CHAMPIONING SERVICE DELIVERY?**

- The Defence Innovation Hub is focused on the development of innovative technology which can have a capability outcome for Defence. The Hub is investing in a range of areas including artificial intelligence and software systems that could improve Defence's efficiency in the services they deliver.

## **HOW CAN I LEARN ABOUT AUSTRALIA'S INNOVATIVE CAPABILITIES IN AREAS SUCH AS SYNTHETIC TRAINING, INTELLIGENCE (AS FIVE-EYES PARTNER) AND RF COMMUNICATIONS**

- Austrade is able to provide information on Australian defence industry capabilities, such as those requested. Please contact Austrade for more information.

## **CAN A UK BASED SME WITHOUT AN AUSTRALIAN BUSINESS NUMBER BE AVAILABLE FOR FUNDING THROUGH THE INNOVATION HUB?**

- An Australian Business Number (ABN) or New Zealand Business Number (NZBN) is needed to be eligible for funding from the Defence Innovation Hub.
- For UK businesses without an Australian presence, you may wish to consider locating an Australian partner to access the Defence Innovation Hub.
- UK businesses can, depending on their circumstances, apply for an ABN from overseas. Please see the Australian Taxation Office for more information  
<https://www.abr.gov.au/business-super-funds-charities/applying-abn/abn-businesses-outside-australia>

## **WHAT AUTONOMOUS SYSTEMS OR CAPABILITIES ARE PRIORITY FOCUSES? AIR, MARITIME, GROUND? WHAT ARE EXAMPLES OF SUCCESSES?**

- While all of the Hub's priority investment areas are noted previously, the top three areas (in priority order) are:
  - 1) Intelligence, Surveillance, Reconnaissance, Electronic Warfare (ISREW), Space and Cyber ;
  - 2) Key Enablers;
  - 3) Land Combat, Amphibious Warfare and Special Operations.
- The Hub's Priority Innovation Notice, which can be accessed [here](#), provided more detailed explanation of the Hub's priority investment areas.
- Within these areas, autonomous systems, which offer capability benefits to Defence, are a priority for the Hub, irrespective of whether they are air, maritime or ground. For example, the Hub has invested in several autonomous maritime systems, which offer ISREW capabilities.
- Several examples of the Hub's investment in these technologies can be found in the 2018-19 Defence Industry and Innovation Programs Annual Report. This Report can be accessed [here](#).

## **CAN THE DEFENCE INNOVATION HUB SUPPORT TO FOSTER RELATIONSHIPS BETWEEN UK SMES AND THE AUSTRALIAN INDUSTRY TO GIVE THEM ACCESS TO THE INNOVATION HUB FUNDING?**

- Fostering relationships between Australian and UK businesses, and helping them to find suitable partners, is primarily the responsibility of Austrade and UK DSE. The exact agency who can help you best will depend on circumstances, but in the first instance UK companies should contact UK DSE and Australian companies should contact Austrade.

## **HOW DOES UK SME WITH INNOVATIVE TECH THAT IMPROVE OPERATIONAL RESILIENCY FOR GOVT APPLICATIONS FIND PARTNERS & FUNDING TO DEVELOP THAT TECH FOR AUSTRALIAN DOD?**

- If you are a UK business seeking to do business in the Australian market, please contact UK DSE in the first instance to discuss the opportunities and pathways to the Australian markets. UK DSE, working with Austrade, can help you locate partners.
- There are a range of funding opportunities in Australia for defence technologies, including but not limited to the Defence Innovation Hub. UK DSE and Austrade can provide further information on these sources.
- If a UK SME establishes an Australian presence, or partners with an Australian partner, they may be eligible for Defence Innovation Hub funding. However, please note the

focus is on new innovative products or services – not on customisation of existing products.

### **ARE DASA AND DEFENCE INNOVATION HUB PLANNING A JOINT CALL TO ENCOURAGE PARTNERSHIPS?**

- Currently, DASA and the Defence Innovation Hub do not have plans to undertake a joint call. However, the two agencies do work together and will continue to discuss.

### **WE HEARD THAT UK DASA ALLOWS COMPANIES TO KEEP THEIR IP RIGHTS. IS THIS THE SAME IN AUSTRALIA?**

- Under the Australian Department of Defence's Intellectual Property Strategy, The Defence Innovation Hub will not seek to own intellectual property created in connection with the innovation unless there are compelling reasons to do so, such as national security. In the vast majority of cases, the innovator owns the intellectual property generated through the contract.
- In the United Kingdom, DASA also does not own intellectual property, and the innovator owns the intellectual property generated.
- Both the Defence Innovation Hub and DASA recognise the value of intellectual property and have safeguards in place to protect information provided during submissions. For further information please refer to <https://www.business.gov.au/CDIC/Innovate-in-defence/What-happens-after-you-submit-an-innovation-proposal#intellectual-property-under-the-innovation-contract> and [www.gov.uk/dasa](http://www.gov.uk/dasa).

### **CAN A UK COMPANY SUBCONTRACT TO AN AUSTRALIAN COMPANY FOR DEFENCE HUB INNOVATION? A JV IS A SIGNIFICANT INVESTMENT FOR AN SME**

- As mentioned above, the minimum eligibility requirements for businesses to receive funding from the Hub is a valid ABN or an NZBN that belongs to the organisation lodging the proposal.
- While Australian based subsidiaries with parent companies in the United Kingdom are eligible for Hub funding, a key assessment criteria is *contribution to Australia's defence industry capability*. This means that a proposal from a company without a meaningful Australian presence is unlikely to be successful.
- Australian based organisations may choose to subcontract with a company based in the UK and still be eligible for Hub funding.

### **IS THERE A PLATFORM/FORUM FOR BUSINESSES (AUST/UK) WHO ARE INTERESTED IN EXPLORING PARTNERING OPPORTUNITIES?**

- There is no single platform providing information on prospective partners for Australian and UK businesses.
- Austrade and the UK DSE are able to help locate partners. The exact agency who can help you best will depend on circumstances, but in the first instance UK companies should contact UK DSE and Australian companies should contact Austrade.
- Institutions such as the Australia-British Chamber of Commerce also provides events and services to help businesses engage with each other.

### **ARE THERE CLEARANCES/PAPERWORK REQUIRED TO PARTICIPATE?**

- Both DASA and the Defence Innovation Hub require online lodgement of submissions, including aspects such as timelines and detailed proposals.
- Security clearances are not required to lodge a submission. However, depending on the product or service proposal a clearance may be required. These requirements would be discussed with proponents and security clearance requirements outlined in the relevant contract.
- When working, or seeking to work with the Australian Department of Defence, it is worth reviewing its industry security arrangements and policies. This information is available [here](#).

## **WHAT OPPORTUNITIES ARE OFFERED OR AVAILABLE FOR CURRENT PHD STUDENTS IN ADVANCED MANUFACTURING?**

- Australia welcomes students seeking to come to Australia and study, including for PhD. Several Australian Universities have world-class advanced manufacturing capabilities, including in areas of defence such as naval shipbuilding and aerospace.
- Information on studying in Australia, including courses available and institutions active, can be found at <https://www.studyinaustralia.gov.au/>.

## **WE HAVE A SUBSIDIARY COMPANY IN THE UK, WE FIND IT DIFFICULT GETTING SUPPORT IN AUSTRALIA, CAN WE APPLY TO DASA THROUGH OUR UK SUBSIDIARY OR AUSTRALIAN ENTITY**

- DASA takes applications from both UK and Australian entities.