AIDN-SA INFORMATION SUMMARY

VISION

The Australian Industry & Defence Network – South Australia Incorporated (AIDN-SA) aims to maximise Defence and Security-related business for South Australian SMEs.

BACKGROUND

AIDN-SA is the South Australian chapter of the 'Not-for-Profit' organisation, the Australian Industry & Defence Network Incorporated (AIDN), which is the national industry association for small-to-medium enterprises (SMEs) wishing to do business in the defence and security sectors. Established in 1995, AIDN represents the interests of Australian SMEs in the defence and security industry sectors by advocacy, trusted partnerships and member services to maximise their defence and security related business.

AIDN is made up of chapters from all states and territories and has a combined national membership network in excess of 700 principal SME companies. Its chapter structures are optimised to align the nature of defence activities and priorities with the defence and security industries in each State and Territory, ensuring that AIDN's national direction is informed by a diverse range of defence, national security and industry stakeholder views.

VALUE PROPOSITION

Underpinning AIDN's influence with the key defence procurement agencies, industry prime contractors and the wider defence and security networks is the strength and credibility of the AIDN brand and partnerships, along with the collective knowledge and experience of hundreds of committed senior defence and industry executives available to you.

AIDN-SA will facilitate local defence and industry engagements (including Primes) relevant to current and proposed Defence and Security projects; generate collaborative partnerships and industry-sector alliances; provide supply chain development and diversification programs; research and promulgate market intelligence; support business missions and trade shows; contribute to workforce planning; and links industry with federal and state/territory government programs in skills training, innovation, technology and asset development, specialisation, and export readiness.

Within the AIDN framework, AIDN-SA is dedicated to its role of supporting all SA based businesses, by influencing the growth of the SA Defence Support Industry sector and providing a source of information and networking opportunities to support its members.

AIDN-SA does this via seven main activities:

1. Generating networking opportunities to connect AIDN members with new business procurement decision makers from across both defence and your local industry peers, through local company presentations and networking events.

2. Providing a source of information and advice on:
   a. best-practice tendering
   b. project management tactics and strategy
   c. winning defence business
   d. supply chain development
   e. people and product development.

3. Advice on circumnavigating defence bureaucracy and how to best position your business to improve the win rate in defence tenders.

4. Influencing government policy and procurement procedures at federal, state and local levels.

5. Organising and supporting peer-to-peer learning opportunities to drive the collective capabilities of SA based companies in developing 'best practice' solutions.

6. Creating an environment where increased opportunities for SA businesses are created by member engagement and collaboration to develop clustering opportunities, joint ventures and strategic alliances.

7. Developing and providing collective marketing and promotional activities for members at key industry events, trade-shows and conferences, where an AIDN-SA presence enhances the opportunity to showcase your business and capability.

NEW MEMBERSHIPS AVAILABLE

At present, we are seeking new members from organisations operating, or hoping to operate, across a range of domains:

Land, Maritime, Aerospace, Infrastructure, Manufacturing, Working in association with SMEs, Systems and Cyber, Science and Technology, Research and Academia, and Space.

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AIDN-SA   CONNECTING DEFENCE AND INDUSTRY STAKEHOLDERS