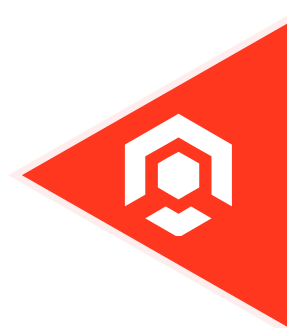


WORKING WITH DEFENCE

A PRACTICAL FORUM FOR SMES ON RISK, SECURITY AND WORKFORCE



De-risk engagement with Defence at all stages of your Defence journey.

-  Hear from Government, Primes and Industry Bodies
-  Key Advice and Compliance Updates
-  3 x Panel Sessions
-  Morning Tea & Lunch Provided
-  Networking Drinks Included

Tuesday, 12 May, 8am
The HWY, Plympton Park

10% OFF

Alliance SA welcomes the **Honourable Chris Picton, Minister for Defence and Space Industries**, to the seminar.



Alliance SA is delighted to have **Matt Opie, Chief Executive at Defence SA**, join us to deliver the opening address.



DTC / AIDN Member Discount Codes! Ask your organisation for the code!

This is a readiness session — practical, current and designed to help organisations understand, prepare for and de-risk engagement with Defence at all stages of their Defence journey.

Working with Defence is a full-day, in-person seminar designed to equip organisations with the knowledge, tools and connections required to confidently engage with Defence and critical industry. Hosted by Alliance SA, this event focuses on the real-world risks that can derail Defence opportunities — from cyber security and regulatory compliance to workforce, export controls and immigration considerations.

Attendees will gain practical insights into how to identify, manage and reduce these risks, strengthening their Defence readiness and commercial resilience. While education is the primary objective, presenters will also share current policies, services and frameworks in a value-led, informative way, providing clarity on how industry can respond to evolving Defence requirements.

By attending Defence Ready, you will:

- Understand the key operational, security and compliance risks impacting Defence-aligned organisations
- Gain practical guidance on cyber security, DISP, CMMC 2.0, workforce, and regulatory obligations
- Learn how to prepare your business for Defence procurement and supply-chain participation
- Hear directly from government, industry and professional services experts
- Build relationships across the Defence and critical industry ecosystem

Who Should Attend?

- Small to Medium Enterprises (SMEs) seeking Defence readiness
- Defence primes and Tier 1–3 suppliers
- Industry associations and peak bodies
- RTOs, GTOs, Labour Hire & Recruitment firms
- Government stakeholders
- Professional services firms supporting Defence and critical infrastructure

Industry Leadership Partner



Networking Partner



Industry Support Partner



Registrations close
COB Friday 8 May
alliancesa.com.au

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NETWORKING DRINKS

INCLUDED IN ALL TICKETS, THANKS TO WORKSEC!

- 🏠 Connect directly with speakers, primes and government
- 🏠 Continue the conversations that matter to your business
- 🏠 Build relationships across the defence ecosystem
- 🏠 Explore real opportunities in a relaxed setting

Networking Partner

WORKSEC



KEY TOPICS

OVERWHELMED BY CYBER COMPLIANCE REQUIREMENTS?

Luke Smith

Founder and Managing Director



MOVE FASTER WHILE REMAINING SECURE.

STRUGGLING TO FIND SKILLED WORKERS FOR YOUR BUSINESS? FOR MANY SMES IN DEFENCE, MIGRATION IS BECOMING PART OF THE SOLUTION.

Okke Velzeboer

Assistant Director, SA Business, Industry & Regional Outreach



TRUSTED INSIDERS REMAIN ONE OF THE MOST SIGNIFICANT AND LEAST WELL-MANAGED SOURCES OF ORGANISATIONAL RISK.

Ben Cornish

Director- National Security & Insider Risk Specialist



THE AUKUS LICENCE FREE ENVIRONMENT.

Ben Harvey

Manager – Technology & Export Controls,



“LICENCE FREE IS NOT COMPLIANCE FREE”.

ONE OF THE BIGGEST BARRIERS TO GROWTH IN DEFENCE RIGHT NOW?

Callan Markwick

Executive Director, Workforce Population & Migration



IT'S NOT CAPABILITY. IT'S WORKFORCE.

SHAPING THE FUTURE SKILLED WORKFORCE FOR AUSTRALIA'S MOST AMBITIOUS PROJECTS

Lauren Conceicao

Managing Director



Luke Smith presents "What SMEs Need to Know About Cyber & Compliance"

- The Cyber Landscape: Rising supply chain threats
- Essential Eight ML2: The mandatory baseline for cybersecurity
- Navigating DISP: Proving whole-of-business security
- Readiness: The non-negotiable contractual requirement for AUKUS Strategic Overlap: Aligning frameworks to your target market

Okke Velzeboer presents

- Skilled migration pathways available to SMEs
- How to navigate the system—including when to engage migration lawyers
- What types of candidates Australia is targeting (skills, experience, profiles)
- How SMEs can actually access and secure the talent they need
- Okke will be joined by representatives from DISP and AGSVA, providing key updates

Ben Cornish presents Insider Risk in the Defence Industry:

- The Australian defence industry operates in a uniquely complex threat environment, characterised by heightened geopolitical tension, advanced cyber capabilities, foreign interference risks, and deep reliance on trusted personnel, contractors and supply-chain partners.
- While significant investment has been made in cyber security and perimeter security controls, experience across government, defence and other critical infrastructure sectors demonstrates that trusted insiders remain one of the most significant and least well-managed sources of organisational risk.

Ben Harvey presents Technology & Export Compliance requirements:

- How it affects your organisation, how to remain compliant, and how to take advantage
- The changing landscape (both U.S. & Aus)
- AUKUS Licence Free Environment, “Licence Free is not Compliance Free”
- Advantages and disadvantages of new requirements
- Basic/minimum compliance requirements for Australian organisations (AUKUS)

Callan Markwick presents:

- Where workforce shortages exist
- Challenges for SMEs entering or scaling in the supply chain
- Available initiatives, programs and workforce pathways
- How workforce constraints are shaping emerging opportunities

Lauren Conceicao presents:

- Content coming soon!

PANEL - UNDERSTANDING YOUR RISK PROFILE

Covering the minimum requirements for Defence-related businesses, including compliance and organisational readiness.

Luke Smith - **Secure State**
Ben Cornish - **McGrathNicol**
Matt Kirk - **WorkSec**

PANEL - FUTURE WORKFORCE NEEDS

Exploring what's coming next in Defence, and how SMEs can position now to stay competitive and relevant.

Tanya Di Lorenzo - **ASC**
Robert Brown - **BAE Systems**
Mike Humphreys - **H&B Defence**

PANEL - WORKFORCE STRATEGIES 'MEETING THE CHALLENGE'

Practical strategies, from policy to training pathways, to close capability gaps and create a strong talent pipeline.

Okke Velzeboer - **Department of Home Affairs**
Callan Markwick - **Department of State Development**
Lauren Conceicao - **Skills Frontier**
Kara Prichard - **MAS National**

CONTRIBUTORS & SUPPORTERS:

Matt Opie - Defence SA

We are delighted to have Matt Opie, Chief Executive at Defence SA, join us to deliver the opening address.

Robin Dunk - ODIS - Department of Defence

Robin is a Defence Industry Adviser, and will provide a brief overview about how the Office of Defence Industry Support (ODIS) provides advisory, guidance and mentoring services to SMEs.

Ben Samy - AusIndustry

Department of Industry, Science and Resources

Ben is the Regional Manager - Greater Adelaide and will provide information on AusIndustry's role and purpose, including available Grant Funding / R&D Tax Incentives

Libby Day - Defence Teaming Centre (DTC)

Libby Day, Chief Executive Officer of the DTC, joins us to provide updates on the DTC's latest strategic activities aligned to supporting the capability and capacity of the Defence Industry and National Security ecosystem. We also welcome Libby as a Panel Moderator.

Michelle De Palma - AIDN

We welcome Michelle, Vice President of the Australian Industry Defence Network, who will provide an update on the work of AIDN, and how they support members.

Tanya Di Lorenzo - ASC

Tanya is General Manager – Workforce Capability Development, ASC. We welcome Tanya as a Panellist on Future Workforce Needs.

Mike Humphreys - H&B Defence

Mike is the Director Pillar 1 (AUKUS) at H&B Defence. We welcome Mike as a Panellist on Future Workforce Needs.

Teresa Bakaouka - PEER

Teresa is the Manager - Workforce Programs and Partnerships at PEER. We look forward to her insight into the Shipbuilding Employment Pathways (SEP) Initiative, the Defence Industry Pathways Program (DIPP), and other career pathways supported by PEER.

Kara Prichard - MAS National

We welcome Kara as a Panellist on Future Workforce Needs. Kara is the State Manager SA/WA & National Growth Manager, and will provide a brief overview about MAS National's mission to create vibrant futures by connecting people with opportunities and businesses with talent.

Matt Kirk - WorkSec

Matt, Managing Director - WorkSec, will provide a brief overview about their security-cleared talent pool, and WorkSec's support for businesses in government supply chains. We also welcome Matt as a Panellist on Understanding Your Risk Profile.

Robert Brown - BAE Systems

We welcome Robert as a Panellist on Future Workforce Needs. Robert is the People Lead at BAE Systems responsible for talent management, succession planning, workforce planning, and leadership coaching

Naval Welding Institute

Learn more about US Shipbuilding Standards, welding, metallurgy, NDT, and additive manufacturing. The alignment with NAVSEA requirements, DIVQ, and AUSSQ programs.

Michael LeVene - ExIQ

Michael will share his insights.
Is AI an opportunity or threat for SMEs?



HOW ONE SME BROKE INTO DEFENCE, BUILT CAPABILITY, AND CREATED REAL IMPACT!

It often starts on the ground—delivering infrastructure, solving practical problems, and spotting gaps others miss. That's exactly what Westside Group has done. Don't miss your chance to learn from those doing it in practice.



LEARN FROM THIS REAL CASE STUDY
RACK DOOR



Westside Group



ALLIANCESA

Together we can achieve more

About Us

AllianceSA, is a dynamic collaboration of South Australian companies dedicated to delivering excellence in major projects across a spectrum of industries.

Founded on the principles of cooperation and shared expertise, AllianceSA brings together a diverse array of talents to tackle the challenges of today's complex projects.

We connect industry with trusted South Australian businesses – ready to deliver individually or as scalable project teams.

Together, our member companies can operate as individual suppliers or collaborate as scalable delivery teams – solving challenges and delivering complex projects across industries.

We are committed to fostering global collaborations that drive innovation, sustainability, and growth. Our international partners benefit from our extensive network, expertise, and dedication to creating impactful solutions across various industries. Join us in shaping a better future through strategic alliances and shared success.

Our unique business model is a collection of non-conflicting capability willing to work together and collaborate. From design drafting to heavy fabrication, we promote a complete supply chain of capable companies suitable for major projects.

Sponsorship Opportunity

Sponsorships are available for this event!

Reach out to Michael to find out more!

By sponsoring Working with Defence, your organisation demonstrates leadership in:

- Strengthening Australia's Defence supply chain
- Supporting SME capability uplift
- Reducing systemic industry risk
- Enabling informed, compliant Defence participation

We welcome the opportunity to tailor sponsorship inclusions to align with your organisation's strategic objectives.

Contact

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Event Marketing and Sponsorship Coordinator

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