



Australian Government
Department of Defence

Department of Defence
Bindabella Park
CANBERRA ACT 2609

Reference No: ASDI/OUT/2017/R31056886

21 August 2017

Chair
Standing Committee on State Development
Defence Industry in New South Wales
Parliament House
CANBERRA ACT 2600

Dear the Hon G Pearce,

I write to correct evidence that I gave at the Standing Committee on State Development regarding the Defence Industry in New South Wales concerning Team Defence Australia.

Your question to me on page 14 of the hansard record was: *You have talked about the Team Defence Australia approach. Can you tell us what, from a practical point of view – this just makes common sense; certainly it is one of the things we will look to evolve the culture over time here in New South Wales – has made a difference with this approach? What has actually worked?*

In the hansard record of my reply, I state that: *It works because the companies themselves do not necessarily have the ability to go overseas and market themselves into the big primes and the big opportunities overseas. So what Defence does with the Centre for Defence Industry Capability, who run it for us, is bring that together, so you get a whole group of companies, we pay and support them, we facilitate access within those companies, we run events for them.*

The actual wording of “we pay and support them” should have reflected the intent that “we subsidise elements of support for them”. What this means is that we sponsor companies attending international trade shows by way of providing free access to trade events we are attending, as well as a free allocation of a branded “pod” on the Team Defence Australia stand. The small to medium enterprise attending on the Team Defence Australia stand covers all other costs associated with wages, travel and accommodation.

I apologise for any misunderstanding that may have arisen.

Yours sincerely

Matt Ramage
Assistant Secretary Defence Industry
Strategic Policy and Intelligence Group
21 August 2017