

**Email Chain 114**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Friday, 10 August 2018 12:19 PM

**To:** Graeme s9(2)(a), s9(2)(g)(ii)

**Cc:** CDIC\_Exports@industry.gov.au

**Subject:** Re: Global Supply Chain (GSC) Program networking event at Land Forces 2018

Jennie Vickers CEO of NZDIA would also like to attend.

Thanks and regards

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



On 10 August 2018 at 11:53, Graeme s9(2)(a), s9(2)(g)(ii) > wrote:

Hi – I would like to attend the GSC program networking event at Land Forces 2018.

Best regards,

Graeme s9(2)(a), s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)

[www.nzte.govt.nz](http://www.nzte.govt.nz)



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TRADE & ENTERPRISE**  
Te Taurapa Tūhono

[Level 6, 139 Quay Street, Auckland 1010](#)

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**Email Chain 113**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Friday, 10 August 2018 9:58 AM

**To:** Graeme s9(2)(a), s9(2)(g)(ii) >; Robert s9(2)(a)

**Subject:** Defence Connect

Robert note Northrop Grumman and Raytheon. We should have a go again to engage them.

[https://www.defenceconnect.com.au/key-enablers/2693-network-with-global-prime-contractors?utm\\_source=DefenceConnect&utm\\_campaign=10\\_08\\_18&utm\\_medium=email&utm\\_content=6](https://www.defenceconnect.com.au/key-enablers/2693-network-with-global-prime-contractors?utm_source=DefenceConnect&utm_campaign=10_08_18&utm_medium=email&utm_content=6)

J

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



**Email Chain 112**

**From:** Graeme [redacted]  
**Sent:** Wednesday, 8 August 2018 6:24 pm  
**To:** Jaime [redacted]; Izzy [redacted];  
HOWARTH DEBBIE, MRS [redacted] Jennie Vickers  
<jennie.vickers@nzdia.co.nz>; Sarah [redacted]  
**Subject:** RE: URGENT ACTION - Land Forces NZ Networking Breakfast Invites

Hi Jaime et al,

Confirming that the invite will go out under Alan [redacted]'s name, as [redacted].

I am hopeful that the NZ Chief of Army (designate) will speak, but that is yet to be confirmed. We'll need to write the invite independent of that.

Suggested script:

New Zealand Trade and Enterprise, on behalf of the New Zealand Defence Force and the New Zealand Defence Industry Association, invite you to attend a New Zealand networking breakfast at the Land Forces 2018 international industry exposition on Thursday 6 September, Adelaide Convention Centre.

The New Zealand Government and our companies are proud to support Australia's ambition to build a world-class defence industry. Our firms are committed to partnering with Australia to deliver unique capability and innovation, helping to build and sustain Australia's Defence Forces.

Please join us to celebrate the Trans-Tasman bonds that will help forge a stronger defence industry.

[date, time, venue, RSVP info]

Alan [redacted]

Anyone have other ideas.

Graeme

**From:** Jaime [redacted]  
**Sent:** Tuesday, 7 August 2018 8:25 PM  
**To:** Izzy [redacted]; HOWARTH DEBBIE, MRS [redacted]; Jennie Vickers <jennie.vickers@nzdia.co.nz>; Graeme [redacted]; Sarah [redacted]  
**Subject:** URGENT ACTION - Land Forces NZ Networking Breakfast Invites

Hi all

Please see attached the invite template for the networking event, as well as the confirmation email they will receive when they register. Please go through and push all the buttons – the register button etc. to make sure you're happy with the process.

If you could please provide some thoughts on:

- Copy of the invite – what they will be getting the opportunity to do? What will they be hearing etc.?
- Who the invite should look like its coming from/signed off by etc.
- Confirm your invite list including – first name, surname, email address.

I've got a few events coming up this week/next week so I really need this information **ASAP**. This Thursday marks 2 weeks to the RSVP deadline – when we need to confirm catering numbers. We can take RSVP's after this but I don't want that to be known otherwise our catering won't be accurate.

Please let me know when you can have this through to me.

Thanks,  
Jaime

---

Jaime



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s9(2)(a), s9(2)(g)(ii)

w [newzealand.com/business](http://newzealand.com/business)



Level 22 / 20 Bond Street, Sydney, NSW 2000, Australia

[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow into international markets.

**Email Chain 111**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Tuesday, 7 August 2018 3:49 PM

**To:** Graeme s9(2)(a), s9(2)(g)(ii) >; s9(2)(a) Izzy s9(2)(a)

**Subject:** Big article/feature on innovation funding opps for NZ out of C4ISR Countries

Hi Graeme

I have agreed to provide some money to Nick D to write a big article on funding sources for NZ companies for innovation and R and D. Am thinking US Canada Aus Homeland Security CDICetc etc.

Can you introduce Nick s9(2)(a) to the OZ guys so he can get the ball rolling and get a big piece into the Sept edition.

If you have not met yet we could line up an intro meeting.

Thoughts?

**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



**Email Chain 110**

**From:** Jennie Vickers CEO NZDIA <s9(2)(a)> On Behalf Of  
Jennie Vickers CEO NZDIA  
**Sent:** Tuesday, 7 August 2018 10:00 AM  
**To:** \*Multiple Recipients  
**Subject:** UNCLASSIFIED NZDIA August Newsletter

[View this email in your browser](#)

Hi,

Welcome to the August Newsletter.

The NZDIA Newsletter is now reaching many more people with an interest in Defence and National Security in New Zealand. However, we are conscious that we are still not sending this newsletter to enough of the people within interested potential suppliers, existing suppliers, NZDF and other government agencies. Please could you forward this email to your supply chains and/or any colleagues who you think may be missing out and ask them to email [admin.support@nzdia.co.nz](mailto:admin.support@nzdia.co.nz) and we can include them in.

In this newsletter we cover:

**[NZDIA Forum Registration Open](#)**

**[NZDIA Forum Prospectus Now Available](#)**

**[Reminder about the NZDF Engineering, Science and Technology Conference:  
“Enabling the 2025 Integrated Force” 28-29 August 2018](#)**

**[LandForces, Adelaide 4-7<sup>th</sup> September - NZDIA Hospitality](#)**

**[Announcements - Changes to the U.S. SAM Process](#)**

**[Northern Australia Defence Summit](#)**

**[SME Defence - Defence Innovation Hub - Call for Submissions](#)**

**[Thales Briefing Opportunities](#)**

**[Network Enabled Army - Invitation to attend an Industry Day](#)**

**[People and Roles](#)**

**[Update on magazines and how to get a hard copy](#)**

**[Where to find slides from the Member Meeting presentations](#)**

**[Become a Member Today](#)**

**[New NZDIA Members](#)**

## NZDIA Mailing List

NZDIA Forum Registration Open

**Registration for the NZDIA Annual Forum 2018 is open and progressing well.**

The 21st NZDIA Forum will be held on 30, 31 October and 1 November 2018 at the Central Energy Trust Arena, Palmerston North.

Click [here](#) to go to the Official Forum Website.

**To view any page other than the Home Page of the website you will need the following details:**

**Email:** s9(2)(b)(i)

**Password:** s9(2)(b)(i)

The website has further information about the Forum programme, accommodation and other things to do in the Palmerston North region.

Please keep a look out for updates in our newsletters and on the Forum website.

If you have any queries or issues regarding registration please email

[nzdia@eventmergers.co.nz](mailto:nzdia@eventmergers.co.nz)

[CLICK HERE TO REGISTER](#)



NZDIA Forum Prospectus Now Available  
The Forum Prospectus is still available with sponsorship and exhibitor opportunities. Contact s9(2)(a) to discuss the opportunities to exhibit and sponsor the 21st NZDIA Forum.



Reminder about the NZDF Engineering, Science and Technology Conference – “Enabling the 2025 Integrated Force” 28-29 August 2018

**The 2018 NZDF Engineering, Science and Technology Conference is now four weeks away, and the programme is being finalised.**

The speaker line up includes Alexia Hilbertidou (Girl Boss), Elise Beavis (Emirates Team New Zealand), Kerry Topp (Datacom), Justin Flitter (AI Day), Ross Pearce (Callaghan Innovation) and Susan Freeman-Green (Engineering NZ), to name a few. We are sure that there will be something for everyone and the NZDF engineering, science and technology personnel are registered and ready to go.

Commander Emma s9(2)(a) has done a great job pulling together the Techzone and it is now fully subscribed.

There are still opportunities to sponsor this event and we would be happy to talk with you asap about this. The level of sponsorship obtained will effect the number of spaces we are able to offer industry so we look forward to hearing from you.

If you have not registered your expression of interest to attend please do so by COB 8th August.

**Please email [Industry@nzdf.mil.nz](mailto:Industry@nzdf.mil.nz) for sponsorship and registration expressions of interest.**

Reminder of details:

28th & 29th August, QBE Stadium, Albany, Auckland.

[REGISTER](#)

LandForces, Adelaide 4-7<sup>th</sup> September - Are you attending?

**New Zealand Presence**

Land Forces 2018 will see NZDIA working closely with NZ Trade & Enterprise and NZDF to present the best of New Zealand at the show.

**If you are attending, whether from NZ or overseas, please let us know so we look out for you and/or secure invitations for you at events which might be of interest.**

Please email [s9\(2\)\(a\)](mailto:s9(2)(a)@nzdf.mil.nz) to let us know you will be attending.

## Changes to the U.S. SAM Process

**The US Defence procurement process and platform is changing.** This may have some consequences for NZDIA Members targeting the US. Please see the following update:

The purpose of this update is to make AC/135 aware of changes taking place in SAM.

SAM now requires the formal appointment of the Entity Administrator by original, signed notarized letter.

### **Following is a brief description of changes of these changes:**

Effective 29 June 2018, after signing into SAM.gov, the user will be asked to create a Login.gov user account. Any current SAM.gov username and password will no longer work. **IMPORTANT - WHEN CREATING A NEW USER ACCOUNT, USE THE SAME EMAIL ADDRESS USED TO CREATE THE CURRENT ACCOUNT.** If a different email address is used, existing roles will not be migrated. Note - if the e-mail address is already linked to a Login.gov account (for example, an account on USAJobs, which also uses Login.gov), the same e-mail address can be used. There is no limit to the number of applications with which it can be used but it is email specific.

As a result of these and other measures, the current notarized letter review process is being modified in two phases.

Please click [here](#) for a detailed description of the two phases and other significant changes for SAM.gov.

## Northern Australia Defence Summit

The Northern Australia Defence Summit will take an in-depth look at the geo-political situation in South-East Asia and focus on the key strategic and military importance of Northern Australia. Covering Australia's relationship with its closest neighbours and highlighting the continued investment into major infrastructure, maintenance and sustainment projects and the benefits these bring to Northern Australia.

**10 – 11 October 2018**

**Darwin Convention Centre**

**Stokes Hill Rd**

**Darwin City NT 0800**

### **KEY TOPICS INCLUDE:**

- Asia Pacific Geo-Politics and Bilateral Agreement
- Local Defence Industry
- Building International Industry Relationships
- Indigenous Defence

### **CONFIRMED SPEAKERS INCLUDE:**

- The Honourable Michael Gunner MLA, Chief Minister, Northern Territory Government
- Air Vice-Marshal Margaret Staib AM CSC, Northern Territory Government Defence and National Security Advocate
- Air Chief Marshal Sir Angus Houston, Former Chief of Air Force and Chief of the Defence Force
- Dr Malcolm Davis, Senior Analyst, Australian Strategic Policy Institute
- A/Professor Alexey Muraviev, Head of the Department of Social Studies and Security Studies, Curtin University

- Kerryn Smith, CEO, AIDN NT
- Prof John Blaxland, Head, Strategic and Defence Studies Centre

For further information, please contact:

Andrew s9(2)(a) s9(2)(a)

Phone: s9(2)(a)

Email: s9(2)(a)

Please view more information on registration [here](#).

SME Defence - Defence Innovation Hub - Call for Submissions

**SME Defence provides the following for information:**

Defence Innovation Hub (Hub) is inviting companies, businesses and organisations to respond to a Call for Submissions detailing their innovation proposal. Where an innovation proposal is assessed as suitable for investment and satisfies the requirements and assessment criteria set out in the Terms for Call for Submissions, Defence will invite the respondent to participate in a Request for Proposal process.

Defence intends to enter into contracts with respondents under a contractual framework, to mature their innovations to meet Defence's capability needs.

The Hub facilitates innovation activities from initial concept, through to prototyping and integrated testing.

These activities will be procured through the Hub across four distinct contract phases

depending upon the current maturity level of the innovation proposal. Respondents can submit an innovation proposal through Defence's online Innovation portal. The portal, and further information about the Hub's procurement processes, can be accessed at: [Defence Innovation Hub](#)

Respondents must have a valid ABN or NZBN in order to participate in the Hub procurement processes.

**Defence has identified the following innovation and investment priorities for the Defence Innovation Hub for FY 2017-18 (in priority order):**

1. Intelligence, Surveillance, Reconnaissance, Electronic Warfare, Space and Cyber stream
2. Key Enablers stream
3. Land Combat and Amphibious Warfare stream
4. Strike and Air Combat stream
5. Maritime and Anti-Submarine Warfare stream
6. Air and Sea Lift stream

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For more information go to [Defence Innovation Hub](#)

Or contact Sue s9(2)(a)

Mob. s9(2)(a)

Email: s9(2)(a)

Thales Opportunities

Last week Thales ran briefings in 2 centres, that were informative and showcased an exciting range of opportunities.

Just in case you were unable to attend or had not realised the scope of the opportunities, we have pulled out from their presentations the shopping list of skills/capabilities needed for each project presented. It is worth scanning the list:

**1. Underwater Systems: Sonar – Enhanced Outboard Localisation Activities**  
**Thales is upgrading the Collins Class Sonar and preparing for SEA 1000. Key localisation activities outboard will include:**

- Neoprene Rubber Manufacture with metal and plastic insert capabilities
- Composites, casting and acoustic windows
- Polyurethane Moulding
- Subsea cabling and connectors
- Electro-optical cabling and connectors
- Casting and machining of Nickel-Aluminium Bronze
- Mould and machining of machine glass reinforced thermoplastic materials
- Specialised coatings
- Specialised tooling and machining for installation
- Fabrication & Machining
- Cable Harnesses
- PCBA's
- Mechanical & Electronic Sub-Assemblies

**2. Collins and FSP**

**In-service and sustained since 1990s**

New capabilities sought include:

- “Digital” upgrade of periscope system delivering increased capability
- Modernized periscopes are now amongst most advanced in service worldwide
- Addresses major obsolescence, targeting outboard and inboard systems
- New Thermal Imaging and Low Light sensors

- Sets baseline for periscopes' operation and support to forecast platform end-of-life
- Enables integration with other platform sensors and
- Combat System for Collins future road map
- Supports transition to Future Submarine

#### **Options under evaluation**

- Ensuring Collins is equipped with visual systems capabilities that maintain regional advantage in dynamic maritime environment to 2040s
- Options include retain / upgrade hull-penetrating periscopes → replace with optronics masts

### **3. NZ Protected Mobility Capability Project - Protected Vehicles Opportunities**

#### **Supply Chain & AIC**

- Thales Protected Vehicles already operates a supply chain that sources components from around the world for the manufacture and support of vehicles including those already in use in Australia;
- Australian Industry Content (AIC) includes Australia & New Zealand businesses and opportunities to supply continue.

#### **In-Country NZ Support**

If Thales is successful in the PMCP Thales will look for industrial partners for in-country (NZ) repair & maintenance services, this may include:

- Maintenance management
- Diesel mech / Electrical mech / Electronic integration
- Spares & Warehousing
- Armour welding

#### **Innovation**

Thales is open to industry & academia approaches with technical innovation in hardware, software, command & communications, integration and associated vehicle combat sub-systems.

If you're interested in any of these opportunities please contact



s9(2)(a)

and we will arrange an introduction to Thales/NZTE.

The Slides from the presentations will be available in the Line of Defence NZDIA portal this week.

#### Network Enabled Army - Invitation to attend an Industry Day

On 6 July 2018, the Ministry of Defence (MoD) and New Zealand Defence Force (NZDF), together referred to as "Defence", released an Advance Notice in relation to a Request for Proposals (RFP) for the provision of a Tactical Network (TNet). The RFP was released on Friday 3 August 2018.

The acquisition is part of the Network Enabled Army Programme to provide NZDF land forces with a deployable networked Command, Control, Communications and Computers (C4), Intelligence, Surveillance and Reconnaissance (ISR) and Electronic Warfare (EW) capabilities. The Tactical Network (TNet) is a key sub-system of the Common Universal Bearer System that will deliver a deployable tactical internet capability.

This Notice of Information invites industry to attend an Industry Day to support the TNet RFP. The industry day will provide further context, including the vision of the NEA Programme, share some of the thinking behind the contents of the RFP, and encourage discussions between potential primes and supporting industries. Questions are encouraged either on the day or electronically during the clarification period of the RFP.

The Industry Day is open to potential prime contractors and companies seeking to support tenderers, either in responding to the capability acquisition elements of the

RFP or the through life support requirements. There will be opportunity for supporting industry representatives to network with prospective tenderers.

One-on-one sessions, between Defence and attendees, are not planned but will be considered if the number of requests are manageable and logistics permit.

**Where?**

**Wharewaka Function Centre (Mokopuna Room) Odlins Square, 2 Taranaki Street, Wellington Waterfront**  
**Phone +64 4 499 8180**

**When?**

**9:00am until 12:30pm**  
**Thursday, 16 August 2018**

**Interested?**

To attend, please register by 13 August 2018. Parties interested in attending the industry day are required to register via an email to

[NEA.TNetRFP2018@defence.govt.nz](mailto:NEA.TNetRFP2018@defence.govt.nz) with the following details:

- proposed attendees at the industry day (not to exceed three persons per company);
- nominated point of contact for correspondence relating to the industry day;
- interest in a one-on-one meeting in the afternoon, if provided; and
- a short company profile, not exceeding one side of A4, which can be included with the industry
- day information pack to be provided to attendees.

The decision regarding any one-on-one meetings, will be confirmed via email to the nominated point of contact.

**For further information please get in touch with our contact person:**

Elsie [redacted], [redacted] Ministry of  
Defence via [redacted]

### People and Roles

We are getting an increasing number of enquiries around job opportunities, both seeking people and people seeking roles. We are working with Manpower (a recent new member) to see how we can most effectively connect opportunities with the appropriate people.

Why not put some of Manpower's skills to use. At this stage please let us know if you are seeking people or are people seeking an opportunity. and we will start the connection process. Email [redacted]

### Defence related Magazines and Directories

Members of NZDIA have preferential access to hard copies and online content from publications like:

- Line of Defence
- Australian Defence Magazine
- APDR
- Australian+New Zealand Defence Directory

Please email [contact@nzdia.co.nz](mailto:contact@nzdia.co.nz) if you are not on the mailing lists for the magazines.

Slides from the Member Meeting Presentations  
Slides which have been cleared to share from each Meeting are posted into the [Line of Defence Portal](#)

To log in:

Username: s9(2)(b)(ii)

Password: s9(2)(b)(ii)



Become a Member Today

New members are always welcome.  
Please click [here](#) to register now.



### New NZDIA Members

A warm welcome to the following new members:

- DHL
- Manpower
- MM Creative Solutions
- Leonardo
- General Dynamics



### NZDIA Mailing List

If you received this newsletter from a colleague, supplier or customer, please let us know and we can add you to the mailing list. Simply email [admin.support@nzdia.co.nz](mailto:admin.support@nzdia.co.nz).



**Email Chain 109**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Thursday, 2 August 2018 5:55 PM

**To:** Graeme s9(2)(a) s9(2)(g)(ii)

**Cc:** HOWARTH DEBBIE, MRS

Izzy s9(2)(a)

; Jaime s9(2)(a) s9(2)(g)(ii)

Sarah

s9(2)(a) s9(2)(g)(ii)

**Subject:** Re: Feedback by COP Wednesday (tomorrow) please

We have sent out a final chaser this afternoon.

Brinton engineering is still deciding.

On Wed, 1 Aug 2018 at 4:24 PM, Graeme s9(2)(a) s9(2)(g)(ii) wrote:

I am good with the designs. I'm putting together my invite list for the function – and have asked Ian s9(2)(a) s9(2)(g)(ii) and Mike s9(2)(a) s9(2)(g)(ii) in the CBA High Comm to contribute. Not sure yet whether Chris s9(2)(a) will be attending.

Graeme

**From:** Sarah Keenan -SYD

**Sent:** Tuesday, 31 July 2018 7:13 PM

**To:** Graeme s9(2)(a) s9(2)(g)(ii)

Izzy s9(2)(a) s9(2)(g)(ii)

jennie.vickers@nzdia.co.nz; HOWARTH DEBBIE, MRS

**Cc:** Jaime s9(2)(a) s9(2)(g)(ii)

**Subject:** Feedback by COP Wednesday (tomorrow) please

Hi all

Please find attached the near-final stand designs. If you have any concerns/changes, please let me know by COP tomorrow – otherwise, forever hold your peace.

Also, can you please let us know if you can't make our weekly meetings as it's a bit frustrating waiting on calls for everyone to turn up, and nobody does. We have an number of other projects & events we are working on at the moment, so time is rather precious.

There are some things we need to confirm

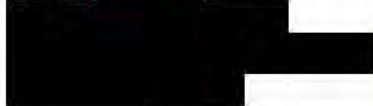
- Confirm your networking function invite lists,
- Key messages / copy that you'd like included in the invitation
- Speakers/branding and other specific details for the NZ networking function etc.
- 70 words (any major key messages from NZDF/NZDIA?) for the NZ contingent in the generic Land Forces marketing collateral

Thanks

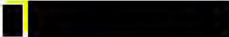
Sarah

Sarah

s9(2)(a), s9(2)(g)(ii)



s9(2)(a), s9(2)(g)(ii)



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W [newzealand.com/business](http://newzealand.com/business)



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GPO Box 54, Sydney, NSW 2001, AUSTRALIA



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**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a), s9(2)(g)(ii)



**Email Chain 108**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Thursday, 2 August 2018 5:29 PM

**To:** Graeme s9(2)(a) s9(2)(g)(ii)

**Subject:** Fwd: NZDIA-Grant - we have sent our proposal in-copy attached fyi

Hi

We sent this off yesterday. We want to make this happen regardless.

Would your Minister have a stem business dev fund to help us do this?



Project Title:	<b>Shooting for the Stars! Tour 2019</b>
Proposed project location(s):	New Zealand
Applicant:	New Zealand Defence Industry Association Inc.
Total grant request:	<b>§9(2)(b)(i)</b>

**1) Project Summary:**

In April 2018 NZDIA was honoured with a visit from Mike Hopkins a NASA astronaut, as a result of collaboration between NZ space enthusiasts and the Auckland US Consulate Team. Our audience that night included New Zealand academics working in the space field right through to older school students (14+). We witnessed firsthand on a small scale, the ability of one astronaut to make the possibility of a career in space (and therefore STEM) within reach for New Zealand’s young people, both men and women. Everyone left our event inspired with the reality of careers in space and STEM.

This proposed project would see the roll out of a national “Shooting for the Stars! Tour” in 2019, combining the existing Nanogirl Labs Team, NZDF, industry from the Space sector and the star factor of NASA Astronauts and scientists.

Our overarching objective is to inspire young New Zealanders to choose to go into STEM careers by choosing STEM study in school.

The project goal is to reach as many 14+ New Zealand school children with the **Shooting for the Stars! Tour 2019**. When these students are making their subject specialisation choices, we have a chance to encourage more young people to choose STEM related options.

We have picked this age group 14+ because this is the time when students start considering their career choices and we want to ensure they feel fully informed about the career options of the future and not the past.

We believe that the **Shooting for the Stars! Tour 2019** would achieve the following mutual New Zealand/US benefits:

- Increasing NZ/US collaboration at an industry and Defence/Government level;
- Facilitating the presence in New Zealand of inspiring US figures;
- Assisting companies such as Rocket Lab, with a potential employee pool which will itself facilitate trade and investment between the US and NZ;
- Provide an opportunity for young people with links to the Pacific Island communities to improve the wellbeing of those communities as a result of using space and STEM.

This project has the potential to deliver on these three objectives:

- 1) **Strengthen security and military cooperation and coordination:**  
One of our goals is to strengthen the understanding and knowledge of the potential of space for both the NZ public and NZDF. Our belief is that this programme will provide information, ideas and inspiration to both defence staff and 14+ students/young people. NZDF needs the future workforce pool to be better STEM qualified and excited about future focused defence careers. This programme would greatly assist their existing programmes;
- 2) **Promote the mutual benefits of bilateral trade and investment:**  
The success of Rocket Lab in New Zealand and the US has shown the potential commercial benefits for New Zealand, the US and the rest of the world from having a local space industry. Across the globe we are already seeing the success of Rocket Lab in encouraging more students to look into

space careers. A local industry with links into the US and more awareness of the opportunities with space, will in time translate into more home grown and bi-lateral employment.

**3) Deepen the relationships with Pacific communities, in New Zealand, Niue and the Cook Islands, based on our shared values and heritage:**

We believe this project can be a catalyst to encourage girls and boys from NZ based Pacific communities, to follow STEM careers with a particular emphasis on space. These young people can better serve their communities back in the Islands with satellite communications and the best innovations space can provide.

This is a unique opportunity for demonstration in NZ the cooperation between NZ and US to deliver far reaching positive benefits for New Zealand, the Pacific and the prestige of the US as the leader of the free world.

NZDIA is uniquely positioned to pull this project together having:

- Relationships with NZDF, MOD and other government departments;
- Relationships with industry both NZDIA Members and others;
- A strategic desire to create opportunities to ensure industry can access great people, NZDF can continue to train a Force for New Zealand that is future ready, and support New Zealand's economic development and success on the global stage working with its global allies.

**2) Requested amount:**

**s9(2)(b)(ii)**

We have created an indicative budget. Key aspects are:

- We have allocated the requested grant to provide **s9(2)(b)(ii)** per tour, for three different tours spread across 12 months;
- We have budgeted for **s9(2)(b)(ii)** to set up the project and put the Governance Structure and oversight in place, with independent players from industry and Government, to provide oversight for the spend.

To maximise the coverage of the programme and to cover any shortfalls we are looking at:

- **s9(2)(b)(ii)**
- **s9(2)(b)(ii)**
- **s9(2)(b)(ii)**

The following assumptions underpin the budget:

- Tour of a crew of 4 – based on MC, 2 x Speaker, 1 x Event Technician;
- fly ex-AKL for 50% of the venues, using land transport to get to the rest;
- Dress the stage for a Q&A style event – banners, chair, sofa, plants;
- AV for slides and reinforced sound with lapel mics;
- Format would be intro, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event);
- 1 x event per day (assuming an evening event); and
- Taking advantage of existing planned (and budgeted) space expert travel from the US.

Shoot for the Stars! Tour 2019	
Initial Draft Budget	
TOTALS	Notes
<b>INFLOW</b>	

Shoot for the Stars! Tour 2019	
Initial Draft Budget	
TOTALS	Notes
<b>Travel &amp; Accommodation (incl. Per Diems)</b>	
Air Travel	<b>s9(2)(b)(ii)</b>
Hotel Accommodation	
Rental Cars	
Per Diems	
<b>Other</b>	
Insurances (Equipment, PLI etc)	<b>s9(2)(b)(ii)</b> <i>Nanogirl Laxis games \$11m PLI for eventing</i>
Petty Cash	
Hospitality	
Contingency @ 10%	
<b>Total Outflow</b>	<b>s9(2)(b)(ii)</b>
<b>NET PROFIT / (LOSS)</b>	<b>(\$64,020.00)</b>

NZDIA will fund from internal resources all of its own administration and other management costs which will arise in delivery of this project.

**3) Introduction to the Organization or individual applying:**

NZDIA is a not-for-profit, member association incorporated in NZ under the Incorporated Societies Act. Our membership base consists of large New Zealand and international corporates, small and medium sized enterprises in New Zealand and overseas and New Zealand, Australian and international Government Agencies.

NZDIA came into being back in 1993 off the back of the ANZAC Frigate Project, to take the role of industry's principle conduit into the Government's defence agencies: New Zealand Defence Force (NZDF) and the Ministry of Defence (MOD).

Visionaries in government and industry recognised that a strong local industry supporting both big defence capital spending and providing ongoing local maintenance and repair was in the best interest of the economy, of the people of New Zealand and our government agencies.

During the year, NZDIA delivers to members and its wider eco-system through a wide range of mechanisms. The most important is creating opportunities for face to face interaction, learning and trust building,

between defence staff, national security agencies and industry. We support a wide range of projects in New Zealand and we are continually expanding our reach to new areas and markets.

NZDIA has a professional Board of Directors drawn from its industry Members. The CEO is a lawyer by background with three decades of governance experience. No grants have to the knowledge of the CEO been applied for or granted previously. NZDIA has the governance structures in place to ensure stewardship of any grant and will establish a dedicated governance structure for this project.

#### **4) Problem Statement:**

New Zealand needs to urgently inspire large numbers of young New Zealanders to choose STEM subjects at school, before their options are reduced with specialisation of subjects. We need charismatic NZ figures and press worthy overseas experts to grab imaginations before it is too late. Our young are not all located in Auckland and Wellington and we need to get the inspiring figures out into the rest of the country and in front of as many young people as possible.

NZDIA works closely with NZDF and one of the initiatives we have been focusing on recently is the challenge of ensuring that New Zealand has sufficiently well qualified people for both NZDF requirements and the requirements of industry to supply defence.

Over the past 12 months we have explored with members a range of opportunities and also challenges they are facing. Our members have expressed increasing concern over the past years about the difficulty in finding staff with the right skills. They report that this is only going to get harder. We want to make sure our members can access the best talent for their businesses. We also believe that Defence needs the best suppliers and the best suppliers need the best talent.

NZDIA has a future focus in helping industry and defence ensure that the pool of the best people increases. We have a number of initiatives underway, however, unless we think long term and ensure that a sufficient number of New Zealand's young people choose STEM careers we will have a major resourcing issue in 5-10 years' time. In thinking longer term, we need to be inspiring school aged people to keep studying STEM as a prelude to a STEM career path.

The following STEM areas are already on the New Zealand Long Term Skill Shortage List:

- Science
- Engineering
- ICT
- Electronics and Telecommunications

<http://skillshortages.immigration.govt.nz/long-term-skill-shortage-list.pdf>

In 2017 DigitalNationNZ published a report called: Digital Skills for a Digital Nation.

The report noted that the number of Kiwis graduating with tech-related degrees and diplomas was increasing at the rate of about 7 per cent a year, which it said was "encouraging but not yet sufficient to meet industry growth. Encouraging gender and cultural diversity was an "absolute key" to bridging the gap between supply and demand."

"While the number of female students has increased in recent years, at only 36 per cent, our industry is losing a significant number of potential female technologists to other professions. The ICT sector employed 120,350 people last year when it created 14,000 jobs, but only 5,090 graduates entered the industry the previous year and only 5,050 visas were granted to immigrants with technology skills."

[https://digitalskillsforum.files.wordpress.com/2017/12/digital\\_skills\\_report-online-2017-dec.pdf](https://digitalskillsforum.files.wordpress.com/2017/12/digital_skills_report-online-2017-dec.pdf)

This is an NZ Inc problem but we have an opportunity with this grant to create one solution.

### 5) Project Goals and Objectives:

The overarching goal is to inspire young New Zealanders, as a result of their attendance at a Shooting for the Stars! Event, to choose to study STEM and ideally head for STEM careers.

Objectives include:

- to reach as many 14+ New Zealand school children with an invite;
- more than 80% of event attendees to say they would now consider STEM subjects for study and more than 70% say they were now interested in a STEM career;
- to see if STEM choices actually being made by more than 60% with measurement 18-24 months after the tour.

We see that the **Shooting for the Stars! Tour 2019** would achieve the following mutual New Zealand/US benefits:

- Increasing NZ/US collaboration at an industry and Defence/Government level regarding Space and STEM;
- Facilitating the presence in New Zealand of inspiring US figures, with consequential positive press and discussion about NZ/US close co-operation;
- Assisting companies such as Rocket Lab with a potential employee pool, which will itself facilitate trade and investment between the US and NZ;
- Provide an opportunity for young people with links to the Pacific Island communities to improve the wellbeing of their home communities, as a result of travel and cooperation opportunities.

Nanogirl Labs has already proven that touring schools/local venues and putting on inspiring events for young people (such as proposed with the **Shooting for the Stars! Tour 2019**) works as a mechanism to positively influence young people in career and study options.

By way of example Nanogirl Labs surveyed the audience at the end of their last tours and received the following feedback:

"With 94 per cent of our participants wanting to do more science and engineering after we left, we were proud to leave behind our New Zealand grown education platform to grow roots in a new market."

### 6) Project Activities:

Key project features include:

- 
- 
- 
- 
- 
- 

s9(2)(b)(ii)

Key project activities include:

- Setting up a project team and project charter;
- Appointing a governance board for oversight;

- Identifying the 15 centres and identifying venues of a size to achieve greatest impact and coverage;
- Reaching agreements with backers in each centre including schools, local government and local bodies like Rotary and Chambers of Commerce.

### 7) Program Methods and Design:

With a 15 centre tour, we would expect to influence and inspire up to 10,000 students. If 50% were inspired to select STEM subjects at school and technology at university that would equal the number of technology graduates in 2017 and double the pool available for industry.

### 8) Proposed Project Schedule:

Key project schedule features include:

- Commence in 2019 when schools are back from summer holidays;
- Three x two week block;
- 15 centres and 5 locations in each 2 week block;
- Selecting dates to coincide with the existing NZ visit schedules of the identified Astronauts and scientists;
- Locations off the main and normal circuit. Our aim is to reach the smaller regions

Example schedule might be:

One

Time	Date	Location	Activity
4pm	March 2019	Whangarei	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	March 2019	Auckland-South Auckland	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	March 2019	Hamilton	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	March 2019	Tauranga	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	March 2019	Gisborne	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).

Two

Time	Date	Location	Activity
4pm	June 2019	Napier-Hastings	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).

4pm	June 2019	New Plymouth	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	June 2019	Whanganui	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	June 2019	Palmerston North	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	June 2019	Wellington	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).

Three

Time	Date	Location	Activity
4pm	September 2019	Nelson	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	September 2019	Blenheim	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	September 2019	Christchurch	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	September 2019	Dunedin	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).
4pm	September 2019	Invercargill	Introduction, 2 x 20 minute presentations, Q&A (1.5 hour event time with time to network after the event).

**9) Key Personnel:**

Nanogirl Labs Ltd:

- Michelle s9(2)(a)
- Joe s9(2)(a)
  - Across 6 weeks- 50% of time
  - Project Manager -as specified above

New Zealand Defence Industry Association:

- Jennie Vickers
- Izzy s9(2)(a)
  - 10% of time across 12 months

New Zealand Defence Force:

- Glenn s9(2)(a) s9(2)(b)
- George s9(2)(a) s9(2)(b)
- Debbie s9(2)(a) s9(2)(b)
  - 5% of time across 12 months

**Rocket Lab:**

- Sandy s(2)(a)
  - Guest appearances

For information about each person see their LinkedIn Profile.

**10) Project Partners:**

The key project partners are:

- New Zealand Defence Industry Association Inc
- Nanogirl Labs Ltd
- New Zealand Defence Force

**11) Project Monitoring and Evaluation Plan:****Setup Phase –**

- Build the project plan;
- Appoint a governance board;
- Establish the performance measures;
- identify and confirm the tour locations and timings.
- resolve:
  - the target attendance number for each event;
  - The number of schools we would need to work with to achieve this target;
  - establish the surveying structure for capturing feedback from the participants.

**Delivery Phase –**

- Deliver the roadshow in three phases;
- track invitations sent;
- track acceptances;
- track attendance numbers;
- analysis of survey feedback post event.

**Across all Phases-**

- Regular governance and oversight meetings;
- Reporting to the NZDIA Board on delivery on the objectives and the Goal.

**12) Future Funding or Sustainability:**

Additional assistance from other bodies may be required. The relationships with these bodies would not only deliver additional funds but also opportunities for follow ups and repeat tours.

Jennifer Vickers  
CEO  
New Zealand Defence Industry Association Inc.  
31 July 2018



**Email Chain 117**

**From:** Graeme [redacted]  
**Sent:** Friday, 3 August 2018 1:52 pm  
**To:** [redacted] Stephanie, Ms [redacted]  
**Cc:** Wright Huntley, Mr [redacted] Jennie Vickers  
<jennie.vickers@nzdia.co.nz>  
**Subject:** RE: Webinar: An introduction to ISO 44001 – collaborative business relationships unclassified

Thanks Stephanie. Agree that webinars can be a bit fiddly, but are improving all the time – we have started using them more widely to communicate on a one to many basis.

This is probably best disseminated through Jennie’s NZDIA network.

It was mentioned during the D+I conference yesterday that ISO9001 is pretty-well mandatory for firms working into defence, however there are new standards emerging such as this one, ISO44001, which firms may want to consider.

Also, Michael [redacted] (??) is an Australian ISO specialist who will be in NZ for the NZDIA forum and Jennie is working with him on some training he may be able to give then.

Graeme

**From:** [redacted] Stephanie, Ms [redacted]  
**Sent:** Thursday, 2 August 2018 7:53 PM  
**To:** Graeme [redacted]  
**Cc:** Wright Huntley, Mr [redacted]  
**Subject:** FW: Webinar: An introduction to ISO 44001 – collaborative business relationships unclassified

Hi Graeme

This looks like something we would like industry in NZ to be hooked in to. Webinars are good but people need a bit of help for the first time. The technology can be tricky sometimes.

Any thoughts?

Steph

Stephanie [redacted]  
[redacted]  
New Zealand Ministry of Defence  
Mobile: [redacted]  
[www.defence.govt.nz/industry](http://www.defence.govt.nz/industry)  
**From:** Defence Teaming Centre <[business@dtc.org.au](mailto:business@dtc.org.au)>  
**Date:** Thursday, 02 Aug 2018, 4:41 PM  
**To:** [redacted] Stephanie, Ms [redacted]  
**Subject:** Webinar: An introduction to ISO 44001 – collaborative business relationships



# Defence Teaming Centre

Connecting • Developing • Advocating



## **Webinar: An introduction to ISO 44001 – collaborative business relationships**

Teaming with other firms to gain joint advantage in the marketplace is becoming more common. As business and its requirements become more complex, it is becoming nearly impossible to do everything by ourselves.

ISO 44001 was released in march 2017 to provide a framework for developing collaborative business relationships from inception to separation.

This webinar will cover

- Why teaming with other firms may be a good idea for you
- What a collaborative business relationship means
- Yet another ISO standard - why bother with ISO 44001?
- The major elements of ISO 44001
- The key hurdles to success
- The likely benefits
- Getting started

**Date:** Wednesday 22 August 2018

**Time:** 8am (Perth) | 10:30am (Adelaide & Darwin) | 11am (Brisbane, Canberra, Hobart, Melbourne & Sydney)

**Duration:** 60 minutes including Q&A

**Investment:** FREE for DTC members or \$30 for non-members.

Please RSVP to **s6(a)** by COB Wednesday 15th August

**Presenters:**

- Margot Forster, CEO, Defence Teaming Centre
- David Pender, Principal, Knowledge Perspectives and Adjunct Senior Lecturer, Adelaide Business School



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----- Forwarded message -----

From: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>  
Date: Thu, 2 Aug 2018 at 2:14 PM  
Subject: Fwd: NZDIA-Grant - we have sent our proposal in-copy attached fyi  
To: Sandy **s9(2)(a)** >

We sent this in yesterday. Will let you know if we get to stage 2 so we can talk about what role you would like and what you can do to help find right people  
Jennie

----- Forwarded message -----

From: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>  
Date: Wed, 1 Aug 2018 at 12:54 PM  
Subject: NZDIA-Grant - we have sent our proposal in-copy attached fyi  
To: Janet **s9(2)(a), s6(a)**

Thanks for your original idea about this. We have our fingers crossed!

**Jennie Vickers**  
CEO  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
**s9(2)(a)**



**Email Chain 116**

**From:** Jennie Vickers CEO NZDIA <jennie.vickers=nzdia.co.nz@mail4.wdc01.mcdlv.net> **On Behalf Of**  
Jennie Vickers CEO NZDIA

**Sent:** Thursday, 2 August 2018 3:43 PM

**To:** \*Multiple Recipients [REDACTED]

**Subject:** NZDIA LandForces Participation - Deadline fast approaching (UNCLASSIFIED)

[View this email in your browser](#)

## LandForces, Adelaide 4-7<sup>th</sup> September - NZDIA Group Participation Package

NZDIA has been attending this event for a number of years and based on member feedback we have developed the following programme. At the heart of the programme is the ability to assist members to achieve their objectives of attendance at the event.

**NZDIA feedback from members has highlighted the following as important to members:**

- Access and introductions to companies and other militaries attending the event;
- Ability to network with the right people;
- Ability to display brochures but not be tied to a stand to enable them to network;
- and attend meetings throughout the show;
- Have concierge support to ensure they do not miss any opportunities while they are doing business.

### **The Land Forces Participation Package**

Land Forces 2018 will see NZDIA working closely with NZ Trade & Enterprise and NZDF to present the best of New Zealand at the show.

#### **As a Visitor Participant at the Event, you will receive the following items:**

- One registered trade visitor pass. If you wish to have additional people attend, you will need to register online.
- If you want to attend any other conferences, we will provide your registration log in to allow you to register for these.
- Use of the common NZTE/NZDF/NZDIA space on the New Zealand stand.
- Use of private meeting rooms (available on request and availability is limited). Please note this may incur a cost.
- Tray space to display one brochure type in the common New Zealand space.
- Limited unsecured storage facilities for personal belongings.
- Logo placement on panel behind the common area (only if agreement returned by 3 August).
- Attendance at the New Zealand networking event.

**To the extent we are able, NZTE and the support team will assist you to connect with key show targets, including:**

- Establishing one on one meetings
- Introduction to key Australian agencies
- Invitation to your key targets for the New Zealand networking event
- Pre-departure briefing in Auckland – Date TBC approx. late August.

Fees: NZ\$2,000.00 excluding GST. Our invoice will be provided upon returned contract.

**Please note the deadline for artwork is COB 3 August.** Your application will still be considered after this date but your logo will not show on the stand.

**The deadline is fast approaching so email [s9\(2\)\(a\)](mailto:s9(2)(a)@nzta.govt.nz) to request a registration form.**

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>  
Sent: Thursday, 2 August 2018 10:20 AM  
To: [redacted] Ian, [redacted]  
Cc: Graeme [redacted]; Howarth Debbie, Mrs [redacted]; Sandy [redacted]  
Subject: Re: Introduction to Sandy [redacted] of [redacted] - New Business Dev for ANZ but also existing [redacted] Director UNCLASSIFIED

Hi  
Morning Sandy. I am in a bright blue jacket.

On Wed, 1 Aug 2018 at 4:00 PM, [redacted] Ian, [redacted] [redacted] wrote:  
No problems Jennie – along with the others, look forward to catching up with Sandy

Regards,  
Ian

[redacted] Ian [redacted]  
[redacted]  
[redacted]  
[www.nzdf.mil.nz](http://www.nzdf.mil.nz)



From: Jennie Vickers [mailto:jennie.vickers@nzdia.co.nz]  
Sent: Wednesday, 1 August 2018 12:05 p.m.  
To: Sandy [redacted] [redacted] Ian, [redacted]  
Graeme [redacted]; Howarth Debbie, Mrs [redacted]

Subject: Introduction to Sandy [redacted] of [redacted] - New Business Dev for ANZ but also existing Launch Director UNCLASSIFIED

Hi all  
Sandy attended the NZTE NZDIA event last week in Christchurch. He has changed his plans to attend D+I tomorrow. I am going to introduce Sandy to people I know tomorrow, but help with intros from you all would be most appreciated.  
Can you suggest people within ADOD or industry who would want the chance to meet Sandy?

Regards  
Jennie Vickers  
CEO  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
[redacted]





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--

**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



**Email Chain 114**

**From:** Graeme [redacted] -AKL  
**Sent:** Wednesday, 1 August 2018 6:24 pm  
**To:** Sarah [redacted] -SYD [redacted]; Izzy [redacted] [redacted];  
jennie.vickers@nzdia.co.nz; HOWARTH DEBBIE, MRS [redacted]  
[redacted]  
**Cc:** Jaime [redacted] - SYD [redacted]  
**Subject:** RE: Feedback by COP Wednesday (tomorrow) please

I am good with the designs. I'm putting together my invite list for the function – and have asked Ian [redacted] and Mike [redacted] in the CBA High Comm to contribute. Not sure yet whether Chris [redacted] will be attending.

Graeme

**From:** Sarah [redacted] -SYD  
**Sent:** Tuesday, 31 July 2018 7:13 PM  
**To:** Graeme [redacted] -AKL [redacted]; Izzy [redacted] [redacted];  
jennie.vickers@nzdia.co.nz; HOWARTH DEBBIE, MRS [redacted]  
[redacted]  
**Cc:** Jaime [redacted] - SYD [redacted]  
**Subject:** Feedback by COP Wednesday (tomorrow) please

Hi all

Please find attached the near-final stand designs. If you have any concerns/changes, please let me know by COP tomorrow – otherwise, forever hold your peace.

Also, can you please let us know if you can't make our weekly meetings as it's a bit frustrating waiting on calls for everyone to turn up, and nobody does. We have an number of other projects & events we are working on at the moment, so time is rather precious.

There are some things we need to confirm

- Confirm your networking function invite lists,
- Key messages / copy that you'd like included in the invitation
- Speakers/branding and other specific details for the NZ networking function etc.
- 70 words (any major key messages from NZDF/NZDIA?) for the NZ contingent in the generic Land Forces marketing collateral

Thanks  
Sarah

---

Sarah



s9(2)(a) s9(2)(g)(ii)



W [nzte.govt.nz](http://nzte.govt.nz)

W [newzealand.com/business](http://newzealand.com/business)



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Level 22, 20 Bond Street, Sydney, NSW 2000  
GPO Box 54, Sydney, NSW 2001, AUSTRALIA



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New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow into international markets.

**Email Chain 113**

**From:** Graeme [redacted] -AKL  
**Sent:** Wednesday, 1 August 2018 5:17 pm  
**To:** Jaime [redacted] - SYD; Izzy [redacted] s9(2)(a) [redacted] s9(2)(a)  
**Sarah** [redacted] -SYD; HOWARTH DEBBIE, MRS [redacted]; Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Subject:** RE: Land Forces WIP | Tuesday 7 August

Time is good for me.

Graeme

**From:** Jaime [redacted] - SYD  
**Sent:** Wednesday, 1 August 2018 4:44 PM  
**To:** Izzy [redacted] s9(2)(a) [redacted] s9(2)(a); Graeme [redacted] -AKL [redacted];  
**Sarah** [redacted] -SYD; HOWARTH DEBBIE, MRS [redacted]; Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Subject:** Land Forces WIP | Tuesday 7 August

Hi all

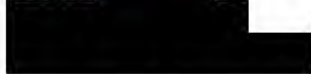
How would you be placed to move this WIP to Monday 3pm NZT?

If this doesn't work, please provide a few other alternatives that would work.

Cheers,  
Jaime

---

**Jaime** [redacted] s9(2)(a) [redacted] s9(2)(a)



**NEW ZEALAND  
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Te Taurapa Tūhono

[redacted] s9(2)(a)

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New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow into international markets.

**Email Chain 112**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Wednesday, 1 August 2018 10:01 AM

**To:** Izzy s9(2)(a) s9(2)(a)

**Cc:** Sarah s9(2)(a) s9(2)(g) -SYD ; Graeme s9(2)(a) s9(2)(g) -AKL

s9(2)(a) s9(2)(g) ; HOWARTH DEBBIE, MRS s9(2)(a) s9(2)(g)

s9(2)(a) s9(2)(g) ; Jaime s9(2)(a) s9(2)(g) - SYD s9(2)(a) s9(2)(g)

**Subject:** Re: Feedback by COP Wednesday (tomorrow) please

Looks great like the way it has all come together. I am in Canberra with Debbie and Graeme and so apols from me for meeting this week but Izzy will rep NZDIA.

J

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



On 1 August 2018 at 09:58, Izzy s9(2)(a) s9(2)(a) wrote:

Hi

Jennie suggested that we have our purpose statement in the 70 words.

"Connecting Industry with Defence and National Security Agencies for the benefit of New Zealand".

But just to double check before we go any further, are we sharing the words so 35 words for us and 35 words for NZDF or do we have 70 words each?

Izzy

On Tue, Jul 31, 2018 at 7:12 PM, Sarah s9(2)(a) s9(2)(g) -SYD s9(2)(a) s9(2)(g) wrote:

Hi all

Please find attached the near-final stand designs. If you have any concerns/changes, please let me know by COP tomorrow – otherwise, forever hold your peace.

Also, can you please let us know if you can't make our weekly meetings as it's a bit frustrating waiting on calls for everyone to turn up, and nobody does. We have an number of other projects & events we are working on at the moment, so time is rather precious.

There are some things we need to confirm

- Confirm your networking function invite lists,
- Key messages / copy that you'd like included in the invitation

- Speakers/branding and other specific details for the NZ networking function etc.
- 70 words (any major key messages from NZDF/NZDIA?) for the NZ contingent in the generic Land

Forces marketing collateral

Thanks  
Sarah

Sarah s9(2)(a)



s9(2)(a) s9(2)(g)(ii)



W [nzte.govt.nz](http://nzte.govt.nz)

W [newzealand.com/business](http://newzealand.com/business)



[Level 22, 20 Bond Street, Sydney, NSW 2000](#)

GPO Box 54, Sydney, NSW 2001, AUSTRALIA

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Izzy s9(2)(a)

Office Manager

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

s9(2)(a)

s9(2)(a)



59(2)(b)(ii)

---

*Design | Project Manage | Construct*

PRESENTED TO;

NZ

DATE:

30.07.18

s9(2)(b)(ii)

# In A Nutshell

DYNAMIC, INNOVATIVE & MOTIVATED

We are a team consisting of highly experienced designers, project managers and qualified trades people. Combined with over 80 years of experience, we have established the largest network of trade suppliers, transport and event staff to ensure cost effectiveness.

## OUR STRENGTHS ARE IN:

- Creative high-end design and fabrication
- Solution focused project management
- Installation and coordination specialist

s9(2)(b)(ii)

DESIGN | PROJECT MANAGE | CONSTRUCT





# What We Can Do For You!

## Logistic Management

We have access to a powerful network of qualified freight carriers for greater business solutions.

## Production

Our network expands all over Australasia. We have state of the art factories in every state with qualified Carpenters and Tradesmen alike.

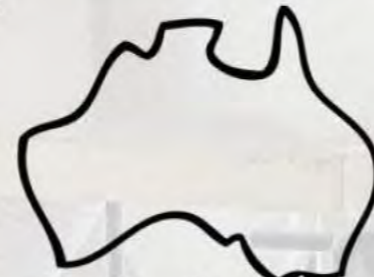
## Warehousing

Stored across each state, we have warehousing facilities in each major city.

## Expertise

We're a group of passionate overachievers, who harness the power of creative spaces to grow businesses across a wide range of industries. We work hard to boost visibility, improve engagement and increase commitment. Put simply, our custom designs get more people talking, engaging and loving your brand!

s9(2)(b)(ii)



Australia Wide



IDEAS



FLOORING



PRINT SIGNAGE



GRAPHIC & CONTENT CREATION



AV LIGHTING & RIGGING



FURNITURE



CUSTOM DESIGN & BUILD



DISPLAYS & ACCESSORIES

s9(2)(b)(ii)

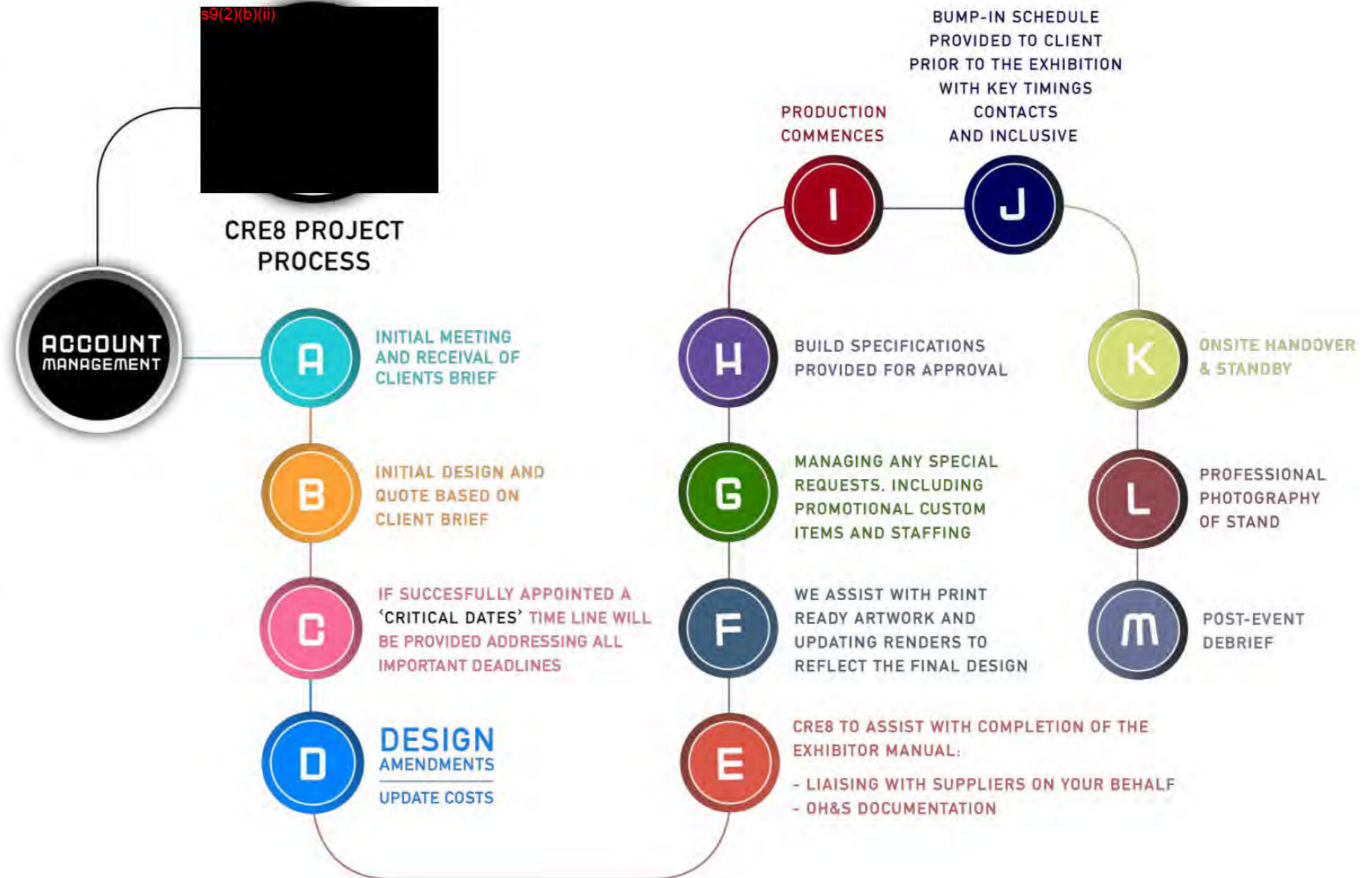
DESIGN | PROJECT MANAGE | CONSTRUCT

# Our Approach Is Different

We are experts in all areas of Exhibitions and Events, making your life simpler when it comes to understanding your requirements and the results you need to achieve.

Our aim is to start and finish a project successfully, so our extensive knowledge and diverse experience ensures a rewarding outcome in the areas of:

- Exhibitions
- Conference and Event Design
- Activations and Roadshows
- Portable Displays



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s9(2)(b)(ii)

*Your Design*



s9(2)(b)(ii)

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Your Design



s9(2)(b)(ii)

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Your Design

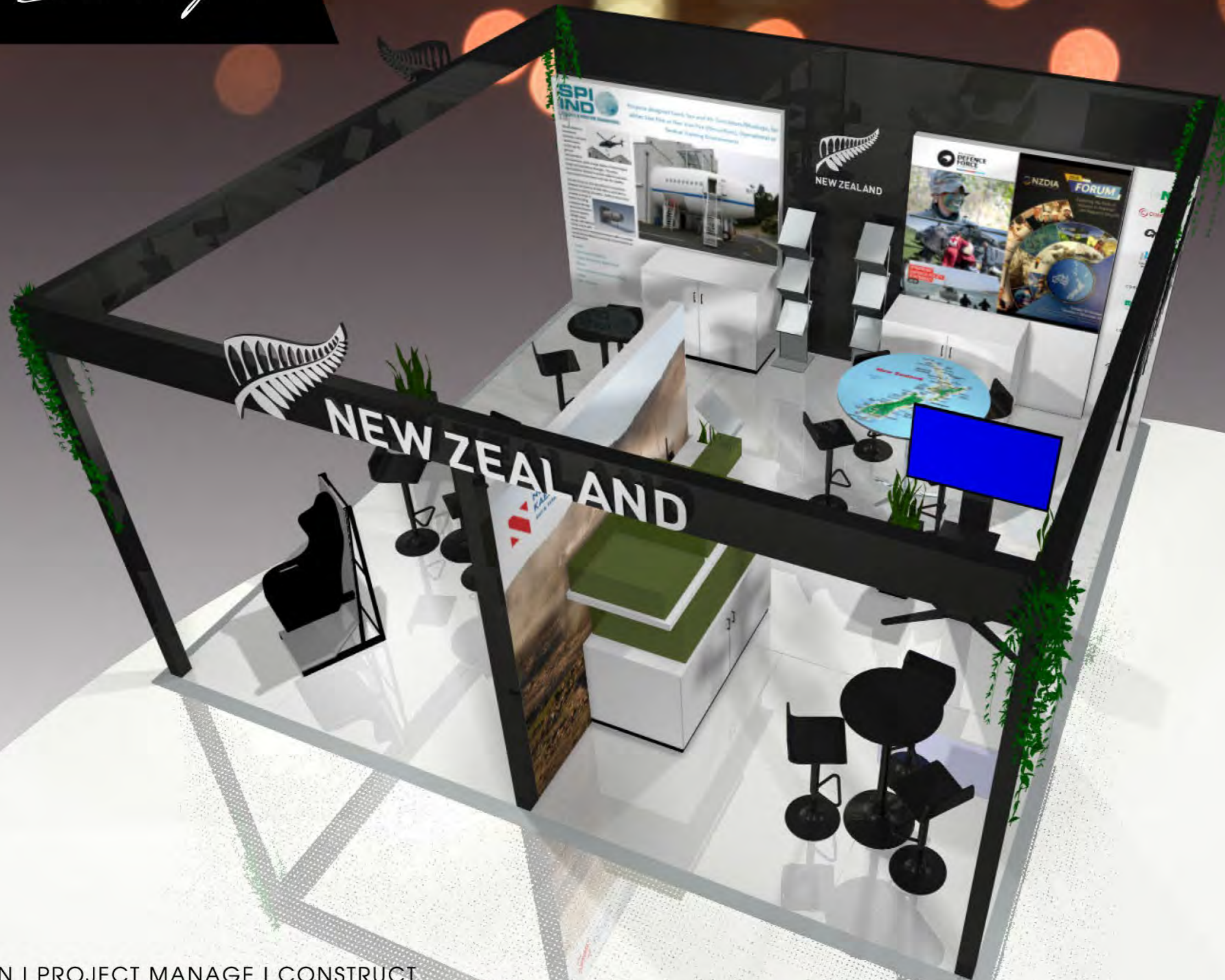


s9(2)(b)(ii)

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*Your Design*

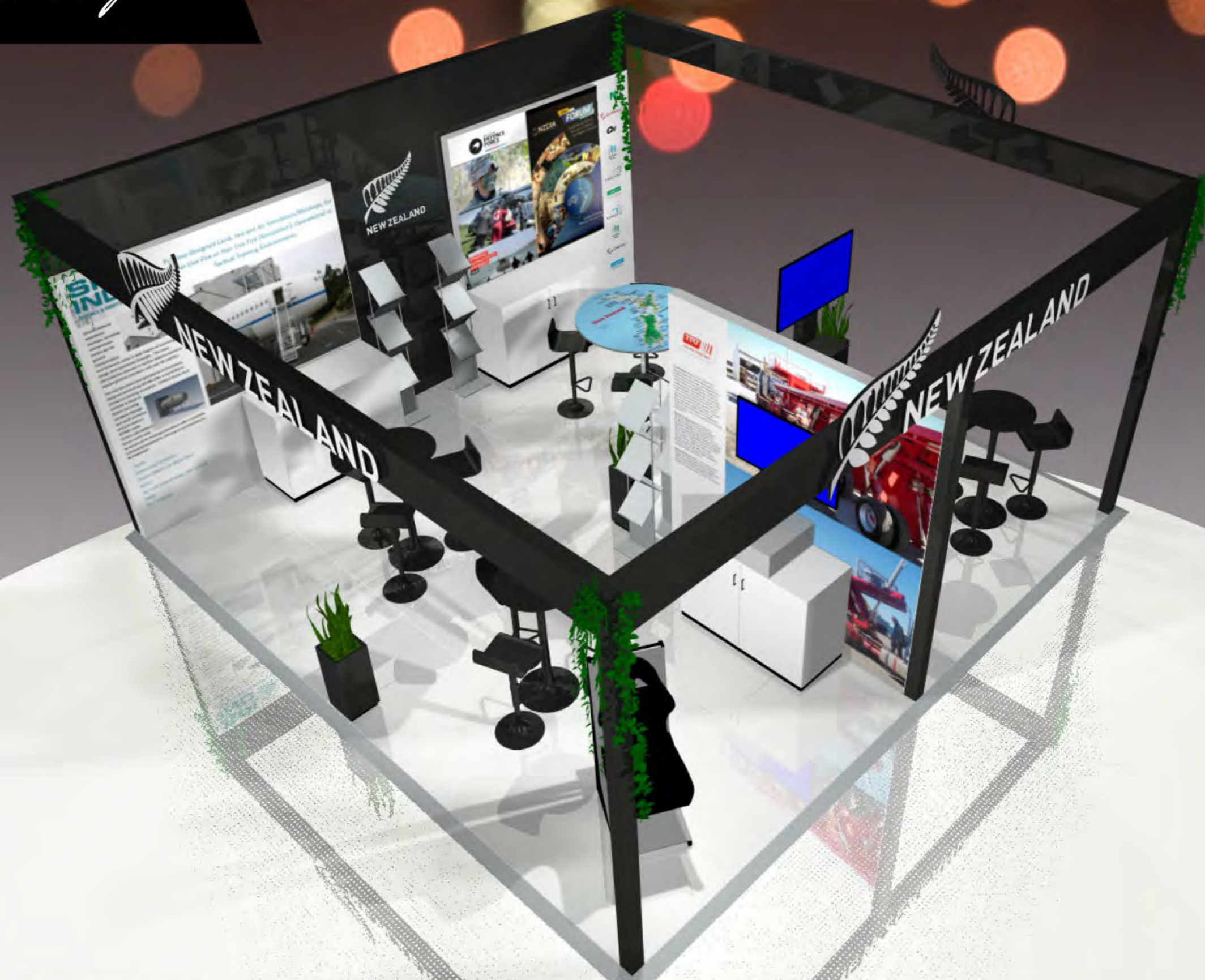


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# Your Design

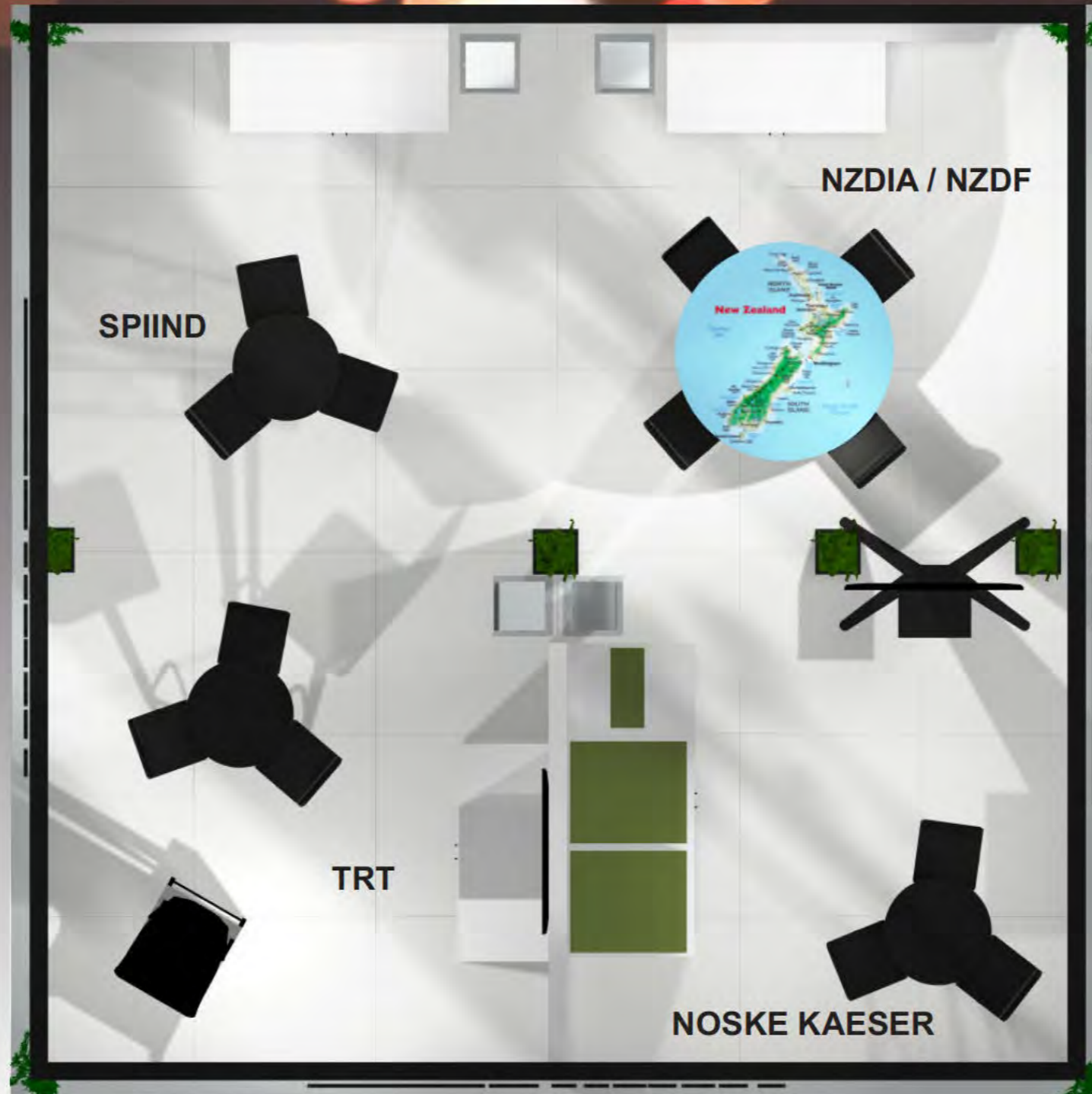


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# Your Design



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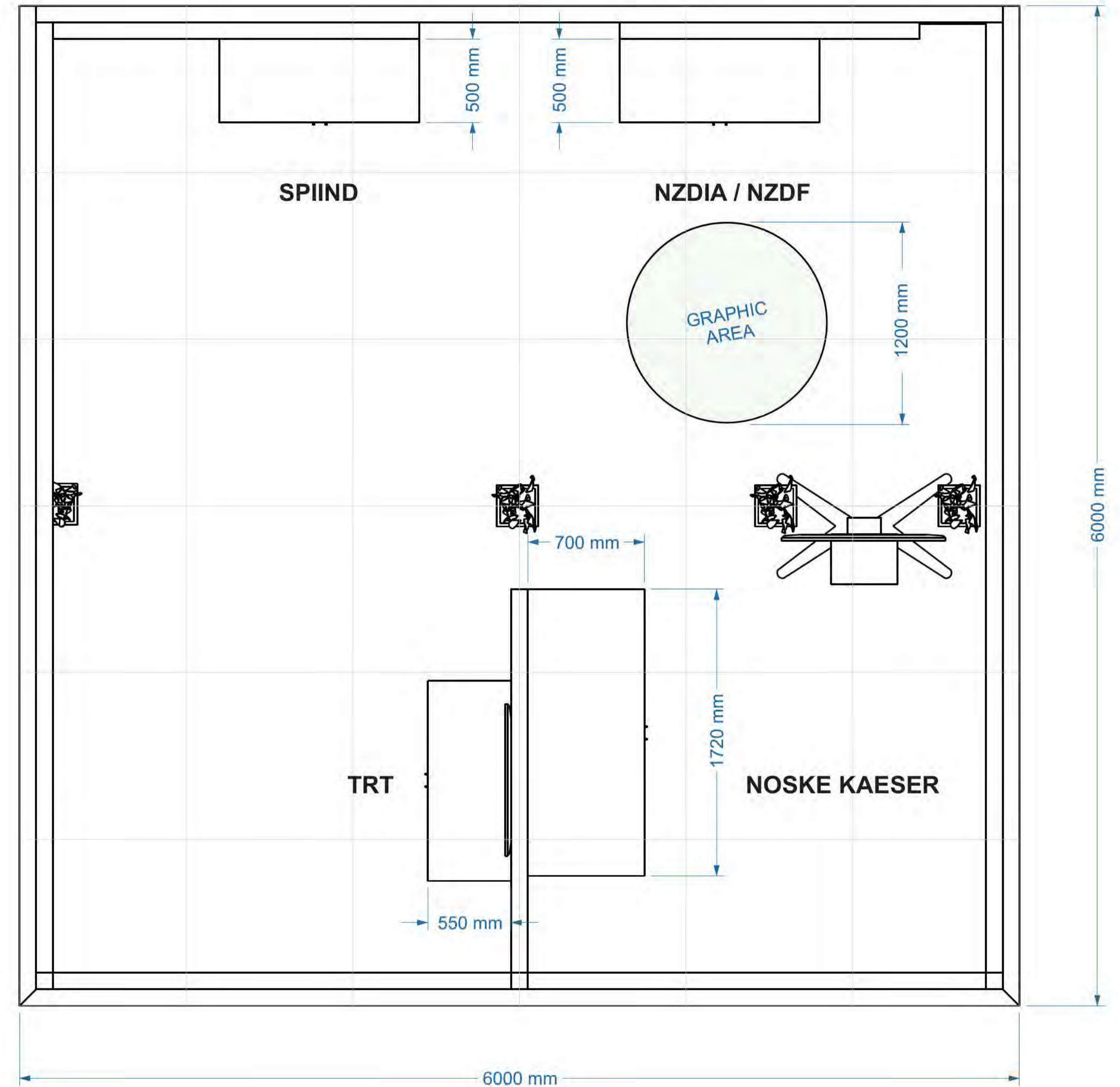
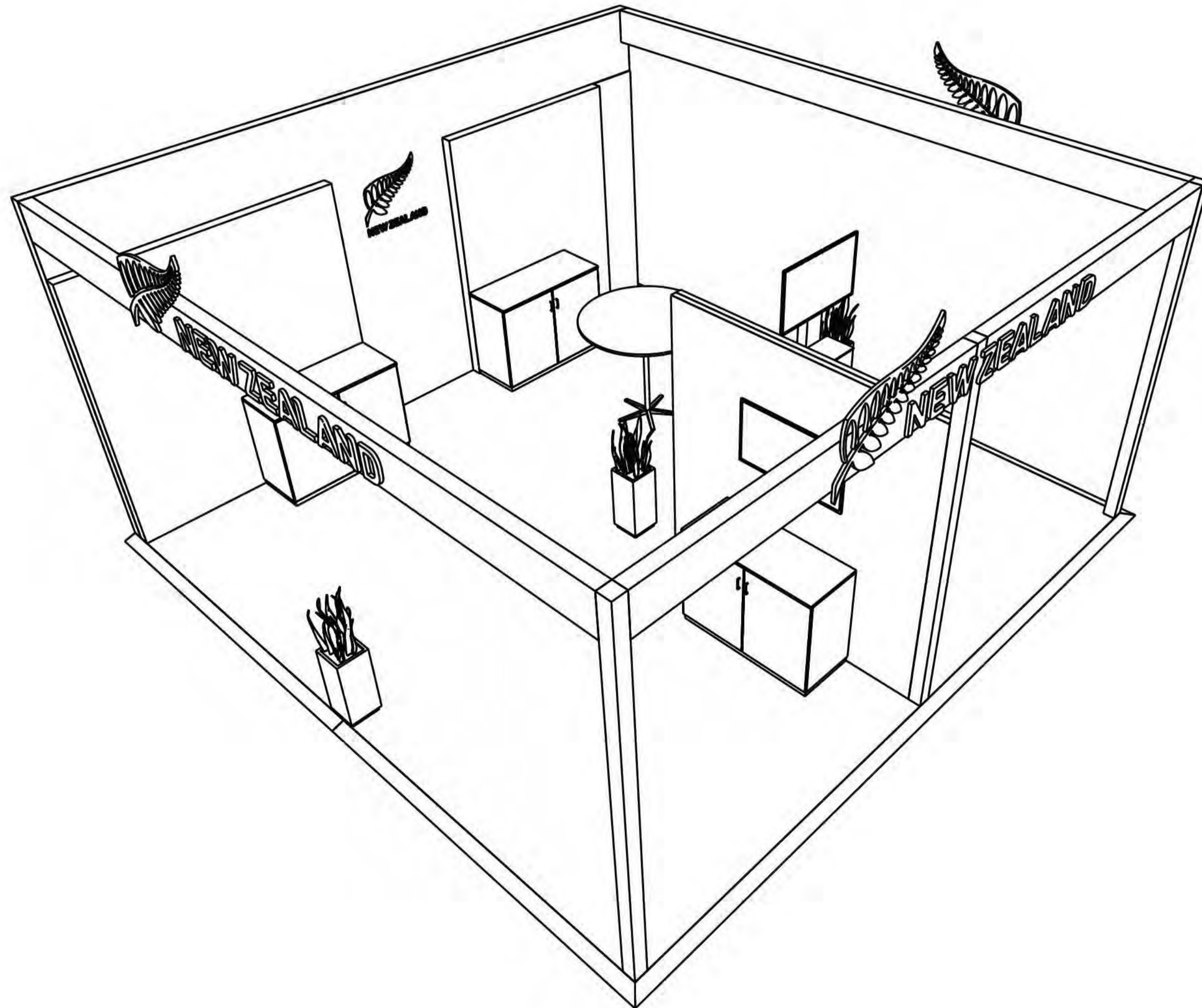
s9(2)(b)(ii)

*Thank you!*

+61 02 9555 5111

s9(2)(b)(ii)

# Detail

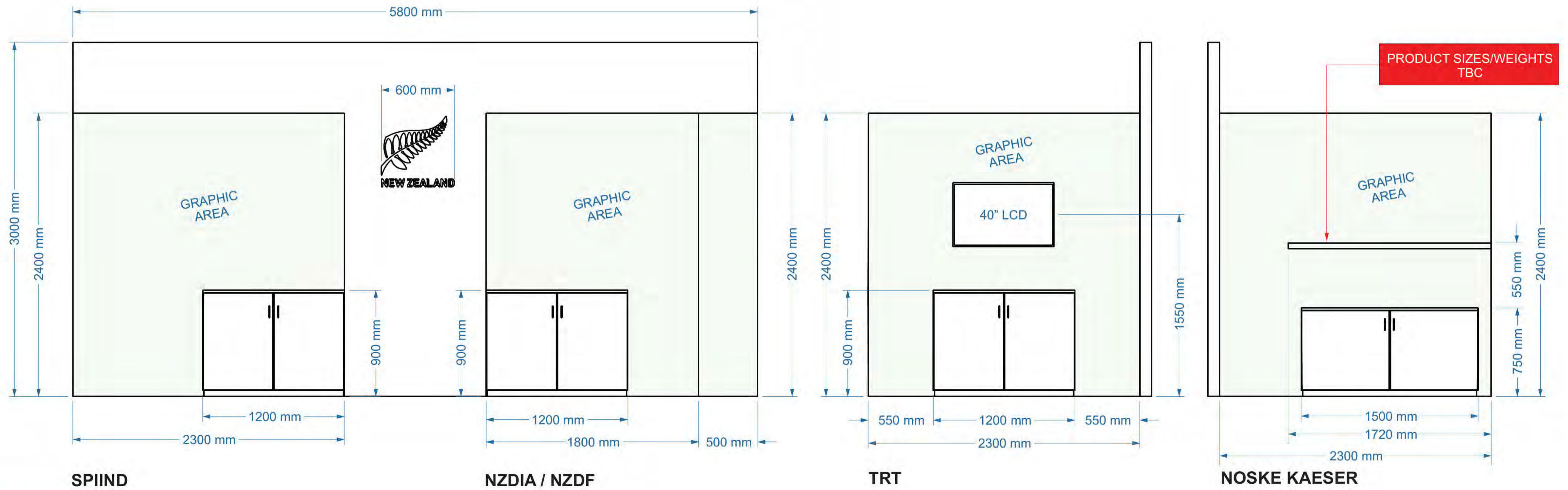
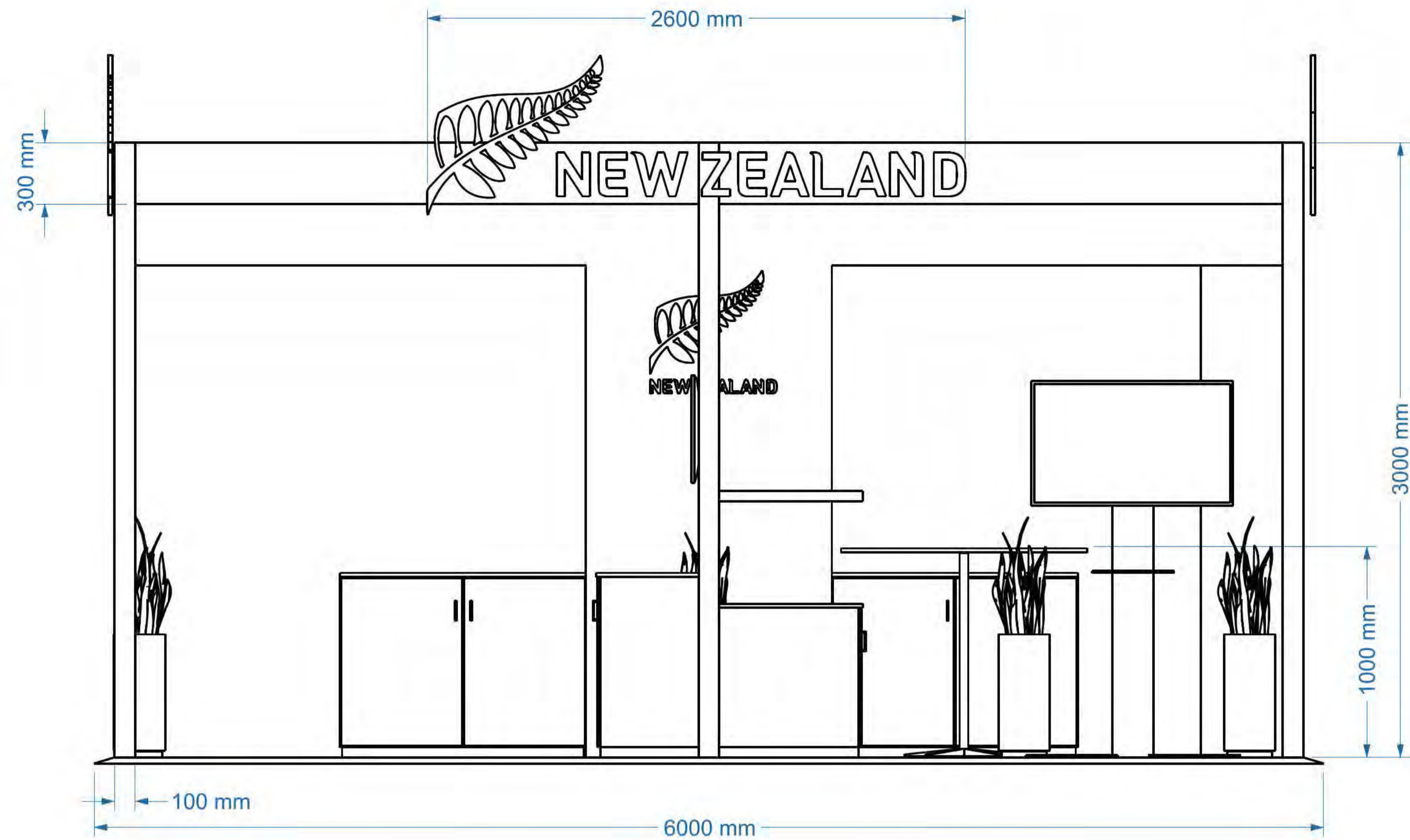


DESIGN | PROJECT MANAGE | CONSTRUCT

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30.07.18

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# Detail



s9(2)(b)(ii)

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**Email Chain 111**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Wednesday, 1 August 2018 7:50 AM  
**To:** Graeme [REDACTED] -AKL [REDACTED] >  
**Subject:** Fwd: AIDN-NT 2018-19 Industry Development Program!

----- Forwarded message -----

**From:** Kerryn Smith [REDACTED] s9(2)(a)  
**Date:** Tue, 31 Jul 2018 at 6:38 PM  
**Subject:** AIDN-NT 2018-19 Industry Development Program!  
**To:** Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>



## AIDN - Northern Territory

[view online](#)

### AIDN-NT 2018-19 Industry Development Program!

**From Kerryn Smith, AIDN-NT CEO,**

If you are interested in better engaging with Defence, better connecting with Primes or need to work smarter not harder through changing your business model, learning about Australian vs US Procurement, teaming with other businesses or developing your young professionals, THIS IS THE PROGRAM FOR YOU!

**Follow the links below to register your interest.**

1. [Supplier Readiness Program \(Alice, Katherine and Darwin\)](#)
2. [Business Innovation Program 2018 & 2019](#)
3. [Collaboration in Business Program](#)
4. [Doing Business in Defence – US Program](#)
5. [Supplier Preparation Program](#)
6. [Young Defence Professionals Program](#)

Regards,

**Kerryn Smith**

CEO, AIDN - Northern Territory.



*Connecting Defence & Industry*

NADO, Development House, 76 The Esplanade, Darwin, NT 0800  
GPO Box 1413, DARWIN, NT 0801

M: s9(2)(a)

E: s9(2)(a)

W: [www.aidnnt.com.au](http://www.aidnnt.com.au)

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GPO Box 1413, Darwin, NT 0801

--

**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



**Email Chain 110**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Tuesday, 31 July 2018 6:10 PM

**To:** Graeme [redacted] -AKL [redacted] Kerryn Smith <[redacted]>

**Cc:** AIDN Administration <Administration@aidn.org.au>; Carl Quarterman

<[redacted]>; Gary [redacted] <[redacted]>; Graham [redacted]  
[redacted]

**Subject:** Re: Thanks for meeting with me

Yes 10am good at Kurrajong

Regards

On Tue, 31 Jul 2018 at 4:00 PM, Kerryn Smith <[redacted]> wrote:

Hi Jennie,

More than happy to catch up with you in conjunction with our group.

Most of us are staying at the Kurrajong. Are you able to meet us here at 10am? In the Foyer?

We are all heading off to the Lunch at around 11.30am, so we might even be able to do a little earlier.

Regards

**Kerryn Smith**

CEO, AIDN - Northern Territory

NADO, Development House, 76 The Esplanade, Darwin, NT 0800

GPO Box 1413, DARWIN, NT 0801

P: [redacted]

M: [redacted]

E: [redacted]

W: [www.aidnnt.com.au](http://www.aidnnt.com.au)

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**From:** Carl Quarterman

**Sent:** Monday, 30 July 2018 16:11

**To:** Rob Forbes [redacted]; Jennie Vickers <jennie.vickers@nzdia.co.nz>; SA President <[redacted]>

**Cc:** Sandy [redacted] <[redacted]>; SA Administration <administration@aidnsa.org.au>;

Graham [redacted] [redacted]

**Subject:** RE: Thanks for meeting with me

Thanks Rob,

Dear Jennie,

I am not able to attend as I don't arrive until later that morning. I have had some discussions with the other AIDN Representatives and available for a meeting with you are the following:

Wed - 10am at the Hyatt Hotel

Graham Priestnall – AIDN-ACT President (and former national president)

Gary Bettcher – AIDN-SA President (and National Secretary)

TBC, Kerryn Smith – AIDN NT CEO, and Sandy [redacted] our National Coordinator.

I believe that Gary and Graham can represent us effectively, and I hope to catch up with you during the D+I Conference.

Regards  
Carl



Carl Quarterman

[REDACTED]  
AIDN – Qld – President, AIDN-National VP  
18 Jaybel Street, Salisbury 4107

s9(2)(a) [REDACTED]  
[www.queenslandgaskets.com.au](http://www.queenslandgaskets.com.au)

From: Rob Forbes <s9(2)(a), s9(2)(b)(ii)>

Sent: Monday, 30 July 2018 15:59

To: Jennie Vickers <jennie.vickers@nzdia.co.nz>; SA President s9(2)(a)

Cc: Sandy s9(2)(a) <s9(2)(a)>; Carl Quarterman s9(2)(a)

SA Administration <administration@aidnsa.org.au>

Subject: RE: Thanks for meeting with me

Hi Jennie,

I have a meeting in the morning, so I cannot do either time. However I think that you can make good progress with the other AIDN officers.

Best wishes

Rob [REDACTED]

**From:** Jennie Vickers [<mailto:jennie.vickers@nzdia.co.nz>]

**Sent:** Monday, 30 July 2018 10:49 AM

**To:** SA President

**Cc:** Sandy s9(2)(a) Carl; SA Administration; Rob s9(2)(a)

**Subject:** Re: Thanks for meeting with me

**Importance:** High

I can do before lunch if possible? 10 or 11am? Alternatively maybe AIDN should ask the Minister if NZ should be invited along for lunch!

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)

On 30/07/2018, at 12:43 PM, SA President <s9(2)(a)> wrote:

Hi Jennie, please see my email below. We could still meet at 3pm for coffee. Please confirm. Regards,  
Gary Bettcher

From: SA President

Sent: Friday, 27 July 2018 9:44 AM

To: 'Jennie Vickers' <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>

Cc: AIDN Administration s9(2)(a) Carl s9(2)(a); SA Administration s9(2)(a)

Subject: RE: Thanks for meeting with me

Importance: High

Hi Jennie, I am very sorry, we will need to cancel the lunch with you and Graeme s9(2)(a) and perhaps re-schedule for coffee at 3pm.

Yesterday all the AIDN Presidents received a short-notice request from Christopher Pyne's (Minister for Defence Industry) office to attend a lunch on Wednesday between 12 and 2pm.

Can you let us know if the coffee at 3pm will work for you – we could still meet at Ottomans if suitable. Once again, I am sorry for this late change.

Regards, Gary Bettcher

From: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>

Sent: Thursday, 26 July 2018 3:27 PM

To: SA President <s9(2)(a)>

Cc: AIDN Administration s9(2)(a) Carl s9(2)(a); SA Administration s9(2)(a)

Subject: Re: Thanks for meeting with me

Table booked 12.30 for 8 people next Wednesday. Graeme s9(2)(a) from nzte will join us, we are working on the Anz initiatives together and is keen to meet everyone.

Regards

On Thu, 26 Jul 2018 at 5:51 PM, Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)> wrote:

Hi

How about we go with Ottoman at 12.30. I will book a table for 8 (about right?) so we can lock this in. Sound good?

Regards

On Thu, 19 Jul 2018 at 5:06 PM, SA President <s9(2)(a)> wrote:

Hello All,



Sandy **s9(2)(a)** has suggested a number of choices surrounding Hotel Kurrajong  
Hotel Kurrajong <https://www.hotelkurrajong.com.au/chifleys-bar-grill/> - ok but convenient  
Ottoman - <http://www.ottomancuisine.com.au/> - where Canberra does business (4 min walk)  
Chairman and Yip - <http://chairmangroup.com.au/chairmanyip/> - smart Asian (7 min walk/ 2 mins in a cab)  
Buvette – simple French (7 min walk / 2 mins in a cab)  
Double Drummer – casual (4 mins walk)

Any preferences?

Regards, Gary **s9(2)(a)**

From: SA President

Sent: Thursday, 19 July 2018 10:22 AM

To: 'Jennie Vickers' <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>

Cc: **s9(2)(a)**; Carl <**s9(2)(a)**>; AIDN Administration

<**s9(2)(a)**>; SA Administration <**s9(2)(a)**>

Subject: RE: Thanks for meeting with me

Good for me. Does anyone want to nominate an appropriate lunch venue and time? Regards, Gary

From: Jennie Vickers [<mailto:jennie.vickers@nzdia.co.nz>]

Sent: Thursday, 19 July 2018 10:12 AM

To: SA President <**s9(2)(a)**>

Cc: **s9(2)(a)**; Carl **s9(2)(a)**; AIDN Administration

**s9(2)(a)**; SA Administration <**s9(2)(a)**>

Subject: Re: Thanks for meeting with me

Hi

Sorry I have been silent but realised we are fast approaching D+I.

Lunch on Wednesday 1st works for me so can we lock it in?

Regards

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

**s9(2)(a)**

<image001.png>

On 19 June 2018 at 16:56, SA President <**s9(2)(a)**> wrote:

Yes, my mistake. Well, perhaps we could all meet on the Wednesday 1<sup>st</sup> August for lunch and a constructive conversation.

Regards, Gary

From: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>

Sent: Tuesday, 19 June 2018 1:05 PM

To: SA President s9(2)(a)  
Cc: s9(2)(a); Carl s9(2)(a); AIDN Administration s9(2)(a); SA Administration s9(2)(a) >  
Subject: Re: Thanks for meeting with me

The D and I dinner is I think evening of Wednesday not Tuesday?

Jennie Vickers  
CEO  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)  
<image001.png>

On 19 June 2018 at 14:50, SA President s9(2)(a) wrote:

Hi Jennie, with you arriving at 2pm on Tuesday and the pre-dinner networking starting at 5pm, we will not have much time to meet on the Tuesday.

If we get organized, perhaps we could have a number of shorter meetings. One on Tuesday afternoon at say 4pm at the dinner venue, another on at lunchtime on the Wednesday, and an early breakfast on the Friday morning.

Prior to August, we could also have Skype or Zoom meetings instead of all this messing around. I prefer to do this, and use the time at D+I to reinforce anything that we agree ahead of time.

Let me know your thoughts.

Regards, Gary Bettcher

From: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>  
Sent: Tuesday, 19 June 2018 10:44 AM  
To: SA President s9(2)(a)  
Cc: s9(2)(a); Carl s9(2)(a); AIDN Administration <s9(2)(a)>; SA Administration <[administration@aidnsa.org.au](mailto:administration@aidnsa.org.au)>  
Subject: Re: Thanks for meeting with me

Hi

I will be attending D+I. I arrive on Tuesday at 2pm and leave Friday at 4pm so I am good for meetings outside of the event. Some of my Board are attending wearing their day job hats. Once we fix a time I can see who can join us.

Regards  
Jennie Vickers  
CEO  
New Zealand Defence Industry Association  
Box 128261

Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)  
<image001.png>

On 19 June 2018 at 00:36, SA President s9(2)(a) > wrote:  
Hi Jennie, thanks again for meeting with me earlier today. I hoped that you have travelled safely back to NZ.

This evening, I had a phone hook-up conversation with our AIDN National President (Rob Forbes), Vice President (Carl Quarterman), Treasurer (Trevor Duell) and Admin Coordinator (Sandy s9(2)(a)). I mentioned our conversation and your desire to more proactively work with AIDN via the MOU that is in place and we are all agreed that we wish to act on the future opportunities with NZDIA and NZ government agencies.

Most of us will be in Canberra on 1<sup>st</sup> August 2018 in preparation for D+I on the 2<sup>nd</sup>, as well as our AIDN National Executive Committee meeting on the 3<sup>rd</sup> August 2018.

We would like to suggest that you and some of your NZ colleagues could travel to Canberra in order to meet with us on the 1<sup>st</sup> August 2018. Do you think that this would be possible?

Please let us know your thoughts.  
Regards  
Gary Bettcher

---

**President**  
**Australian Industry & Defence Network – South Australia Incorporated**  
s9(2)(a)  
*AIDN-SA maximising defence-related business for Australian SMEs*  
<image002.jpg>

--  
Jennie Vickers  
CEO  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)

--  
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[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)

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**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
**s9(2)(a)**

**Email Chain 109**

**From:** Graeme [redacted] -AKL  
**Sent:** Friday, 27 July 2018 5:51 pm  
**Subject:** Thales Australia presentation material

Good afternoon.

Thank you for registering for the briefings by Thales Australia this week. Most of you attended and I hope found the briefings useful.

Attached are the presentations – from Thales and from NZTE. I have added links to additional information sources for those of you who want to research the opportunities further.

Please don't hesitate to contact me or your NZTE Customer Manager with any further questions.

Should you be interested in attending Land Forces 2018, a key Australia industry event, in Adelaide 4-6 September, as a Visitor registration enabling use of the shared area at the New Zealand stand, assistance of NZTE and NZDIA team at the show and entry to the New Zealand networking breakfast, then please contact Izzy [redacted] at NZDIA, [izzy \[redacted\]](#) by 3 August.

Best regards,

---

<b>Graeme</b> [redacted] [redacted]	[redacted] s9(2)(a)	[redacted] s9(2)(a) s9(2)(g)(ii)
	<a href="http://nzte.govt.nz">w nzte.govt.nz</a>	
 <b>NEW ZEALAND TRADE &amp; ENTERPRISE</b> Te Taurapa Tūhono	Level 6, 139 Quay Street, Auckland 1010 <a href="#">View location map</a>	
	New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.	

---

- Attachment One: UWS AWS New Zealand Briefings [redacted] withheld in entirety s.9(2)(b)(ii)
- Attachment Two: Optronics slides for Industry Engagement Workshop New Zealand [redacted] withheld in entirety s.9(2)(b)(ii)
- Attachment Three: Protected Mobility [redacted] withheld in entirety s.9(2)(b)(ii)
- Attachment Four: Procurement approach Industry Engagement NZ JULY 2018 Attachment [redacted] withheld in entirety s.9(2)(b)(ii)
- Attachment Five: NZTE Overview AKL
- Attachment Six: NZTE Overview CHC (not attached, same as attachment Five with different location on cover)



Graeme <sup>s9(2)(a) s9(2)(g)(ii)</sup>

s9(2)(a)

Australia-Pacific  
team



NEW ZEALAND  
TRADE & ENTERPRISE  
Te Taurapa Tūhono

# Opportunities for New Zealand business

## Auckland

## 24 July 2018



# Our purpose



To grow companies internationally —  
bigger, better, faster —  
for the good of  
New Zealand.

# Schedule

0900 - 0920	Introduction and context	Graeme <span style="background-color: black; color: red;">s9(2)(a) s9(2)(g)(ii)</span> (NZTE)
0920 – 0940	Marine	Adam <span style="background-color: black; color: red;">s9(2)(a)</span>
0940 – 1000	Vehicles	Paul <span style="background-color: black; color: red;">s9(2)(a)</span>
1000 - 1020	Morning tea	
1020 – 1040	Integrated weapons and sensors	Nicol <span style="background-color: black; color: red;">s9(2)(a)</span>
1040 – 1100	Procurement	Michelle <span style="background-color: black; color: red;">s9(2)(a)</span>
1100 – 1130	Q & A	All
1130 – 1140	Summary and close	Graeme <span style="background-color: black; color: red;">s9(2)(a) s9(2)(g)(ii)</span>
1145 – 1230	Lunch	



# Thales Presenters

Adam <b>s9(2)(a)</b>	Under water systems	<b>s9(2)(a)</b>
David <b>s9(2)(a)</b>	Above water systems	<b>s9(2)(a)</b>
Nicol <b>s9(2)(a)</b>	Electro-optic integrated systems	<b>s9(2)(a)</b>
Paul <b>s9(2)(a)</b>	Protected Mobility Vehicle programme	<b>s9(2)(a)</b>
Michelle <b>s9(2)(a)</b>	Procurement	<b>s9(2)(a)</b>

# *The most ambitious, complex and high risk defence spending programme since WWII*

- To support a muscular approach to Australia's interests in the Indo-Pacific region
- Building an industrial capability that will
  - Sustain the needs of the ADF into the future
  - Support job creation – high value, STEM-focussed plus skilled trades
  - Deliver economic growth – firms, jobs and exports
- \$200 Billion of new acquisitions – marine, land, air and joint forces
- Delivery through to 2055
- Lift the defence budget to 2% of GDP by 2021



# \$200 Billion over 10 years

Integrated Investment Programme over a range of capabilities

*Does not include ongoing operations and maintenance*



Figure 3: Ten Year Division of Investment by Capability Stream to FY 2025–26



## Maritime

- 12 submarines (SEA1000)
- 9 frigates (SEA5000)
- 12 offshore patrol vessels (SEA1180)
- 21 Pacific patrol boats
- Maritime surveillance systems

## Land forces

- Armoured vehicles (LAND400)
- Tank upgrades
- Integrated soldier support systems

## Air

- Joint strike fighter
- P-8 surveillance aircraft
- Unmanned aircraft
- Electronic support aircraft

## Intelligence

- Cyber defence and attack
- Strengthened electronic warfare
- Intelligence collection

## Enabling

- Base camp and airfield upgrades
- Space and radar
- Communications

# Maximise “Australian” Industry

The Australian Government see this as transformational – industry building

Legislatively defined requirement for Defence to partner with Australian industry

- Industry as a Fundamental Input to Defence
- Drive economic growth
- Support job creation
- Assure long-term sustainability of defence assets
- Grow an export industry
- Broad cross-party support in the Australian Federal Government and amongst Australian State Governments

**Australia Industry Capability Plan** – a requirement for all Prime contractors to Defence to demonstrate how it will maximise Australian industry as a part of their bid

- All contracts above A\$20 million or of significant defence capability



# New Zealand is included

## 2018 Defence Industry Capability Plan, section 1.7

1.7 The Plan updates the definition of Australian defence industry<sup>1</sup> to emphasise that having a domestic capability and investment is important to be considered part of our defence industry. The Plan sends a clear message to international companies and partners wanting to do business with Defence that we expect them to invest in our country and our industrial capability. It recognises that transforming Australia's defence industry requires sustained effort and further work from both Government and industry, and that this Plan is part of a long-term goal to build an industrial base that is resilient, internationally competitive, innovative and high-tech to meet Australia's defence capability needs and national economic goals.

<sup>1</sup> Australian defence industry includes New Zealand entities consistent with the Australia–New Zealand Closer Economic Relations Trade Agreement.



# How will this be delivered?

## Major programmes over many years

- Major ADF procurement by Capability Acquisition and Sustainment Group (CASG)
- Capability programmes (projects) defined, eg
  - SEA 1000 – future submarines
  - SEA 5000 – future frigates
  - LAND 400 – military fighting vehicles
- Sovereign industrial capability priorities define those projects of major significance
- CASG contracts Primes to deliver capability, eg Thales
  - Multi-stage gates
- Contract includes AIC plan
  - Technology transfer
  - R & D commitments
  - Supply chain
- Primes seek Australian and New Zealand firms to build supply chains
  - Experience
  - Capability
  - Innovation
  - Capacity to grow and meet ADF's future needs



# What do you need to think about?

Defence markets require commitment – not for all firms

- Know what you do well
- What is your point of difference?
- Risk averse buyer, history important
  - Financial stability
  - Good customers and references
  - Well managed supply chain
  - Strong compliance culture
- Learn defence hygiene – Quad Charts, ICN Gateway, security clearances
- Get engaged with defence business networks – NZDIA, AIDN, CDIC
- Research the background information – *White Paper, Integrated Investment Programme*
- How will you be perceived in an Australian market?
  - Be close to your customer
  - Demonstrate how you advantage Australia



# Key ADoD policy documents and links

## READ THESE FOR BACKGROUND

<http://www.defence.gov.au/WhitePaper/> - contains the following important downloadable documents:

1. 2016 Defence White Paper - the overall rationale for the defence acquisition programme
2. Integrated Investment Programme – describes the key capability requirements, platforms and timings
3. Defence Industry Policy Statement – describes how Defence will interface with and support industry development

<http://www.defence.gov.au/SPI/Industry/CapabilityPlan/> - 2018 policy paper that sets out the plan for an Australian defence industry, including the Sovereign Industry Capabilities. It includes the recognition of New Zealand as part of “Australian” industrial capacity.

<http://www.defence.gov.au/dmo/equippingdefence/> - an overview of many of the projects underway in the ADF. Some of the project information is dated, however it’s a useful place to start researching.

<https://www.business.gov.au/centre-for-defence-industry-capability> - Centre for Defence Industry Capability, provides business advisory services to firms in Australia. New Zealand firms with an Aussie subsidiary/branch, incorporated in Australia, and an ABN can apply.

# Further useful links

## Business networks and media

<http://www.aidn.org.au/> - Australian Industry & Defence Network, defence business association for SMEs in Australia. Has state-based chapters and affiliation with NZDIA. New Zealand firms can join but should contact AIDN initially as the online application process requires an ABN and an Australian address.

<http://www.dtc.org.au/> - Defence Teaming Centre, formerly AIDN South Australia is now a separate entity funded by the South Australian government to support development of defence business in the State. Is open to assisting NZ firms that are looking at partnering with SA firms, or investing in the State.

<https://www.aigroup.com.au/business-services/industrysectors/defence/> - Australian Industry Group Defence Council, peak business body for larger defence industry organisations in Australia.

<https://gateway.icn.org.au/> - Industry Capability Network, Australian state based network of agencies to support local business connections to major projects. Some defence primes use ICN as a business capability registration tool. New Zealand firms can register.

<https://www.tenders.gov.au/> - AusTender, Australian Commonwealth Government online tender system. Get registered.

<http://www.nzdia.co.nz/> - New Zealand Defence Industry Association, business association for New Zealand firms engaging into the defence sector in New Zealand and elsewhere.





<https://www.defence.govt.nz/profile?BackURL=%2Findustry> - New Zealand defence industry portal, online tool to connect with New Zealand and some international defence business opportunities.

<https://www.defenceconnect.com.au/> - Defence Connect, leading Australian online newsletter for defence industry.

<http://www.australiandefence.com.au/> - Australia Defence Media, comprehensive online defence publication. ADM also run a number of industry conference and events throughout the year.

<http://defsecmedia.co.nz/line-defence/> - Line of Defence, New Zealand defence publication.

# Major Australian Defence Industry Events

<p>2 August 2018</p> 	<p>Defence + Innovation Conference, Canberra</p> <ul style="list-style-type: none"> <li>• Hosted by CASG</li> <li>• annual</li> </ul>	<p><a href="https://33creative.eventsair.com/QuickEventWebsitePortal/defence-industry-conference-2018/di">https://33creative.eventsair.com/QuickEventWebsitePortal/defence-industry-conference-2018/di</a></p>
<p>4-6 September 2018</p> 	<p>Land Forces 2018, Adelaide</p> <ul style="list-style-type: none"> <li>• Australia Army focus</li> <li>• Every two years</li> </ul>	<p><a href="http://www.landforces.com.au/">http://www.landforces.com.au/</a></p>
<p>26 March – 3 February 2019</p> 	<p>Avalon Air Show 2019, Geelong</p> <ul style="list-style-type: none"> <li>• Civilian and military aerospace</li> <li>• Every two years</li> </ul>	<p><a href="https://www.airshow.com.au/airshow2019/index.asp">https://www.airshow.com.au/airshow2019/index.asp</a></p>
<p>8-10 October 2019</p> 	<p>Pacific International Maritime Exposition 2019, Sydney</p> <ul style="list-style-type: none"> <li>• Maritime+ focus</li> <li>• Every two years</li> </ul>	<p><a href="http://www.pacificexpo.com.au/">http://www.pacificexpo.com.au/</a></p>



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or ring 0800 555 888

**Email Chain 115**

**From:** Jennie Vickers CEO NZDIA <jennie.vickers=nzdia.co.nz@mail28.sea31.mcsv.net> **On Behalf Of**  
Jennie Vickers CEO NZDIA

**Sent:** Friday, 20 July 2018 12:59 PM

**To:** \*Multiple Recipients [REDACTED]

**Subject:** Next week - Thales Briefing - Still time to register (unclassified)

[View this email in your browser](#)



**BRIEFING BY THALES AUSTRALIA ON DEFENCE OPPORTUNITIES**

New Zealand Trade and Enterprise (NZTE) invites you to a briefing on opportunities

in the Australian defence manufacturing and technology sectors, featuring guest speakers from Thales Australia.

Attendance is open to manufacturing and technology companies, with or without defence market experience.

NZDF/MOD staff who would benefit from learning about the Australian projects are also welcome.

Register now for events in [Auckland on 24 July](#) or [Christchurch on 25 July](#).

### **Why attend?**

The Australian government has launched an ambitious \$200 billion plan to modernise the Australian Defence Forces and create a defence industry that will sustain and support future defence needs.

As a result, Australia's major defence contractors are looking to New Zealand as a source of capability and innovation to help them meet their commitments to the Australian government and build the local defence industry.

This briefing will help you to:

- understand** the scope of Australia's defence programme development
- connect** with Thales Australia, a major defence contractor in the Australian market
- evaluate** potential opportunities for your business within Thales' programmes
- understand** how to enter the supply chain to Thales Australia, and the opportunities that exist within their Global Supply Chain programme.

During this event Thales Australia representatives will discuss a range of programmes and opportunities, including submarine, surface ship and underwater systems, integrated weapons and sensors, and Thales' military vehicle programme.

### **About Thales Australia**

[Thales Australia](#) is part of a leading international electronics and systems group serving the defence, aerospace and space, security, and transport markets in Australia and throughout the world.

Thales Australia recognises the essential role that close collaborative relationships between local and global suppliers play in the development of innovative defence

capability. Strong engagement with customers, SME suppliers and research institutions, combined with technology transfer from their global business, allows Thales to tailor high-quality solutions for Australian and global defence markets.

### **AUCKLAND**

#### **Date**

Tuesday 24 July 2018

#### **Time**

8.30am - 12.30pm

#### **Venue**

NZTE Auckland  
139 Quay Street  
Auckland 1010

### **CHRISTCHURCH**

#### **Date**

Wednesday 25 July 2018

#### **Time**

8.30am - 12.30pm

#### **Venue**

Russley Golf Club  
428 Memorial Ave, Burnside  
Christchurch 8053

[REGISTER AKL](#)

[REGISTER CHC](#)



NZDIA Forum Registrations 2018

We are delighted to announce that registrations for the NZDIA Annual Forum 2018 are now open.

The 21st NZDIA Forum will be held on 30, 31 October and 1 November 2018 at the Central Energy Trust Arena, Palmerston North.

Please note that all NZDF staff should [click this link to register](#) an expression of interest and should not complete the form on the website.

Click [here](#) to go to the Official Forum Website to register and see further information.

To view the website you will need the following details:

Email: s9(2)(b)(ii)

Password s9(2)(b)(ii)

If you have any queries or issues regarding registration please email s9(2)(a)



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New Zealand based contacts

**Our mailing address is:**

NZDIA  
Box 128261  
Remuera Auckland



Auckland, Auckland 1541  
New Zealand  
[Add us to your address book](#)

Want to change how you receive these emails?  
You can [update your preferences](#) or [unsubscribe from this list](#).

**Email Chain 108**

**From:** Jennie Vickers CEO NZDIA <jennie.vickers=nzdia.co.nz@mail89.atl161.mcsv.net> **On Behalf Of**  
Jennie Vickers CEO NZDIA

**Sent:** Thursday, 19 July 2018 9:49 AM

**To:** \*Multiple Recipients [REDACTED]

**Subject:** NZDIA Forum Registration Open Now UNCLASSIFIED

[View this email in your browser](#)

**Hi,**

We are delighted to announce that registrations for the NZDIA Annual Forum 2018 are now open.

The 21st NZDIA Forum will be held on 30, 31 October and 1 November 2018 at the Central Energy Trust Arena, Palmerston North.

Click [here](#) to go to the Official Forum Website.

To view the website you will need the following details:

*Email:* [REDACTED]

*Password:* [REDACTED]

The website has further information about the Forum programme, accommodation and other things to do in the Palmerston North region.

We are currently working with the Ministry of Defence to finalise two capability

workshops, one of which is likely to be during the afternoon on Tuesday 30 October. Please take this into account when booking travel and accommodation. The welcome function will start at 6pm after the various workshops have completed.

As soon as we have confirmation of timings and topics for the workshops we will update the programme. Please keep a look out for updates in our newsletters and on the Forum website.

If you have any queries or issues regarding registration please email [s9\(2\)\(a\)](mailto:s9(2)(a)@nzdia.govt.nz)

[CLICK HERE TO REGISTER](#)

NZDIA Forum Prospectus  
The Forum Prospectus is available  
on the website. Contact

[s9\(2\)\(a\)](mailto:s9(2)(a)@nzdia.govt.nz)  
discuss the opportunities to exhibit  
and sponsor the 21st NZDIA Forum.





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Remuera Auckland  
Auckland, Auckland 1541  
New Zealand

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You can [update your preferences](#) or [unsubscribe from this list](#).

Email Chain 107

From: Graeme [redacted]  
Sent: Tuesday, 17 July 2018 11:14 am  
To: Izzy [redacted]; Jaime [redacted]  
Cc: Sarah [redacted]; HOWARTH DEBBIE, MRS [redacted]  
[redacted] Jennie Vickers <jennie.vickers@nzdia.co.nz>  
Subject: RE: Land Forces 2018 T&C's

OK – suggest postponement today. Will you and Jennie have time later this week? We want to get the agreement form to participants out very soon.

Graeme

From: Izzy [redacted] <[redacted]>  
Sent: Tuesday, 17 July 2018 10:58 AM  
To: Jaime [redacted]  
Cc: Graeme [redacted]; Sarah [redacted]  
[redacted] HOWARTH DEBBIE, MRS <[redacted]>; Jennie Vickers <jennie.vickers@nzdia.co.nz>  
Subject: Re: Land Forces 2018 T&C's

Hi all,  
I mucked up my days/times and I have a dentist appointment this afternoon so won't be able to make the call.  
Jennie is still in Melbourne and Debbie in Raro so we may need to postpone!  
Sorry.  
Izzy

On Mon, Jul 16, 2018 at 12:07 PM, Jaime [redacted] wrote:  
Mōrena all

We have put together T&C's for the 2 categories of customers who will be joining us at Land Forces, outlining the services that they will receive for the fees. The Land Forces T&C's that apply to the customer need to be added (Liabilities and indemnities) which I will work with our legal team to ensure it is correct once we have our service offerings finalised.

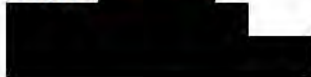
Sending this in advance of tomorrows WIP so you can read through and we can talk about this then.

Some deadlines we need to keep in mind when we require these contacts to be signed and returned.  
**Exhibitor Directory Entry** (official event directory copy) – due date 8 August  
**Exhibitor Badges** (names) – due date 12 August

Talk tomorrow.

Many thanks,  
Jaime

Jaime



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s9(2)(a)

w [newzealand.com/business](http://newzealand.com/business)



Level 22 / 20 Bond Street, Sydney, NSW 2000, Australia  
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--

Izzy s9(2)(a)

**New Zealand Defence Industry Association**  
Box 128261  
Remuera Auckland 1541

s9(2)(a)  
sy(2)(a)



**Email Chain 106**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Wednesday, 11 July 2018 5:34 PM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii)  
**Cc:** Sarah s9(2)(a) s9(2)(g)(ii)  
**Subject:** Re: 4Q4

This is just his manner. We work closely with ADM in defence and he is always helpful if a bit off beam!

**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



On 11 July 2018 at 17:22, Graeme s9(2)(a) s9(2)(g)(ii) > wrote:

Firstly, he has us in the wrong spot although we are in Hall 4, close to the Brits.

This looks like a hard sell to me – and I'm not inclined to rise to the bait.

May be useful if our exhibiting companies were to advertise, but we don't have budget for anything generic.

There is a LF programme where we will be listed.

Graeme

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Wednesday, 11 July 2018 5:15 PM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii)  
**Subject:** Fwd: 4Q4

Can you talk to your team about what we need/afford to attract people in?

Thanks

**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)

----- Forwarded message -----

From: David **s9(2)(a)**  
Date: 11 July 2018 at 17:09  
Subject: 4Q4  
To: Jennie Vickers CEO NZDIA <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>

Hi Jennie

It's a long way from anywhere ... at Land Forces 2018, New Zealand is in Hall 4, Stand Q4 ... about as far away for the mainstream as it's likely to be ... so something in digital in August to say: MEET US IN HALL 4 STAND Q4 ... as well as print in Sept would make sense.

All digital spots are in exclusivity, so what I have now may not be what I have in the morning. Don't waste time if you want some.

Website: 39,000 unique visitors last month ... even ASPI only averages 30,000.

Newsletters. two a week, total send 5634. Normal openings around 2800. Last Tuesday we did a survey ... and at the 24-hour mark, hit 71% opening. I'll take that any day.

1. Silver Promo package. Website MREC 250H x 300W and newsletter medium banner 60H x 468W. \$1790 plus GST.
2. Gold Promo (one left). Website extended leaderboard 90H x 960W and a medium newsletter banner. \$2250 plus GST.
3. Side rails (gutters). One available. \$2200 plus GST

Silver is best value and equally good on impressions which is what counts. Multiple slides can be sent and we'll rotate, just no strobing pls. No file over 100kb so they load quickly on any device. There are smaller options ... SRECs etc but frankly we don't like using them because they are very small in mobile and tablet devices.

So that's digital for August.

**Print for Sept:** Print is what is read .. and re-read. over and over. and we like helping our friends. So for \$3010 AUD you get a page for the NZ display, and with that investment, every company on your stand gets to send us a corporate profile. they can also independently advertise ... that's up to them. We close 31 July for bookings ... but if you're going to book and want to see the companies in there ... we need to know by 24 July.

This is a big edition ... it's already at the 152 page level ... and we have a long way to go ... so if you want to be in it ... can I ask you to get your skates on.

Cheers  
D





David s9(2)(a)

ADM Group

---

Australian Defence Magazine

s9(2)(a)

Postal: Unit 2, 212 Bay Tce, Wynnum Qld 4178 AUST

Email: s9(2)(a)

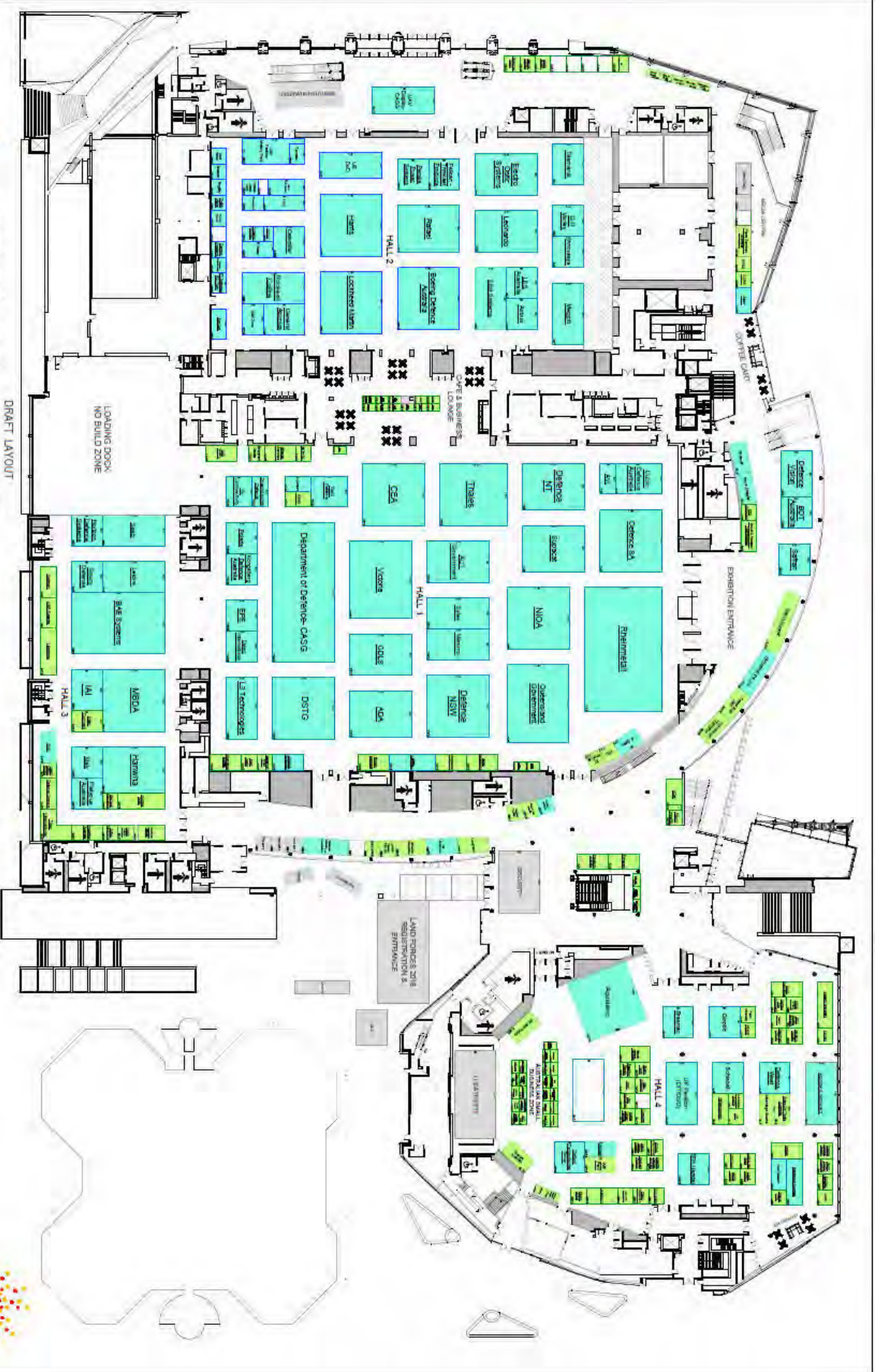
[www.australiandefence.com.au](http://www.australiandefence.com.au)

**Attachment One: LF2018 June Floorplan**



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 E: info@idsa.com.au

DRAFT LAYOUT  
 REVISED: June 05, 2018  
 STAND NUMBERS ARE INDICATIVE  
 ONLY AND SUBJECT TO CHANGE





SEPTEMBER 2018  
LAND FORCES

**BONUS  
DISTRIBUTION**

**LAND FORCES**  
Adelaide September 4-6

**DEFENCE ESTATE AND  
BASE SUPPORT SUMMIT**  
Canberra Hyatt  
September 19, 2017



## LAND FORCES 2018

Army's biggest partnering event, Land Forces, will be held in Adelaide this September 4-6 and ADM will be on hand to examine the latest land programs and technologies as Army continues down its digitisation path. For the most up to date in-depth coverage of all things land related, this edition is not to be missed.

ADM will examine how Army is looking to innovate around its people and processes going into the future with weapons, platforms and wider joint capabilities.

## DEFENCE SUPPORT AND INFRASTRUCTURE

Support and maintenance of Defence facilities is a major concern for the entire Defence organisation. As the biggest landowner in the country, there are diverse issues facing the Defence Estate and Infrastructure Group in the wake of the reform process sweeping Defence. This series of feature articles supports the ADM Defence Estate and Base Services Summit in Canberra on September 19.

From the Source Interview: Chief of Army invited



## HOT TOPICS

- Army weapons
- Communications
- Vehicles
- Training
- Soldier systems
- Infrastructure support
- BIM
- Environmental management

## DEADLINES

- **Closing Date:**  
31 July, 2018
- **Material Deadline:**  
7 August, 2018

**BOOKINGS** David s9(2)(a) Advertising Sales Manager **E** s9(2)(a)  
**T** s9(2)(a)

YAFFA 09192

Email Chain 105

From: Graeme [redacted] -AKL

Sent: Tuesday, 10 July 2018 10:28 am

To: Andrea (AUS) [redacted]; Mike (CBA) [redacted]; Alan [redacted]; Mark (AUS) [redacted]; Alan [redacted]; RICHARD [redacted]; s9(2)(a), s9(2)(k); Peter (Inet) [redacted]; Nicola, Ms [redacted]; Sharon-May [redacted]; Stuart [redacted]; Peter [redacted]; Jennie Vickers <jennie.vickers@nzdia.co.nz>; Izzy [redacted]

Subject: Rheinmetall briefing 6 July

A quick summary of the Rheinmetall briefing last Friday:

- Held 0930 to 1130 at the NZDF Business Hub, Auckland CBD; lunch and a series of 1:1 meetings held following, through to around 1400
- Two presenters from Rheinmetall – Simon [redacted] and Marty [redacted]
- Covered Rheinmetall’s LAND 400 phase 2 (CRV) and phase 3 (IFV) programmes, plus other military vehicle programmes in Australia and Rheinmetall’s global supply chain
- Rheinmetall have the contract for the A\$3-4 billion CRV, and will be a leading bidder for the approx. A\$20 billion IFV programme. They are also engaged into a number of other programmes in the Australian Army for trucks and support vehicles.
- 29 business representatives from 22 firms attended
- 20 firms NZTE customers, 2 firms were reps from international businesses not previously engaged with NZTE
- Attendees also from NZ Ministry of Defence, NZDF, NZDIA and NZTE
- 6 one on one meetings held: [redacted], s9(2)(b)(ii), s9(2)(b)(ii), [redacted], [redacted] and s9(2)(b)(ii)
- I received a message last night from Simon [redacted] (who is on leave this week) that “we’ve identified six as definite candidates for LAND 400 phase 3. Others for other projects. We’ve invited companies to make their pitch if they’re interested. We’re planning to visit [NZ again] in July/August.”

I think this is an exciting outcome and I will be talking further to Simon next week.

I was unable to be at the briefing but NZTE was ably represented by Peter [redacted] (Hamilton) and Stuart [redacted] (Brisbane). Thanks to Debbie Howarth (NZDF), Jennie Vickers and Izzy [redacted] (NZDIA) for hosting the event.

Best regards,

---

Graeme s9(2)(a) s9(2)(g)(ii)



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s9(2)(a)

s9(2)(a) s9(2)(g)(ii)

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w [nzte.govt.nz](http://nzte.govt.nz)



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Level 6, 139 Quay Street, Auckland 1010

[View location map](#)

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New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.

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**Email Chain 104**

**From:** Jennie Vickers CEO NZDIA <jennie.vickers=nzdia.co.nz@mail26.atl231.mcsv.net> **On Behalf Of**  
Jennie Vickers CEO NZDIA  
**Sent:** Tuesday, 10 July 2018 10:00 AM  
**To:** \*Multiple Recipients [REDACTED]  
**Subject:** NZ Government Strategic Defence Policy Statement 2018 UNCLASSIFIED

[View this email in your browser](#)

**Update regarding the NZ Government Strategic Defence Policy Statement 2018 and Review of Procurement**

On behalf of the NZDIA on Friday, Andrew Ford attended the Minister of Defence's launch event for the Strategic Defence Policy Statement which is the update to the Defence White Paper 2016, to reflect the current government's policy and strategic priorities.

The Minister also took the opportunity to provide the outcome of the independent review of Defence Procurement, which was positive in view of the changes made to the Capability Management System, he stated he now has a high level of confidence that future requirements will be reliable

and professionally delivered.

The Strategic Defence Policy Statement recognises the full scope of value that Defence provides for New Zealand, across the Community, Nation, and World. The Minister went to some lengths to emphasise the value of Defence to National Security outcomes as well as the broader value to national outcomes other than through combat operations (civil defence, fisheries protection, SAR and conservation given as examples). The Minister repeatedly referred to the Pacific Reset in terms of what NZ's increased influence in Pacific nations should be.

The Policy Statement also articulates for the first time a set of principles to describe the Government's expectations for Defence and provides enduring policy guidance, examines developments in the strategic environment and updates the Defence Force outcomes, principal roles and priorities.

He emphasised the changing strategic environment and focus for this Government, in particular Chinese influence and presence in the Pacific, Climate Change threat to the Pacific, Cyber security and transnational crime, (in particular drugs and people smuggling). It is these strategic priorities which will drive the review and reprioritisation of the Defence Capability Plan, now due in November.

***[Click here for a two page summary of the Strategic Defence Policy Statement](#)***

***[Click here for the Review of Defence Procurement Policies and Practices for Major Capability Projects](#)***

***[Click here for the full Strategic Defence Policy Statement](#)***

### **What this means for Industry**

Likely that some of the capability projects will change priority order and some previously longer term projects may be accelerated, for example anything in regard to HADR in the Pacific and in relation to cyber threats.

The Minister is confident that the work done will lead to bipartisan agreement over spending priorities and long term budget surety for NZDF, which in turn provides surety to continued Government commitment to investment in Defence.





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**Email Chain 103**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Monday, 2 July 2018 3:54 PM

**To:** Mark s9(2)(a)

**Cc:** Graeme s9(2)(a) s9(2)(g)(II)

**Subject:** Re: Invitation: SEA5000 training for NZ SMEs @ Mon 2 Jul 2018 4pm - 4:25pm (NZST)  
(jennie.vickers@nzdia.co.nz)

**Hi**

Flight was late landing. Can we start at 4.10 to give me time to reach hotel? On the bus!

On Mon, 2 Jul 2018 at 1:02 PM, Mark s9(2)(a) > wrote:

[more details »](#)

SEA5000 training for NZ SMEs

How about this afternoon at NZ 4pm?

On Mon, 2 Jul 2018 at 9:54 AM, Mark s9(2)(a) wrote:

>

> Hi Jennie,

>

> Hope things are going well for you in NZ. Certainly lots of excitement here with SEA5000 decisions being made.

>

> Pretty clear for a phone call most of this week except Friday. Monday or Tuesday PM would be great.

>

> Mark

>

> On Sat, 30 Jun 2018 at 14:38 Jennie Vickers wrote:

>>

>> When is a good time to talk?

>>

>> J

>>

>> Jennie Vickers

>> CEO

>> New Zealand Defence Industry Association

>> Box 128261

>> Remuera Auckland 1541

>> [jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

>> s9(2)(a)

>

> --

>

> Yours Aye,

>

> Mark s9(2)(a)

--

Jennie Vickers

CEO

New Zealand Defen...

When Mon 2 Jul 2018 4pm – 4:25pm Auckland

Joining info [meet.google.com/hat-dsur-wkx](https://meet.google.com/hat-dsur-wkx)  
Or dial: +1 219-401-0495 PIN: 674719258#

Calendar [jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

Who

- Mark **s9(2)(a)** organiser
- [jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)
- **s9(2)(a), s9(2)(g)(ii)**

Going? [Yes](#) - [Maybe](#) - [No](#) [more options »](#)

Invitation from [Google Calendar](#)  
You are receiving this email at the account [jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz) because you are subscribed for invitations on calendar [jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
To stop receiving these emails, please log in to <https://www.google.com/calendar/> and change your notification settings for this calendar.  
Forwarding this invitation could allow any recipient to modify your RSVP response. [Learn More](#).

--  
**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
**s9(2)(a)**

**Email Chain 102**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Monday, 2 July 2018 12:54 PM

**To:** Mark s9(2)(a)

**Cc:** Graeme s9(2)(a) s9(2)(g)(ii)

**Subject:** Re: Sae5000 training for NZ SMEs

How about this afternoon at NZ 4pm?

On Mon, 2 Jul 2018 at 9:54 AM, Mark s9(2)(a) wrote:

Hi Jennie,

Hope things are going well for you in NZ. Certainly lots of excitement here with SEA5000 decisions being made.

Pretty clear for a phone call most of this week except Friday. Monday or Tuesday PM would be great.

Mark

On Sat, 30 Jun 2018 at 14:38 Jennie Vickers <jennie.vickers@nzdia.co.nz> wrote:

When is a good time to talk?

J

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)

--

Yours Aye,

Mark s9(2)(a)

--

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)

**Email Chain 101**

**From:** Graeme [redacted] -AKL  
**Sent:** Monday, 2 July 2018 10:35 am  
**To:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Subject:** FW: Bid & Estimation Training

I have this synopsis but I don't yet have a written cost estimation for delivering the course in NZ. In discussion with Tony I took it as being in the order of \$20-30k.

The issue for BAE is that this is paid for by the Australian government and they believe does not cover them to deliver the course in NZ.

Graeme

**From:** s9(2)(a) Tony <tony.s9(2)(a) [redacted]>  
**Sent:** Monday, 25 June 2018 3:35 PM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii) [redacted]  
**Cc:** s9(2)(a) [redacted], Ian <s9(2)(a) [redacted]>; s9(2)(a) Kim s9(2)(a) [redacted]  
**Subject:** Bid & Estimation Training

Graeme, we are working to get you a formal response to the discussion regarding provision of training.

In the meantime, in response to your question from our last discussion, please find attached a short description of what the training covers.

Regards  
Tony

Tony s9(2)(a) [redacted]  
BAE Systems Australia

[redacted] @baesystems.com  
Taranaki Road, Edinburgh Parks, EDINBURGH South Australia 5111 Australia

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**Attachment One: Estimating and Pricing Fundamental Course Synopsis 2018**

The Global Access Program ran the last Estimating & Pricing Master Class in November 2015. The course was developed and delivered by Tracey Clavell as a prototype to 12 Small and Medium Enterprises. *Suppliers benefit from the course by learning to apply advanced estimating and pricing techniques, such as Variation on Price, Indexing and Risk and Opportunity.*

To date approximately 150 people from SMEs in Australia have received the Estimating and Pricing Fundamentals training - this course takes their learning to the next level. *Several SMEs have reported an increase in their bid win rate as a direct result of the training.*

### **Course Synopsis - Estimating & Pricing Fundamentals**

Are you competitive? Can you challenge your cost base, supplier quotes, estimates and price? Do you know what drives cost and price and how they can be influenced? Could you survive a cost investigation by your customer? Do you understand the terminology?

This course is designed to increase supplier knowledge about the art of estimating and how to present your price to a customer. A few case studies are woven into the fabric of the course to apply knowledge gained.

**Day 1** of the course covers; the terminology of estimating in the Defence business, the estimating process, how to develop a Work Breakdown Structure and Product Breakdown Structure – what's the difference?, UK/US and Australian Government Defence contracts costing principles, how to build up a price and the application of risk and uncertainty.

**Day 2** of the course addresses more advanced estimating concepts such as; challenging estimates, challenging supplier quotes, application of learning curves, how to avoid the human bias, price breaks, how terms and conditions can drive price.

**Note:** *It is essential to attend both days to gain maximum benefit. The days are not offered separately.*

### **Course Synopsis - Estimating & Pricing Masterclass**

The E&P Masterclass is a two day course, expanding on the E&P Fundamentals course in conjunction with the Global Access Program.

The E&P Fundamentals course introduces concepts in Estimating Approaches, Techniques and Methodology; deconstructing a Price Build Up; global Defence Government requirements and contract pricing giving consideration to risk and uncertainty. It also looks at the fundamentals of challenging estimates and supplier quotations learning curves, biasing and commercial terms and conditions. The course briefly introduces risk intelligence.

The Masterclass delves further into detailed Risk and Opportunity concepts, greater awareness and practical application of Variation on Price techniques and methodologies across various contracting models, and further explores evaluation of supplier quotations. The two day course will involve in interactive simulated bid process, with a focus on these concepts.

**Note:** *It is essential to attend both days to gain maximum benefit. The days are not offered separately.*

***\*\*It is a prerequisite for all attendees to have attended the BAE Systems Australia Estimating & Pricing Fundamentals course before attending the Masterclass\*\****

**Email Chain 100**

**From:** Graeme [redacted] -AKL

**Sent:** Friday, 29 June 2018 4:59 pm

**To:** Simon [redacted]

**Cc:** [redacted]; HOWARTH DEBBIE, MRS [redacted];

Jennie Vickers <jennie.vickers@nzdia.co.nz>; [redacted];

[redacted]; [redacted]; [redacted]@rheinmetall.com; Rod [redacted]  
[redacted]@rheinmetall.com>; [redacted] [redacted]; Izzy [redacted]  
[redacted]

**Subject:** RE: Seeking NZ suppliers for LAND 400 Phase 3

Hi Simon,

This looks a very comprehensive programme. The only thing I would add is some explanation on the MILVEHCOE plant in Brisbane – the ambition of Rheinmetall and the investment in the development of the manufacturing infrastructure is underappreciated this side of the Tasman. The animation you showed me in Melbourne would be enlightening.

Otherwise, very happy with what you propose.

I have been pleased with the response from firms, we will have some travelling in from out of Auckland, including from the South Island. Make sure you are talking with Izzy [redacted] or Jennie about what you need regarding facilities.

There will be firms at various stages of preparedness for defence work in Australia, some existing suppliers looking to expand and some who may be looking at the opportunity in Australia for the first time.

There will be a speaker to introduce you and put some context around the briefing. As mentioned earlier, I am unable to be in Auckland while you are here so I will have someone else (Jennie?) provide that introduction.

Best regards,

---

**Graeme** [redacted]

[redacted]

w [nzte.govt.nz](http://nzte.govt.nz)



Level 6, 139 Quay Street, Auckland 1010

[View location map](#)





New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.

From: [Simon](#) s9(2)(a) s9(2)(a)  
Sent: Thursday, 28 June 2018 8:36 AM  
To: Graeme s9(2)(a) s9(2)(g)(ii)  
Cc: s9(2)(a); HOWARTH DEBBIE, MRS s9(2)(a), s9(2)(g)(ii);  
Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)> s9(2)(a);  
s9(2)(a); s9(2)(a); s9(2)(a); Rod s9(2)(a);  
s9(2)(a); Tim s9(2)(a); s9(2)(a)  
Subject: RE: Seeking NZ suppliers for LAND 400 Phase 3

Hi Graeme,

In answer to your questions about the briefing, I would expect a one to two hour presentation depending on questions.

We will cover the following topics:

- Background to Rheinmetall - history and products
- History and current operations of Rheinmetall in New Zealand
- Replacement of Land Combat Vehicle System in Australia
- Outlook for LAND 400 Phase 2
- Inclusion of New Zealand industry in Australian Industry Capability
- Emphasis on capability not participation
- Examples of Australian Industry Capability in LAND 400 Phase 2
- LAND 400 Phase 3 requirement
- Description of Lynx - Rheinmetall's new infantry fighting vehicle
- Proposed sequence of events between now and inclusion of New Zealand suppliers in Rheinmetall's LAND 400 Phase 3 bid

If there are other topics you would like us to address, please tell me.

We would appreciate if any interested companies could bring two copies of summary printed information about their company, their relevant products and services, any experience working in the defence sector (not essential) and a point of contact.

regards,



now is even more timely.

My suggestion is a more detailed briefing on the morning of Friday 6 June. This will be held in Auckland CBD and I will come back to you with room details etc. I don't expect a large crowd but I trust there will be some interest from NZ firms in the project.

Agree that side visits should best be deferred for now, but these can be initiated following the briefing.

Can you give me a sense of what the briefing would look and run like from your perspective: how long, topics, who, etc. Will there be a chance to spend time with individual firm reps at or after the briefing? What should firms attending expect and look to bring with them?

Re talking at the NZDIA meeting on 5 July, I will let Jennie Vickers of NZDIA discuss that with you. My understanding is that there is only a limited time available in their agenda for the day, hence the keenness to have a separate briefing on Friday which enables members to attend and gives appropriate time to you.

Best regards,

<b>Graeme</b> s9(2)(a) s9(2)(g)(ii)	
	Secret s9(2)(g)(ii)
<b>NEW ZEALAND TRADE &amp; ENTERPRISE Te Taurapa Tūhono</b>	<a href="http://nzte.govt.nz">W nzte.govt.nz</a>     
	Level 6, 139 Quay Street, Auckland 1010 <a href="#">View location map</a>
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From: [Simon](#) s9(2)(a) s9(2)(a)  
Sent: Tuesday, 19 June 2018 7:12 PM  
To: Graeme s9(2)(a) s9(2)(g)(ii) s9(2)(a)  
Cc: s9(2)(a); s9(2)(a); s9(2)(a); Tim s9(2)(a); s9(2)(a); Rod s9(2)(a) s9(2)(a)  
Subject: RE: Seeking NZ suppliers for LAND 400 Phase 3

Hi Graeme,

As luck would have it, the draft RFT for LAND 400 Phase 3 was released today on the CASG

public website.

<http://www.defence.gov.au/dmo/equippingdefence/land400>

The Commonwealth of Australia is seeking voluntary comments by 9 July. Here is the indicative timeline for the project.

The timeline indicates that the sequence of events we have proposed cannot occur any later. Our goal should be to include any suitable NZ companies in our tender response (probably now due March next year).

With reference to your subsequent email, what do you propose?

- Short brief to NZDIA meeting on 5 July?
- Or just a detailed brief to interested parties on 6 July?

My recommendation is that we do not conduct any side visits this time. Let's see what companies step forward, what companies we can find ourselves and plan individual company visits with the right staff at the right time. Our goal is still to do this prior to Land Forces in Adelaide (4-6 Sep).

regards,

Simon

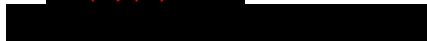
Simon **s9(2)(a)**



**Rheinmetall Defence Australia and New Zealand**

Level 15, 575 Bourke St  
Melbourne, VIC 3000  
AUSTRALIA

M: **s9(2)(a)**



W: [www.boxercrv.com.au](http://www.boxercrv.com.au)

Rheinmetall Aktiengesellschaft Rheinmetall Platz 1 D - 40476 Düsseldorf	Sitz der Gesellschaft : Düsseldorf Amtsgericht Düsseldorf HRB 39401
---	--

Vorstand:  
Armin Papperger (Vors.)  
Helmut P. Merch  
Horst Binnig  
Peter Sebastian Krause

Vorsitzender des Aufsichtsrats:  
Ulrich Grillo

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Von: Graeme s9(2)(a) s9(2)(g)(ii) @nzte.govt.nz>  
An: s9(2)(a)  
Kopie: s9(2)(a)  
s9(2)(a) s9(2)(a)  
s9(2)(a) s9(2)(a)  
s9(2)(a) s9(2)(a)  
s9(2)(a) s9(2)(a)  
s9(2)(a) s9(2)(a)  
Datum: 15.06.2018 10:39  
Betreff: RE: Seeking NZ suppliers for LAND 400 Phase 3

Hi Simon,

Really excited to be able to work with you regarding the supply chain for the Lynx KF41. I expect there will be interest in New Zealand, but that you're right to assume it will be a relatively small number of firms. Grateful for the generic breakdown of an IFV – useful. I have been in touch with Peter s6(a) and unfortunately neither he nor anyone else we've been in touch with know the three companies in the NZLAV chain in 2001-3. We'll continue to investigate.







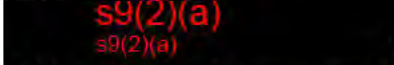
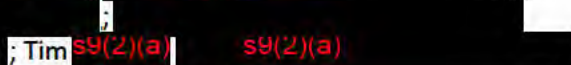
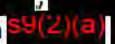

To give you an update on the proposed schedule below.

- We accept your offer to talk to industry on the LAND 400 Phase 3 programme on 5 July. This may be at the NZDIA meeting at Whenuapai airbase on the afternoon of 5 July, but may more practically be held in the morning in Auckland CBD ahead of the NZDIA meeting. Just working through the logistics of that. I am hoping we will get invites out next week.
- Will you have time either side of 5 July for any side visits to NZ companies?
- Notwithstanding, note intention to visit companies July/August and the follow ups at Land Forces and NZ Defence Industry Forum 31 Oct-1 Nov (which unfortunately I am unable to attend as will be in the US).

Thanks also for the information on the bid timetable and for setting expectations around that. I am more comfortable about a 6-12 month, rather than 6 week window.

Best regards  
Graeme


	
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	Level 6, 139 Quay Street, Auckland 1010 <a href="#">View location map</a>
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From:    
Sent: Tuesday, 12 June 2018 5:13 PM  
To: Graeme    
Cc:    
   
; Tim    
Subject: Seeking NZ suppliers for LAND 400 Phase 3

Hi Graeme,

Thanks for visiting us in Melbourne on 18 May. Contract negotiations are still underway for LAND 400 Phase 2. As we discussed when we met, there might not be many opportunities for companies who are not already involved, to get involved in LAND 400 Phase 2. It has been a long campaign over several years and many of our Tier 1 suppliers in Europe have reached out independently to Australian companies to establish local production.

LAND 400 Phase 3 is another story. We are launching our candidate for Phase 3 today at Eurosatory (10am local time) - the Lynx KF41. Here is a photo of the vehicle under its cover in Paris.

As part of our Phase 3 campaign, we have proposed to   


(Have you been able to identify the three companies that joined the NZLAV global supply chain in 2001/2/3 - have you contacted Peter )

Here is a generic hardware breakdown structure for an Infantry Fighting Vehicle. It is effectively a checklist for you to identify NZ companies that might be suitable for inclusion in the supply chain.

One important note - as for LAND 400 Phase 2 - this is not a rapid acquisition process. At the earliest, three vehicles might be required on trial in Australia for a year from November 2020. If companies, are going to be part of the Lynx KF41 supply chain, we need to sign them up over the next six to twelve months, not six weeks.

Here is our best estimate of the current schedule.



### LAND 400 Phase 3

#### Acquisition schedule – *current best estimate*

s9(2)(b)(ii)



© Rheinmetall AG 14 May 2018

May I propose the following sequence of events (tentative until agreed):

1. (Identify three companies involved in NZLAV global supply chain for reference)
2. Your invitation to any NZ companies interested in LAND 400 Phase 3 (next two weeks)
3. Attend LAND 400 Phase 3 brief and side meetings at next meeting of NZDIA in Auckland on 5 Jul
4. Rheinmetall visits interested companies (July/August)
5. Interested companies attending Land Forces 2018 in Adelaide 4-6 Sep to inspect a Lynx KF41 vehicle
6. Follow up meetings with interested companies at the NZDINSF in Palmerston North on 31 Oct and 1 Nov

To be clear, we are not expecting 100 NZ companies to join the Lynx supply chain (that would be extraordinary). We are expecting up to ten although there is no limit. If companies are capable and willing, we would like to talk with them. Our goal is to avoid unnecessary expense on behalf of companies but to provide the necessary support to those who are capable of rising to the challenge.

Can you please confirm Events 1, 2 and 3 this week if you are in agreement.

regards,

Simon

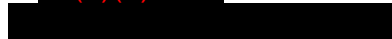
Simon s9(2)(a)



**Rheinmetall Defence Australia and New Zealand**

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AUSTRALIA

M s9(2)(a)



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<u>Vorstand:</u> Armin Papperger (Vors.) Helmut P. Merch Horst Binnig Peter Sebastian Krause	<u>Vorsitzender des Aufsichtsrats:</u> Ulrich Grillo

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=====

=====



Email Chain 99

From: NZDIA **s9(2)(a)** > On Behalf Of NZDIA

Sent: Friday, 29 June 2018 4:35 PM

To: \*Multiple Recipients

Subject: Announcement from NZDF DEI Team re ROI timing UNCLASSIFIED

[View this email in your browser](#)

Hi,

NZDIA has been given this information to share with industry.

Message from NZDF DEI Professional Services Alliance Project Team:

We have listened to Industry's feedback about the importance of industry being given sufficient time to submit the best quality ROI. We appreciate that this includes having precision around dates to enable industry's workforce planning.

The Request for Registration of Interest (ROI) will be posted on GETS during August 2018, once all internal NZDF Governance criteria have been satisfied. Industry will have four weeks to prepare and submit.

A good source of information about the project is the NZDF Camps and Bases Website. See <http://campsandbases.nzdf.mil.nz>

Regards  
Jennie Vickers  
CEO  
NZDIA



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**Email Chain 98**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Friday, 29 June 2018 10:03 AM

**To:** Tony s9(2)(a); Graeme s9(2)(a) s9(2)(g)(ii)

**Subject:** Congrats to you and all your team

Morning

Fab outcome. Enjoy the relief before the next lot of hard work.

Look forward to a conversation asap about next steps and how NZDIA and NZTE can help you with your supply chain.

Regards

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



**Email Chain 97**

**From:** Graeme [redacted] -AKL

**Sent:** Friday, 29 June 2018 10:22 am

**To:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Cc:** [redacted] s9(2)(a) s9(2)(g)(ii); Debbie Howarth

[redacted] s9(2)(a), s9(2)(g)(ii) [redacted] s9(2)(a) s9(2)(g)(ii) Richard, Mr

[redacted] s9(2)(a) s9(2)(g)(ii) Mike (CBA) [redacted] s9(2)(a) s9(2)(g)(ii)

Andrea (AUS) [redacted] s9(2)(a) s9(2)(g)(ii)

**Subject:** RE: FW: SEA 5000 winner revealed

Agree. Best outcome.

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Friday, 29 June 2018 10:00 AM

**To:** Graeme [redacted] s9(2)(a) s9(2)(g)(ii)

**Cc:** Stephanie [redacted] s9(2)(a) s9(2)(g)(ii); Debbie Howarth

[redacted] s9(2)(a), s9(2)(g)(ii) [redacted] s9(2)(a) s9(2)(g)(ii) Richard, Mr

[redacted] s9(2)(a), s9(2)(g)(ii) Mike (CBA) [redacted] s9(2)(a), s9(2)(g)(ii)

Andrea (AUS) [redacted] s9(2)(a), s9(2)(g)(ii)

**Subject:** Re: FW: SEA 5000 winner revealed

From my perspective a good/great outcome.

J

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

[redacted] s9(2)(a) s9(2)(g)(ii)



On 29 June 2018 at 09:52, Graeme [redacted] s9(2)(a) s9(2)(g)(ii) > wrote:

<https://www.defenceconnect.com.au/maritime-antisub/2496-sea-5000-winner-announced>

I assume you are all across this announcement. BAE to build the Future Frigates for Australia.

Regards,

Graeme

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Email Chain 96

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Thursday, 28 June 2018 2:56 PM

To: Andrew s9(2)(a)

Cc: s9(2)(a) s9(2)(a) Craig s9(2)(a) s9(2)(g)(ii)

; Graeme s9(2)(a) s9(2)(g)(ii)

Subject: Re: FW: Re:- Attending Rheinmetall visiting NZ on the 6th of July at NZDIA Hub and NZDIA meeting on the 5th of July please

Hi

Izzy our Office Manager will be in touch shortly.

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



On 28 June 2018 at 14:44, Andrew s9(2)(a), s9(2)(b)(ii) > wrote:

Good afternoon,

Apologies firstly, for this email, covering you all, but I've just had the [contact@nzdia.co.nz](mailto:contact@nzdia.co.nz) email bounce back.

I have been working closely with Graeme s9(2)(a) s9(2)(g)(ii) my businesses NZTE advocate for a while now, positioning s9(2)(b)(ii) see s9(2)(b)(ii), to support the Ministry of Australian Defence forthcoming initiative and Graeme has made me aware of the coming visit by *Rheinmetall visit on the 6<sup>th</sup> of July at 9am at the NZDF Business Hub, Level 3, 32 Market Lane, Auckland* and I would like to register myself on behalf of s9(2)(b)(ii) for the event please?

Furthermore, my organisation has been providing power equipment, in one form or another for 18+ years and I was only just at Trentham Army Base yesterday meeting with the Defence team discussing some new equipment initiatives and I would *like to register for the NZDIA meeting on the 5<sup>th</sup> of July at Whenuapai also please?*

Furthermore, I would open to the idea, of providing a very brief presentation about the background of s9(2)(b)(ii) and the continents and customers we export too, around the globe?

If that's appropriate and the members see this of some value?

I'm also sensing that it might be beneficial for s9(2)(b)(ii) to become a member of the Association, given that we are currently working with different groups within Defence and I can see the value of developing new associations and connections with its members.

Many thanx in advance and please do not hesitate to call me if you need any further background or information,

Andy

Kind Regards,

Andy **s9(2)(a)**

**s9(2)(a)**  
New Zealand & Pacific Islands

**s9(2)(a)**

**s9(2)(b)(ii)**



**s9(2)(b)(ii)**

**From:** Graeme **s9(2)(a) s9(2)(g)(ii)**

**Sent:** Tuesday, 26 June 2018 6:30 PM

**To:** Andrew **s9(2)(a), s9(2)(b)(ii)**

**Cc:** Craig **s9(2)(a) s9(2)(g)(ii)**

**Subject:** RE: Re:- Rheinmetall visiting NZ and your pending visit to Christchurch in September, is this correct?

I won't be at the NZDIA meeting at Whenuapai, and I don't know the agenda for the afternoon. So can't tell you what it will cover, but there will be a good selection of NZDF people there, plus people from NZ industry who work into defence. If you want to attend you will need to contact NZDIA in advance – as they need to provide secure access onto the Base.

Please also note that you must register for the Rheinmetall briefing on 6 July at [contact@nzdia.co.nz](mailto:contact@nzdia.co.nz). That is so we have a single POC for registrations.

Cheers  
Graeme

**From:** Andrew **s9(2)(a), s9(2)(b)(ii)**

**Sent:** Tuesday, 26 June 2018 2:20 PM

**To:** Graeme **s9(2)(a) s9(2)(g)(ii)**

**Subject:** Re: Re:- Rheinmetall visiting NZ and your pending visit to Christchurch in September, is this correct?

Thanx will be their on the 6th.

Not sure we're a member of NZDIA but we have done and do a fair bit of business into the forces, ie meeting at Trentham tomorrow with 3x Majors to discuss our technology and receive some orders.

Is the NZDIA mtg st Whenuapai something **s9(2)(b)(ii)** should be present at? Is it appropriate for us to be present.

Keen to take your guidance.

A  
Get [Outlook for Android](#)

---

**From:** Graeme s9(2)(a) s9(2)(g)(ii)  
**Sent:** Tuesday, June 26, 2018 10:38:17 AM  
**To:** Andrew s9(2)(a)  
**Subject:** RE: Re:- Rheinmetall visiting NZ and your pending visit to Christchurch in September, is this correct?

Hi Andrew,

A message is about to go out. The industry briefing with Rheinmetall will be held on [Friday 6 July](#) now from 0900 to midday.

It will be held at the NZDF Business Hub, Level 3, 32 Market Lane, Auckland. This is located in the Viaduct Basin area.

I hope that doesn't inconvenience but it allows you to attend the Kiwinet awards.

The NZDIA will have a members meeting on the afternoon of 5 July at Whenuapai, but that will not incorporate the Rheinmetall briefing.

Cheers  
Graeme

**From:** Andrew s9(2)(a), s9(2)(b)(ii)  
**Sent:** Monday, 25 June 2018 5:54 PM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii)  
**Subject:** RE: Re:- Rheinmetall visiting NZ and your pending visit to Christchurch in September, is this correct?

Hi Graeme,

Quick check in, is this meeting and presentation to NZDIA on the 5<sup>th</sup> of July?

Its also Kiwinet awards day into the evening, so I'll come away from that for the presentation and meeting.

Do you have some times organised?

Visiting NZ Defence here in Wltn on Weds morning fyi, at Trentham Army base.

Cheers  
Andy  
Kind Regards,

Andy s9(2)(a)

New Zealand & Pacific Islands

s9(2)(a)

s9(2)(b)(ii)



s9(2)(b)(ii)

From: Graeme s9(2)(a) s9(2)(g)(ii)

Sent: Thursday, 14 June 2018 5:48 PM

To: Andrew s9(2)(a), s9(2)(b)(ii)

Subject: RE: Re:- Rheinmetall visiting NZ and your pending visit to Christchurch in September, is this correct?

Hi Andrew,

Just a heads up that we are looking to have a senior Rheinmetall rep visit Auckland to present to a NZDIA hosted meeting on 5 July. Can you be there? Further visits to selected potential suppliers would follow July-August.

Regards,  
Graeme

From: Andrew s9(2)(a), s9(2)(b)(ii)

Sent: Thursday, 31 May 2018 10:14 AM

To: Graeme s9(2)(a) s9(2)(g)(ii); Rob s9(2)(a), s9(2)(b)(ii)

Cc: Craig s9(2)(a) s9(2)(g)(ii); Damien s9(2)(a)

s9(2)(b)(ii) Alan s9(2)(a) s9(2)(g)(ii)

Subject: RE: Re:- Rheinmetall visiting NZ and your pending visit to Christchurch in September, is this correct?

Thank you Graeme for the quick response.  
Will defer back to our team here in s9(2)(b)(ii)

Good luck with the trip in Sydney, talk again soon.

Andy and the team

Kind Regards,

Andy s9(2)(a)

New Zealand & Pacific Islands

Ph s9(2)(a)



s9(2)(b)(ii)



s9(2)(b)(ii)

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**Email Chain 95**

-----Original Appointment-----

**From:** Google Calendar <calendar-notification@google.com> **On Behalf Of** jennie.vickers@nzdia.co.nz

**Sent:** Tuesday, 26 June 2018 5:35 PM

**To:** Jaime s9(2)(a) s9(2)(g)(ii)

**Subject:** Accepted: Land Forces WIP @ Weekly from 1pm to 1:45pm on Tuesday (NZST) (Jaime s9(2)(a) s9(2)(g)(ii) - SYD)

**When:** Occurs every Tuesday effective 3/07/2018 from 11:00 AM to 11:45 AM Australia/Brisbane.

**Where:** <https://nzte.zoom.us/j/414411753>

**Email Chain 94**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Tuesday, 26 June 2018 2:51 PM

**To:** Jaime s9(2)(a) s9(2)(g)(ii)

**Cc:** Graeme s9(2)(a) s9(2)(g)(ii); Sarah s9(2)(a) s9(2)(g)(ii); HOWARTH DEBBIE, MRS s9(2)(a) s9(2)(g)(ii); Izzy s9(2)(a) s9(2)(a)

**Subject:** Re: Land Forces WIP

could we push this out to the following week?

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



On 26 June 2018 at 14:44, Jaime s9(2)(a) s9(2)(g)(ii) wrote:  
Setting up a regular catch up for us in the lead up to Land Forces. Please let me know if this time doesn't work.

Thanks,  
Jaime

Hi there,

Jaime s9(2)(a) s9(2)(g)(ii) is inviting you to a scheduled Zoom meeting.

Join from PC, Mac, Linux, iOS or Android: <https://nzte.zoom.us/j/414411753>

SIP: [414411753@zoomcrc.com](mailto:414411753@zoomcrc.com)

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**Email Chain 93**

**From:** Graeme s9(2)(k) -AKL  
**Sent:** Tuesday, 26 June 2018 6:32 pm  
**To:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Cc:** Sarah s9(2)(a) s9(2)(g)(ii); Jaime s9(2)(a) s9(2)(g)(ii)  
**Subject:** FW: UNCLASSIFIED NZDIA June Newsletter

Thanks Jennie for passing this to us. It will be useful to include in the package. I will get Jaime to contact them.

Cheers  
Graeme

**From:** Sarah s9(2)(a) s9(2)(g)(ii)  
**Sent:** Tuesday, 26 June 2018 12:48 PM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii); Jaime s9(2)(a) s9(2)(g)(ii)  
**Subject:** RE: UNCLASSIFIED NZDIA June Newsletter

Hi G

I think this sounds sensible and great to offer to NZ companies attending the event. This would work well with NZDIA as the delegation lead (since it's mostly their members). It would help us to look like NZ has a much bigger presence at the event too.

Thanks

**From:** Graeme s9(2)(a) s9(2)(g)(ii) -AKL  
**Sent:** Tuesday, 26 June 2018 10:30 AM  
**To:** Jaime s9(2)(a) s9(2)(g)(ii); Sarah s9(2)(a) s9(2)(g)(ii)  
**Subject:** FW: UNCLASSIFIED NZDIA June Newsletter

Is this something we should pursue?

G

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Tuesday, 26 June 2018 11:57 AM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii)  
**Subject:** Fwd: UNCLASSIFIED NZDIA June Newsletter

Over to you?

Jennie Vickers  
CEO  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a) s9(2)(g)(ii)



----- Forwarded message -----

From: Gavin s9(2)(a)  
Date: 26 June 2018 at 11:50  
Subject: RE: UNCLASSIFIED NZDIA June Newsletter  
To: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>  
Cc: Beata s9(2)(a)

Good morning Jennie,

Thank you for passing on your newsletter to me, a result of a visit by one of your people to CIVSEC 2018 no doubt.

I look after Delegations for LandForces on behalf of Land defence Australia, the organisation that presents LandForces. In your preamble below I noted that you have mentioned an 'NZDIA Group Participation Package'. To my way of thinking, this sounds terribly like a Delegation and if so I am offering my assistance to make LF18 the best experience possible for this industry group.

A part of the LF18 package is the Delegation Management Program (DMP). This program provides official delegations the opportunity to be recognised by all exhibitors and other delegations so that meetings, discussion and pre-event planning can occur to assist a delegation to meet its objectives.

To be an official Delegation the NZDIA would need to advise me of:

- the persons attending,
- their positions
- an 'e' address contact both in NZ and in country AS to assist with coord of badges, meetings etc.
- a telephone number for in country AS for the delegation's POC

If the NZDIA is a mixed group of like-minded industry people attending under the one banner and individually they may wish to hold their own meetings etc. that can also be actioned. In such a case, I would take the NZDIA as the overall Delegation and would request individual in country POC for the persons who want to be seen as individual companies etc.

Should any of this be something the NZDIA may be interested in please let me know and I am certain that we will be able to work something out.

Regards

Gavin.

Gavin s9(2)(a)

Exec Mgr  
Delegations & Protocol

**AMDFA**  
PO Box 4095  
GEELONG VIC 3220

s9(2)(a)

Email: s9(2)(a)

Ph: s9(2)(a)

Fax: s9(2)(a)

Mobile: s9(2)(a)

*Please note that I attend the office Mon to Wed but am available by phone on Thurs and Fri.*

**From:** Jennie Vickers [mailto:[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)]

**Sent:** Tuesday, 26 June 2018 7:21 AM

**To:** Jennie Vickers

**Subject:** UNCLASSIFIED NZDIA June Newsletter

[SEE EMAIL CHAIN 89 for: **UNCLASSIFIED NZDIA June Newsletter**]

**Email Chain 92**

**From:** Graeme [REDACTED] -AKL

**Sent:** Tuesday, 26 June 2018 11:38 am

**To:** Simon [REDACTED]

**Cc:** Izzy [REDACTED]; Jennie Vickers <jennie.vickers@nzdia.co.nz>; Debbie

Howarth [REDACTED]

**Subject:** Visit to NZ 5-6 July

Hi Simon,

I hope you're looking forward to your visit to NZ next week.

To confirm, the Industry Briefing will be held on Friday 6 July from 0900. Although we will delay actual start to 0930 to allow some people from out of town to get in. The venue will be:

The NZDF Business Hub  
Level 3, 32 Market Lane  
Auckland

This is located in the CBD of Auckland, close to the Viaduct Basin area. We are getting the word out and will have a relatively small but interested selection of industry reps in the room. I expect the formal part of the discussion to close by later morning, but would you be available for one on one meetings with any of the industry people following the briefing (held either at the NZDF Business Hub or at NZTE's Auckland office – which is located a short walk away)? TRT in particular would value the chance to sit down with you.

Also, are we able to share the spreadsheet of a generic IFV? The value in providing a sense of the breadth of requirements makes it useful to do so, but am conscious that there is reference to its confidentiality.

I understand you are also going to attend the NZDIA meeting at Whenuapai Airbase on the afternoon of Thursday 5 July.

I have cc'd in Jennie Vickers, CEO of NZDIA and Izzy [REDACTED] her offsider who will manage the event on the day. Also, Deb Howarth from NZDF, who manages the Hub. Can you check in with Izzy on any venue/timing requirements? Also, let her know about attendance at the 5 July NZDIA meeting.

Unfortunately I am not going to be in Auckland and won't see you. I have a private commitment in Nelson that has been long-standing and while I considered opting out, I have decided to honour that commitment and so cannot be in Auckland for either the NZDIA meeting or the industry briefing. I am sure Jennie, Izzy and Deb will look after you and there will be some of my NZTE colleagues at the briefing, who I have asked to ensure they introduce themselves to you.

Best regards,

Graeme

---

Graeme s9(2)(a) s9(2)(g)(ii)  
[REDACTED]

[REDACTED] s9(2)(a) s9(2)(g)(ii)

[REDACTED]

---

W [nzte.govt.nz](http://nzte.govt.nz)



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**Email Chain 91**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Tuesday, 26 June 2018 11:22 AM

**To:** Izzy s9(2)(a) s9(2)(g)(ii); HOWARTH DEBBIE, MRS

s9(2)(a) s9(2)(g)(ii); Graeme s9(2)(a) s9(2)(g)(ii);

s9(2)(a), s9(2)(k) GLENN, s9(2)(a), s9(2)(k)

**Subject:** 6 July Industry Brief-Update

Hi

Just spoken to Graeme s9(2)(a). He cannot attend on 5 or 6th due to pre-existing family commitment. Stuart s9(2)(a) of NZTE Brisbane will be attending one or both of dates. Peter s9(2)(a) s9(2)(g)(ii) of NZTE Hamilton will be there on 6th.

We will start at 9.30 on 6th to give time for people to come in from Hamilton.

Izzy you are taking over the list of names. Graeme will send any names he has and connect Simon s9(2)(a) in to you to look at catering and set up etc.

Regards

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



**Email Chain 90**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Friday, 22 June 2018 2:01 PM

**To:** Izzy s9(2)(a); Graeme s9(2)(a) s9(2)(g)(ii)

**Subject:** Fwd: Introduction to Line of Defence magazine

Hi

See below.

Shall we loop Callaghan in on this one and Debbie H?

Andrew is a great speaker on rapid prototyping as well and is keen to see NZ Universities as part of research teams with their grants.

J

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)



----- Forwarded message -----

**From:** s9(2)(a) Sumen (Defence Innovation Partnership) s9(2)(a)

**Date:** 22 June 2018 at 13:55

**Subject:** RE: Introduction to Line of Defence magazine

**To:** s9(2)(a) Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>

**Cc:** "s9(2)(a) Andrew (Defence Innovation Partnership)"

s9(2)(a)

Hi Nick and Jennie,

Nice to meet you both. I've been keen to learn more about defence in NZ so this is fortuitous!

Nick: Assuming that the Spring edition is still before the Forum, I would aim to provide content for that issue rather than the Winter edition. This will give us a chance to showcase some of the projects we've funded through our first round of grant funding too (as an example of how we support collaborative research activities). As a starting point, could you please send me some guidelines for what you'd want from us (word count, images, etc)?

Jennie: we'd be very interested in a speaking opportunity at the NZDIA Forum. It would also be great if we could get a bit of an understanding of NZ's defence and security industry and research capabilities so we can arrange a program of visits to coincide with the Forum. Could we discuss this sometime in the next couple of weeks?

Thanks, and I'm looking forward to hearing from you.

Sumen [REDACTED] | s9(2)(a) [REDACTED]

T: s9(2)(a) [REDACTED]  
[REDACTED]

Level 4, 151 Pirie Street, Adelaide SA 5000  
[www.defenceinnovationpartnership.com](http://www.defenceinnovationpartnership.com)

-----Original Message-----

From: s9(2)(a) [REDACTED]

Sent: Thursday, 21 June 2018 1:34 PM

To: s9(2)(a) Andrew (Defence Innovation Partnership)  
[REDACTED] s9(2)(a)

Cc: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>; Rai, Sumen (Defence Innovation Partnership)

s9(2)(a) [REDACTED] >

Subject: Re: Introduction to Line of Defence magazine

Hi Andrew

Many thanks for your interest in providing editorial for a Defence Innovation Partnership focused article in the magazine. It's a great opportunity for our readers to learn more about what you're doing and what takeaways there may be from a NZ perspective.

I look forward to hearing from Sumen. Our Winter issue's deadline is end of next week, and our Annual Forum (Spring) issue deadline is still a little down the track.

Best regards

Nick

--

Nicholas s9(2)(a) [REDACTED]

s9(2)(a) [REDACTED] | Line of Defence Magazine Defsec Media Limited | [www.defsecmedia.co.nz](http://www.defsecmedia.co.nz) Ph s9(2)(a) [REDACTED]

On 2018-06-19 15:19, s9(2)(a) Andrew (Defence Innovation Partnership) wrote:

> Hi Jennie!

>

> Thanks for meeting with me Friday and following up through Nick.

>

> We would be delighted to pursue the opportunity to present at the

> NZDIA Forum and provide the supporting editorial. I will still have to

> work through the necessary approvals etc. but I have cc'd Sumen s9(2)(a) [REDACTED]

> Sumen is our Associated Director, Engagement and she will be in touch

> with you and Nick to coord the details.

>  
> Hope you enjoyed your stay!  
>  
> Regards  
>  
> ANDREW s9(2)(a) | s9(2)(a)  
>  
> --  
>  
> \_\_\_\_\_  
>  
> T: s9(2)(a)  
>  
> M: s9(2)(a)  
>  
> LEVEL 4, 151 PIRIE STREET, ADELAIDE SA 5000  
>  
> [www.defenceinnovationpartnership.com](http://www.defenceinnovationpartnership.com) [2]  
>  
> FROM: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>  
> SENT: Tuesday, 19 June 2018 10:27 AM  
> TO: s9(2)(a) Andrew (Defence Innovation Partnership)  
> s9(2)(a)  
> s9(2)(a)  
> SUBJECT: Introduction to Line of Defence magazine  
>  
> Andrew,  
>  
> Would you like to talk to Nick s9(2)(a) who is copied in and is editor.  
> He is interested to hear about the programme you are running and could  
> include it in our pre Forum edition.  
>  
> Regards  
>  
>> JENNIE VICKERS  
>> CEO  
>> NEW ZEALAND DEFENCE INDUSTRY ASSOCIATION  
>> BOX 128261  
>> REMUERA AUCKLAND 1541  
>> [jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
>> s9(2)(a)  
>  
>  
> Links:  
> -----  
> [1] <tel:64202120274209737>  
> [2] <http://www.defenceinnovationpartnership.com/>

**Email Chain 89**

**From:** Jennie Vickers CEO NZDIA s9(2)(a) > On Behalf Of Jennie Vickers CEO NZDIA  
**Sent:** Friday, 22 June 2018 9:01 AM  
**To:** \*Multiple Recipients  
**Subject:** UNCLASSIFIED NZDIA June Newsletter

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**Hi,**

**Welcome to the new look newsletter. We have changed the format to make it easier for you to read the newsletter sections of most interest to you.**

**We have nearly finished our database tidy up exercise but we are conscious that we are still not sending this newsletter to enough of the people within interested potential suppliers and existing suppliers, into NZ Defence and other national security agencies. If you could forward this email to your supply chains and/or colleagues, ask them to get in touch and we can include them in.**

**Earlier this month Izzy and I mucked in and joined the Coastal Clean-up with Air Force at Whenuapai. We had hoped industry would have joined us but we got mucky on your behalf. These events provide great opportunities to meet new people from defence, by working alongside**

**them doing good for the environment.**

**Photos of the Coastal Clean-Up are at the end of the newsletter.**

In this newsletter we cover:

**[Reminder to register for the next Member Meeting and Base Tour – 5 July Auckland](#)**

**[NZDIA Forum 2018 Exhibitor and Sponsor Prospectus now available and Delegate Registrations open on 29 June 2018](#)**

**[Land Forces Adelaide 4-7<sup>th</sup> Septembe: NZDIA Group Participation Package](#)**

**[Industry Brief from Rheinmetall Defence Australia and New Zealand 6 July 2018 Land400 Phase 3](#)**

**[Reminder about the NZDF Engineering, Science and Technology Conference: “Enabling the 2025 Integrated Force” 27-28 August 2018](#)**

**[Line of Defence Magazine-Latest News](#)**

**[Adaptive camouflage for Uninhabited Aerial Systems \(UAS\)-Research Grants available](#)**

**[Launch of the Defence Industry Skilling Survey](#)**

**[Update on magazines and how to get a hard copy](#)**

**[Where to find slides from the Member Meeting presentations](#)**

**[DIAC Awards](#)**

**[NZDIA Mailing List](#)**

**[Coastal Clean-Up](#)**

Reminder to register for the next Member Meeting and Base Tour – 5 July  
Auckland

***"What Now and What Next in the Air Domain"***

The next NZDIA Member Meeting is being held on 5 July 2018 in Auckland at  
RNZAF Base Auckland. Further details of the tour options (capability and estate) and  
the meeting agenda will be included in the event attendance confirmation email. Start  
time is noon for lunch.

Post tour speakers will include:

- Huntley Wright-MOD- Defence Procurement Review-Results and Key Findings;
- Simon s9(2)(a) Rheinmetall Defence Australia and New Zealand -brief introduction to the Rheinmetall supply chain opportunities for Land400 Phase 3 Lynx KF41;

If we are constrained for space NZDIA Members will be given priority. Great time  
therefore to become a Member if not one already! Drop me a line on

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz).

To register to attend the Meeting please click on the button below which will take you  
to the event management booking system.

[CLICK HERE TO REGISTER](#)



NZDIA Forum Prospectus now available

The Forum Prospectus is now available. Contact

**s9(2)(a)** to discuss the opportunities to exhibit and sponsor the 21st NZDIA Forum. The Registration Form for delegates will be available on 29<sup>th</sup> June.



Land Forces, Adelaide 4-7<sup>th</sup> September: NZDIA Group Participation Package  
NZDIA has been attending this event for a number of years and based on member feedback we have developed the following programme. At the heart of the programme is the ability to assist members to achieve their objectives of attendance at the event.

NZDIA feedback from members has highlighted the following as important to members:

- Access and introductions to companies and other militaries attending the event
- Ability to network with the right people
- Ability to display brochures but not be tied to a stand to enable them to network and attend meetings throughout the show
- Have concierge support to ensure they do not miss any opportunities while they are doing business.

**The Land Forces Participation Package:**

Land Forces 2018 will see NZDIA working closely with NZ Trade & Enterprise and NZDF to present the best of New Zealand at the show. The participation package will include:

***Pre-show briefing:***

- What to expect from Land Forces
- How to maximise the attendance at the show
- How to share your objectives for the event to enable NZDIA, NZTE and NZDF to assist in maximising your attendance.

***On the stand:***

- Participating company logos will feature in the design of the stand on at least two occasions
- You will have the ability to display brochures or collateral on the stand
- You are able to use the stand as your base, a place for you locate yourself, arrange to meet your guests and the NZDIA team will act as concierges for your programme.

***During the show:***

- Access to a Breakfast/other exclusive event organised by NZTE/NZDF/NZDIA with key targeted guests
- NZDF and MOD personnel will also be in attendance and will assist where appropriate to introduce you to the target companies you have indicated at the pre briefing.

**Cost for Members: NZ\$2,000**

Please register your interest in joining the group by emailing

[contact@nzdia.co.nz](mailto:contact@nzdia.co.nz) Alternatively talk to us about a greater presence in conjunction with our stand.

Industry Brief from Rheinmetall Defence Australia and New Zealand - Land400 Phase 3 - 6 July 2018

The Australian Department of Defence's LAND 400 Phase 3, Infantry Fighting Vehicle and Manoeuvre Support Vehicle capabilities Project has First Pass Approval and has moved to RFT Stage.

- <http://www.defence.gov.au/casg/EquippingDefence/Land400>

- <https://www.defenceconnect.com.au/land-amphibious/2425-rheinmetall-unveils-new-vehicle-for-land-400-phase-3>

Rheinmetall Defence Australia and New Zealand is interested in talking to New Zealand businesses about joining their supply chain.

The Rheinmetall team will be hosting a Supplier Briefing on Friday 6 July 2018 at the NZDF Auckland Hub from 0900 to 1200.

If you are interested in attending please email [contact@nzdia.co.nz](mailto:contact@nzdia.co.nz) to register and receive further information.

Reminder about the NZDF Engineering, Science and Technology Conference –“Enabling the 2025 Integrated Force” 27-28 August 2018  
Plans and the programme for the 2018 NZDF Engineering, Science & Technology Conference are developing well.

#### **DAY ONE - *The Big Picture***

##### **Key Themes:**

- STEM – The future of Education & Talent
- The Digital Spectrum – AR, MR & VR
- Big Data and Autonomy: Vehicles & Systems
- Artificial Intelligence & Machine Learning

#### **DAY TWO - *Development within NZ***

##### **Key Themes:**

- **The Modern Learning Environment: NZ Perspective** – How can it support the growth mind-set?
- **Leveraging Ideas and Innovation** – How can we turn ideas into reality?

- **Smart Asset Management: the Future within NZ** – How can technology augment & enhance the working experience?

***Closer to Home***

**Service Sessions** – Bringing the learnings of Days One and Two into each domain.

**TECHZONE (DAY ONE)**

NZDF has received interest from a number of companies who are keen to demonstrate their capabilities in the Techzone during Day One. We are focused on demonstrations on the key technology themes of Day One and their applications to the key themes of Day Two. For example: AR and VR in the realm of asset management

**OPPORTUNITY TO PARTICIPATE**

***Register your interest to:***

***Attend*** – please include your full name, company, sector and contact details

***Exhibit*** – please include the product, or service you wish to exhibit and why it is important to the NZDF.

***Sponsor*** – if you would like to know about the opportunities to gain company exposure to the attendees through the range of sponsorship packages please contact us.

[REGISTER](#)

Line of Defence Magazine-Latest News

The Autumn 2018 issue is available online at: [defsecmedia.co.nz](http://defsecmedia.co.nz)

Nick [REDACTED] s9(2)(a) is busy preparing the next issue which will have a focus on NZDIA Forum topics. Contact [REDACTED] s9(2)(a) if you have editorial or advertising copy for this next issue.

Adaptive camouflage for Uninhabited Aerial Systems (UAS)-Research Grants available

Australian Defence is seeking proposals from Australian and New Zealand small businesses to contribute to the development of adaptive camouflage for uninhabited aerial systems (UAS).

This call for proposals is under the Small Business Innovation Research for Defence (SBIRD) program. SBIRD supports Australian businesses, including university startups, to undertake research projects that align with the priorities of the Next Generation Technologies Fund, in the Defence Science and Technology (DST) Group.

Defence is looking for novel solutions that can:

- adapt to changing conditions to reduce visual detectability against a sky background, and/or
- reduce or change the acoustic signature of these small aircraft to make them less acoustically detectable in different environmental conditions.

Defence is encouraging research and development in this field with a view to producing signature management solutions that can later be developed and applied to larger, more detectable platforms.

Proposals can be for funding of up to \$100,000 over 6–9 months for projects that address the viability of a technology or idea related to adaptive camouflage for UAS. Proposals will be assessed on a competitive, merit basis. Projects that are successfully completed may then be invited to apply for additional funding under stage 2 of SBIRD.

You can get more information and submit a proposal on the [DST website](#).

Proposals must be submitted by 11pm (AEST) on 9 July 2018. For queries or assistance, email [s9\(2\)\(a\)](mailto:s9(2)(a)@defence.gov.au)

Launch of the Defence Industry Skilling Survey  
The Press release from Minister Pyne is [HERE](#)

[CLICK HERE](#) for the survey

The survey says "Australian businesses" but with NZ SMEs qualifying as SMEs under the Closer Economic Relations Trade Agreement NZDIA Members and friends input (Australian and New Zealand) should be relevant and useful. The results will provide important data for the same discussions we are having in NZ about the skills we need to deliver into Australian and New Zealand defence projects. I will let the Minister's Office know we are encouraging participation.

### Defence related Magazines and Directories

Members of NZDIA have preferential access to hard copies and online content from publications like:

- Line of Defence
- Australian Defence Magazine
- APDR
- Australian+New Zealand Defence Directory

Please email [contact@nzdia.co.nz](mailto:contact@nzdia.co.nz) if you are not on the mailing lists for the magazines.

Reminder that the Australian+New Zealand Defence Directory 2019 Directory, is in final stages of production. [www.defence.directory](http://www.defence.directory) Contact

**s9(2)(a)** to discuss your participation.

Slides from the Member Meeting Presentations  
Slides from each Meeting are posted into the **Line of Defence Portal** To log in: Username: **s9(2)(b)(ii)**  
Password: **s9(2)(b)(ii)**



NZDIAC Minister's Awards for Excellence

Nominations have now closed for the NZDIAC Awards. DIAC has received an excellent range of nominations across all categories.

The judging panel will now assess the nominations and we look forward to the Awards Dinner on November 1<sup>st</sup> to see who the winners are.

#### NZDIA Mailing Lis

If you received this newsletter from a colleague, supplier or customer, please let us know and we can add you to the mailing list. Simply email

[admin.support@nzdia.co.nz](mailto:admin.support@nzdia.co.nz).

#### Coastal Clean-Up

We were joined by Aimee, a Ranger from Auckland Council and a former NZDIA temp admin assistant and RJ, who is a working Blind Foundation Stud Dog. RJ has sired 69 guidedog pups so far but he found time alongside his canine Casanova job, to help clean up the beach. Looking forward to more industry support next time so we are not just 2 (wo)men and a dog!





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Box 128261  
Remuera Auckland  
Auckland, Auckland 1541  
New Zealand

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**Email Chain 88**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Thursday, 21 June 2018 2:40 PM  
**To:** Tina s9(2)(a) s9(2)(g)(ii)  
**Cc:** Graeme s9(2)(a) s9(2)(g)(ii); s9(2)(a) s9(2)(g)(ii)  
**Subject:** Re: FW: History of NZDIA-we may need more more urgently

30 mins?

**Jennie Vickers**  
**CEO**  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



On 21 June 2018 at 14:26, Tina s9(2)(a) s9(2)(g)(ii) wrote:

Would a call suffice, as Peter is located in our Hamilton office? If so how long?

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Thursday, 21 June 2018 2:26 PM  
**To:** Tina s9(2)(a) s9(2)(g)(ii) >  
**Cc:** Graeme s9(2)(a) s9(2)(g)(ii) > s9(2)(a) s9(2)(g)(ii)  
**Subject:** Re: FW: History of NZDIA-we may need more more urgently

Early July would be great thanks.

**Jennie Vickers**  
**CEO**  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a) s9(2)(g)(ii)



On 21 June 2018 at 14:23, Tina s9(2)(a) s9(2)(g)(ii) > wrote:

Hi Jennie,

One of our customer managers, Peter s9(2)(a) s9(2)(g)(ii) in the Hamilton office had some dealings and knows some history of JAGS (Joint Action Groups) that started with Tom s9(2)(a) and then Fraser s9(2)(a)

However, Peter has advised that he is tied up until the first week of July. Hopefully your comms team can wait till then? Alternatively, there may be someone from our Washington office, that someone else thought might have some knowledge. I've emailed him and am waiting to hear back. I'll let you know,

but if your comms team can wait till first week of July, perhaps we should lock in a call with Peter for then?

Regards

Tina

Tina



**NEW ZEALAND  
TRADE & ENTERPRISE**  
Te Taurapa Tūhono

[Redacted]

W [nzte.govt.nz](http://nzte.govt.nz)



Level 15  
[100 Willis Street, Wellington Central](#)  
[Wellington, 6011](#)

[New Zealand](#) Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow into international markets.

From: Graeme [Redacted] AKL  
Sent: Thursday, 21 June 2018 11:41 AM  
To: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>; Izzy [Redacted]; HOWARTH DEBBIE, MRS [Redacted]  
Cc: Tina [Redacted]  
Subject: RE: History of NZDIA-we may need more more urgently

Good grief – don't think we have anyone left with that sort of corporate memory. Have cc'd in Tina, who while new to NZTE, may have better contact with those in Wellington who might know. But I have no idea who that might be.

From: Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>  
Sent: Thursday, 21 June 2018 11:39 AM  
To: Graeme [Redacted]; Izzy [Redacted]; DEBBIE, MRS [Redacted]  
Subject: History of NZDIA-we may need more more urgently

Hi

Can you find someone in NZTE to give us some help on NZDIA history? We may need urgently some more of the history of NZDIA and the establishment of the JTAGs. We are briefing new comms people.

Is there someone in NZTE Izzy could talk to soon to get some more background info? Izzy can also go hunting in Hansard but there may be someone still in your organisation who can help.

Thanks

Jennie Vickers  
CEO  
New Zealand Defence Industry Association  
Box 128261

**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



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**Email Chain 87**

**From:** Graeme [REDACTED]  
**Sent:** Thursday, 21 June 2018 3:55 pm  
**To:** Jennie Vickers <jennie.vickers@nzdia.co.nz>; Izzy [REDACTED]  
**Subject:** RE: Newsletter words re Rheinmetall ok?

Short and sweet, that would be good.

Also, you might want to add this article, <https://www.defenceconnect.com.au/land-amphibious/2425-rheinmetall-unveils-new-vehicle-for-land-400-phase-3> for more info on the Lynx. And have attached the generic IFV breakdown from Simon that provides an overview of the sub-systems that will make up the finished vehicle.

Graeme

**Attachment One: Generic IFV Hardware Breakdown Structure**  
Withheld: S6(a), s9(2)(b)(ii)

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Thursday, 21 June 2018 2:40 PM  
**To:** Graeme [REDACTED]; Izzy [REDACTED]  
**Subject:** Newsletter words re Rheinmetall ok?

**Industry Brief from Rheinmetall Defence Australia and New Zealand - Land400 Phase 3 - 6 July 2018**

The Australian Department of Defence's LAND 400 Phase 3, Infantry Fighting Vehicle and Manoeuvre Support Vehicle capabilities Project, has First Pass Approval and has now moved to RFT Stage.

<http://www.defence.gov.au/casg/EquippingDefence/Land400>

Rheinmetall Defence Australia and New Zealand is interested in talking to New Zealand businesses about joining their supply chain.

The Rheinmetall team will be hosting a Supplier Briefing on Friday 6 July 2018 at the NZDF Auckland Hub from 0900 to 1200.

If you are interested in attending please email [contact@nzdia.co.nz](mailto:contact@nzdia.co.nz) to register and receive further information.

**Jennie Vickers**  
CEO  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
[REDACTED]



**Email Chain 86**

**From:** Graeme [redacted]  
**Sent:** Thursday, 21 June 2018 11:49 am  
**To:** Jennie Vickers <jennie.vickers@nzdia.co.nz>; Izzy [redacted]  
**Subject:** RE: Land400 Quick Q

Slightly odd response. Agree they will be built in Australia and most likely existing players: Rheinmetall, BAE, Thales. But it could be a design from elsewhere if someone is prepared to set up in Australia (and I believe [redacted]).

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Thursday, 21 June 2018 11:46 AM  
**To:** Graeme [redacted]; Izzy [redacted]  
**Subject:** Fwd: Land400 Quick Q

**Jennie Vickers**  
CEO  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
[redacted]

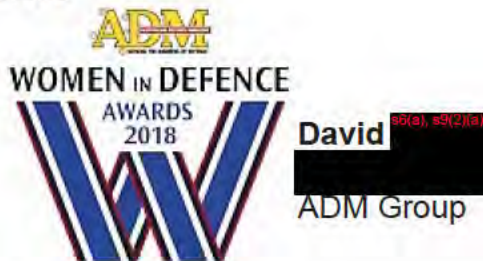


----- Forwarded message -----

**From:** David [redacted]  
**Date:** 21 June 2018 at 11:45  
**Subject:** Re: Land400 Quick Q  
**To:** Jennie Vickers <[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)>

Sorry Jennie ... none come to mind. Likely all to be in-house within Oz, or worst case via Rheinmetall's global supply chain.

Best D



---

Australian Defence Magazine  
[redacted]  
Postal: Unit 2, 212 Bay Tce, Wynnum Qld 4178 AUST  
[redacted]

[www.australiandefence.com.au](http://www.australiandefence.com.au)

On 21/06/2018 9:29 AM, Jennie Vickers wrote:

Hi

I am trying to work out which industry players should be part of the NZDIA ecosystem in case NZ companies could supply into their supply chains.

Can you help with the names of likely bidders?

Izzy will look through all your past magazines to look for clues but any thoughts would be great.

Thanks

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

s9(2)(a)





**Email Chain 85**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Thursday, 21 June 2018 11:44 AM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii)  
**Cc:** Izzy s9(2)(a)  
**Subject:** Re: Land 400 Phase 3-Who else is going to be in the running

new article today by chance

<https://www.defenceconnect.com.au/land-amphibious/2454-industry-consultation-for-land-400-phase-3-commences>

I have asked the guys at ADM for a list and we will get Izzy to go through the magazines looking for names. I think we may need to name this as the first industry briefing on Land 400 Phase 3 so the others are encouraged to want one too. I will ask the MOD guys doing protected mobility who might be interested in NZ SMEs.

J  
**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



On 21 June 2018 at 11:38, Graeme s9(2)(a) s9(2)(g)(ii) wrote:

I have been thinking about that too. BAE will I expect, and I may find out more later today. Thales perhaps?

Agree that we should not just be focused on Rheinmetall. Article from two years ago has a number of other contenders, but I expect the down-selected tenderers will be those with established operations in Australia:

<http://www.australiandefence.com.au/land/land-400-phase-2-and-3-in-the-making>

Graeme

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Thursday, 21 June 2018 11:26 AM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii); Izzy s9(2)(a)  
**Subject:** Land 400 Phase 3-Who else is going to be in the running

Having just done my homework on Phase 3 I realise that there will be other industry players wanting to compete for Phase 3. Any thoughts on how we ensure we do not s9(2)(b)(ii) ? We need to ensure we do not disadvantage anyone s9(2)(b)(ii).  
Thoughts?

**Jennie Vickers**  
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**New Zealand Defence Industry Association**  
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[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



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**Email Chain 84**

**From:** Graeme [REDACTED]  
**Sent:** Wednesday, 20 June 2018 1:31 pm  
**To:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Cc:** HOWARTH DEBBIE, MRS [REDACTED]; Izzy [REDACTED]  
**Subject:** RE: FW: Seeking NZ suppliers for LAND 400 Phase 3

Hi – have asked Simon to give us a shape of the briefing – timing, topics, speakers etc. Have also asked on availability for 1:1 meets after.

Once we hear back we can firm on timings but I agree that a 9am start best. Am conscious that some people will be staying over from 5<sup>th</sup> NZDIA meeting, so a lunchtime finish would be good.

Graeme

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Wednesday, 20 June 2018 1:27 PM  
**To:** Graeme [REDACTED]  
**Cc:** HOWARTH DEBBIE, MRS [REDACTED]; Izzy [REDACTED]  
**Subject:** Re: FW: Seeking NZ suppliers for LAND 400 Phase 3

The thread of conversation on this one is a little confusing.

However, I will draft up some words this arvo as part of our newsletter that goes out at 9am tomorrow and then circulate them to Debbie you and Simon for thumbs up.

Kick off at 9am?

2 or 3 hours?

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

[REDACTED]



On 20 June 2018 at 12:52, Graeme [REDACTED] wrote:

I had earlier said to Simon that our preference is an industry briefing on the morning of Friday 6<sup>th</sup>. I would like a more detailed briefing then and will reply to Simon accordingly. We will need to get invites out through NZDIA and NZTE networks. Very simple email invite is my suggestion.

Regards,

Graeme

**Email Attachment One: 180619 Indicative Timeline LAND 400 Phase 3 - draft**

## LAND 400 Phase 3 – Indicative Timeline

Q3 2018	Request for Tender release ( <b>6 months</b> )
4–6 September 2018, Land Forces Conference, Adelaide	LAND 400 Phase 3 Industry briefing and one-on-one meetings
Q1 2019	Request for Tender close
Q1 – Q2 2019	Initial Evaluation to shortlist ( <b>6 months</b> )
Q2 2019	Shortlist announced – maximum of two solutions will be shortlisted
Q3 2019	Risk Mitigation Activity (RMA) Contract signed ( <b>1 month</b> )
Q3 2019 – Q3 2020	<ul style="list-style-type: none"> <li>• Vehicle Mobilisation for Test and Evaluation (<b>12 -18 months</b>)</li> <li>• Conduct LAND 400 Phase 3 Australian industry showcase workshops throughout Australia with shortlisted tenderer/s</li> </ul>
Q3 2020	3 Vehicles per solution delivered for RMA
Q3 2020 – Q3 2021	<p>Conduct RMA (<b>maximum 15 months – may be shorter depending on shortlist</b>)</p> <ul style="list-style-type: none"> <li>• Workshops with shortlisted tenderers on Capability Options, Engineering, Finance, Support (including Maintainability), Training, Project Management, Australian Industry Capability and Commercial. (12 months)</li> <li>• 52 week Test and Evaluation comprising: <ul style="list-style-type: none"> <li>User Evaluation</li> <li>Vehicle Performance</li> <li>Lethality</li> <li>Survivability</li> <li>Integration</li> </ul> </li> <li>• Parallel Negotiations and submission of revised offers (refined price, schedule, AIC, etc.) (3 months)</li> </ul>
2022	Government decision
FY 2024–25	Initial Operating Capability
FY 2030–31	Final Operating Capability

All comments and inquiries regarding the proposed LAND 400 Phase 3 schedule are to be emailed to [LAND400.Phase3@defence.gov.au](mailto:LAND400.Phase3@defence.gov.au) by 5pm AEST on Monday 28 May 2018.

From: [redacted] s9(2)(a)  
Sent: Tuesday, 19 June 2018 7:12 PM  
To: Graeme s9(2)(a) s9(2)(g)(ii)  
Cc: [redacted] s9(2)(a); [redacted] s9(2)(a);  
[redacted] s9(2)(a); [redacted] s9(2)(a);  
[redacted] s9(2)(a); Tim s9(2)(a) s9(2)(a);  
[redacted] s9(2)(a); Rod s9(2)(a) s9(2)(a);  
[redacted] s9(2)(a)  
Subject: RE: Seeking NZ suppliers for LAND 400 Phase 3  
Hi Graeme,

As luck would have it, the draft RFT for LAND 400 Phase 3 was released today on the CASG public website.

<http://www.defence.gov.au/dmo/equippingdefence/land400>

The Commonwealth of Australia is seeking voluntary comments by 9 July. Here is the indicative timeline for the project.

The timeline indicates that the sequence of events we have proposed cannot occur any later. Our goal should be to include any suitable NZ companies in our tender response (probably now due March next year).

With reference to your subsequent email, what do you propose?

- Short brief to NZDIA meeting on 5 July?
- Or just a detailed brief to interested parties on 6 July?

My recommendation is that we do not conduct any side visits this time. Let's see what companies step forward, what companies we can find ourselves and plan individual company visits with the right staff at the right time. Our goal is still to do this prior to Land Forces in Adelaide (4-6 Sep).

regards,

Simon

Simon s9(2)(a)



Rheinmetall Defence Australia and New Zealand  
[Level 15, 575 Bourke St](#)  
[Melbourne, VIC 3000](#)  
[AUSTRALIA](#)

M: [redacted] s9(2)(a)  
E: [redacted] s9(2)(a)  
W: [www.boxercrv.com.au](http://www.boxercrv.com.au)





LAND 400 Phase 3

Acquisition schedule – *current best estimate*

s9(2)(b)(ii)



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May I propose the following sequence of events (tentative until agreed):

1. (Identify three companies involved in NZLAV global supply chain for reference)
2. Your invitation to any NZ companies interested in LAND 400 Phase 3 (next two weeks)
3. Attend LAND 400 Phase 3 brief and side meetings at next meeting of NZDIA in Auckland on 5 Jul
4. Rheinmetall visits interested companies (July/August)
5. Interested companies attending Land Forces 2018 in Adelaide 4-6 Sep to inspect a Lynx KF41 vehicle
6. Follow up meetings with interested companies at the NZDINSF in Palmerston North on 31 Oct and 1 Nov

To be clear, we are not expecting 100 NZ companies to join the Lynx supply chain (that would be extraordinary). We are expecting up to ten although there is no limit. If companies are capable and willing, we would like to talk with them. Our goal is to avoid unnecessary expense on behalf of companies but to provide the necessary support to those who are capable of rising to the challenge.

Can you please confirm Events 1, 2 and 3 this week if you are in agreement.

regards,

Simon

Simon s9(2)(a)





**Rheinmetall Defence Australia and New Zealand**

[Level 15, 575 Bourke St](#)

Melbourne, VIC 3000

AUSTRALIA

M: **s9(2)(a)**

E: **s9(2)(a)**

W: [www.boxercrv.com.au](http://www.boxercrv.com.au)

Rheinmetall Aktiengesellschaft Rheinmetall Platz 1 D - 40476 Düsseldorf	Sitz der Gesellschaft : Düsseldorf Amtsgericht Düsseldorf HRB 39401
<u>Vorstand:</u> Armin Papperger (Vors.) Helmut P. Merch Horst Binnig Peter Sebastian Krause	<u>Vorsitzender des Aufsichtsrats:</u> Ulrich Grillo
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**Email Chain 83**

**From:** Graeme s9(2)(a) s9(2)(g)(ii) @nzte.govt.nz  
**Sent:** Wednesday, 20 June 2018 11:16 am  
**To:** Sarah s9(2)(a) s9(2)(g)(ii); Jaime s9(2)(a);  
s9(2)(a) s9(2)(g)(ii); Izzy s9(2)(a) <s9(2)(a)>; HOWARTH DEBBIE, MRS  
<s9(2)(a) s9(2)(g)(ii)>; Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Subject:** Conference call

This isn't working from my end. I called into the dial up number and while I could hear you, you couldn't hear me.

I'll talk to Sarah and then to Deb etc by telephone call and we can try plotting out the way from there.

Graeme

---

  <p><b>NEW ZEALAND TRADE &amp; ENTERPRISE</b> Te Taurapa Tūhono</p>	<p>T s9(2)(a) s9(2)(g)(ii) [redacted] w <a href="http://nzte.govt.nz">nzte.govt.nz</a></p> <p>Level 6, 139 Quay Street, Auckland 1010 <a href="#">View location map</a></p> <p>New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.</p>	
--	--	--

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**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Wednesday, 20 June 2018 10:55 AM  
**To:** Graeme s9(2)(a) s9(2)(g)(ii); Izzy s9(2)(a);  
HOWARTH DEBBIE, MRS s9(2)(a) s9(2)(g)(ii) >  
**Subject:** I am joining the call but have lost my voice-will email or text Izzy any comments as we go along!

**Jennie Vickers**  
**CEO**  
**New Zealand Defence Industry Association**  
**Box 128261**  
**Remuera Auckland 1541**  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



**Email Chain 82**

-----Original Appointment-----

**From:** Google Calendar <calendar-notification@google.com> **On Behalf Of** jennie.vickers@nzdia.co.nz

**Sent:** Tuesday, 19 June 2018 3:05 PM

**To:** Graeme [REDACTED] -AKL

**Subject:** Accepted: Land Forces @ Wed 20 Jun 2018 11am - 11:30am (NZST) (Graeme [REDACTED] -AKL)

**When:** Wednesday, 20 June 2018 11:00 AM-11:30 AM (UTC+12:00) Auckland, Wellington.

**Where:** <https://nzte.zoom.us/j/407373524>

**Email Chain 81**

**From:** Graeme [redacted] -AKL  
**Sent:** Tuesday, 19 June 2018 1:34 pm  
**To:** Andrew [redacted] >  
**Cc:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Subject:** RE: Think Logical visit UNCLASSIFIED - Take 2-Around 5th July

Hi Andrew,

I am currently in Canberra and could make some time available on Wednesday or Thursday afternoon to see you, if you're available. I know very little about your company, but would be interested to learn more.

My role is to help NZ firms enter supply chain opportunities in the Australian defence market. This may be through partnering with Australian firms to bring some unique set of capabilities.

Let me know if you do have time to meet.

Best regards,

---

  <p><b>NEW ZEALAND TRADE &amp; ENTERPRISE</b> Te Taurapa Tūhono</p>	<p>T [redacted] [redacted]</p> <p><a href="http://nzte.govt.nz">W nzte.govt.nz</a></p> <p>Level 6, 139 Quay Street, Auckland 1010 <a href="#">View location map</a></p> <p>New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.</p>	
--	--	---

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**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Tuesday, 19 June 2018 12:21 PM  
**To:** Andrew [redacted] >; [redacted] STEPHANIE, MISS  
[redacted]; HOWARTH DEBBIE, MRS [redacted]  
[redacted] GLENN, [redacted]; [redacted] Graeme [redacted]  
**Cc:** Margot [redacted] >; Izzy [redacted] >; Admin Support [redacted]  
**Subject:** Think Logical visit UNCLASSIFIED - Take 2-Around 5th July

Hi all

Andrew [redacted] had hoped to come to NZ this week. People's availability has defeated the trip. I have spoken to Andrew this morning and he is now looking at attending the NZDIA Member Meeting on 5 July and set up some meetings in Auckland and Wellington on 3/4/6 depending on what suits people's schedules.

If Andrew did Wellington 3/4 and flew to Auckland for 4/5 could we make some introductions to NZDF/MOD and other national security agencies who have Operations Centres?

I have copied in Andrew's contact details below.

Debbie/Guppie could you help with intros to NZDF/Police/Fire/Ambulance/Customs Ops Centres in Auckland?

I have copied in Izzy our Office Manager who can help with getting Andrew signed up for the MM at Whenuapai as a start point.

Graeme, Margot **s9(2)(a)** referred to ThinkLogical when she met you and you may have ideas for connections which could be suppliers to ThinkLogical or potential customers.

Details for Andrew:

Andrew **s9(2)(a)**  
Defence Advisor, Australia  
Canberra, ACT  
**s9(2)(a)**

[www.thinklogical.com.au](http://www.thinklogical.com.au)

Unit 13, 41/45 Tennant Street [Fyshwick ACT 2609](#)

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Regards

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

**s9(2)(a)**



**Email Chain 80**

**From:** Graeme [REDACTED] -AKL

**Sent:** Tuesday, 19 June 2018 12:53 pm

**To:** Howarth Debbie, Mrs [REDACTED]; 'Izzy [REDACTED]  
[REDACTED]

**Cc:** Jennie Vickers <jennie.vickers@nzdia.co.nz>; Sarah [REDACTED]

**Subject:** RE: Land Forces Show. - unclassified

Thanks for preparing the invitation. I have had a few other calls this week with customers which may need to reflect in some changes to our plan for Land Forces.

TRT, Noske Kaeser and SPIIND want to exhibit on or around a "NZ stand". NK and SPIIND have 3x3m2 shell stand bookings which they are prepared to transfer to a "NZ location"; TRT are wanting to have some space on the NZ stand to allow for display of their military seat. Therefore, I propose we take a row of 4 x 3x3m2 (rather than the current 2) in the centre of Hall 4 (as per Chris McFarlane's offer). This is allocated 1 x 3x3 per three exhibitors and 1 x 3x3 for the NZ common space. Should we take that much, or less?

The cost for the total space I understand to be A\$29,000 plus the costs of dressing that Sarah is working on (and these is more than one option).

Invitations should go out to other firms, to participate as a visitor – with the benefits as described by Deb attached – but they wouldn't be exhibitors.

Cost for visitor/participants can be kept at \$2,000, but we will need to have a greater cost for the three exhibiting companies. How much should that be?

I am keen that we discuss this and get quickly to a position where we can go back to the customers with an offer. I'll separately send a meeting request for tomorrow morning so that we can discuss & agree.

Graeme

**Attachment One: Land Forces Exhibition 2018 Benefits for Members for Members to Attend 11.6.18**

## **Land Forces Exhibition 2018 – Adelaide September 4-6**

### **Benefits for Members to attend:**

NZDIA has been attending these events for a number of years and based on member feedback have developed the following programme. At the heart of the programme is the ability to assist members to achieve their objectives of attendance at the event.

NZDIA feedback from members has highlighted the following as important to members:

- Access and introductions to companies and other militaries attending the event
- Ability to network with the right people.
- Ability to display our brochures but not be tied to a stand to enable us to network and attend meetings throughout the show.
- Have concierge support to ensure we do not miss any opportunities while we are doing business.

### **The Land Forces Offering**

#### ***Pre-show briefing:***

This will be held in conjunction with NZTE and NZDF which will cover:

- What to expect from Land Forces
- How to maximise the attendance at the show
- How to sharing your objectives for the event to enable NZDIA, NZTE and NZDF to assist in maximising your attendance.

#### ***On the stand***

Participating company logos will feature in the design of the stand on at least two occasions

You will have the ability to display brochures or collateral on the stand

You are able to use the stand as your base, a place for you locate yourself, arrange to meet your guests and the NZDIA team will act as concierges for your programme.

#### ***During the show***

Access to a Breakfast/other exclusive event organised by NZTE/NZDF/NZDIA with key targeted guests

NZDF and MOD personnel will also be in attendance and will assist where appropriate to introduce you to the target companies you have indicated at the pre briefing.

#### **Cost for Members:**

\$2,000

**From:** s9(2)(a) s9(2)(g)(ii) Debbie, Mrs s9(2)(a) s9(2)(g)(ii)  
**Sent:** Monday, 18 June 2018 2:04 PM  
**To:** 'Izzy' s9(2)(a)  
**Cc:** Jennie Vickers <jennie.vickers@nzdia.co.nz>; Graeme s9(2)(a) s9(2)(g)(ii)  
**Subject:** RE: Land Forces Show. - unclassified

Hi

How do we feel about this?

deb

**Debbie Howarth**

Director - Industry Engagement - JDS, Joint Defence Services  
New Zealand Defence Force  
NZDF Auckland Business Hub | PO Box 90038, Victoria St West, Auckland 1142

M: s9(2)(a) s9(2)(g)(ii)  
[www.nzdf.mil.nz](http://www.nzdf.mil.nz)  
Internal link: <http://org/nzdf/IELP/Home.aspx>



**A FORCE FOR  
NEW ZEALAND**

**From:** Izzy s9(2)(a)  
**Sent:** Monday, 18 June 2018 1:42 p.m.  
**To:** Howarth Debbie, Mrs s9(2)(a) s9(2)(g)(ii)  
**Cc:** Jennie Vickers <jennie.vickers@nzdia.co.nz>; Graeme s9(2)(a) s9(2)(g)(ii)  
**Subject:** Re: Land Forces Show. - unclassified

Hi Debbie  
Rough draft of what we discussed is attached.  
Izzy

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>  
**Sent:** Monday, 18 June 2018 1:21 PM  
**To:** s9(2)(a) s9(2)(g)(ii) DEBBIE, MRS s9(2)(a) s9(2)(g)(ii); Graeme s9(2)(a) s9(2)(g)(ii)  
**Subject:** Fwd: Land Forces Show.

Can you help?



Jennie Vickers  
CEO  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)  
s9(2)(a)



----- Forwarded message -----

From: Greg s9(2)(a) <s9(2)(a)>  
Date: 18 June 2018 at 13:04  
Subject: Land Forces Show.  
To: "jennie.vickers@nzdia.co.nz" <jennie.vickers@nzdia.co.nz>  
Cc: Izzy s9(2)(a), Paul s9(2)(a) <s9(2)(a)>

Hi Jennie,  
I've just been talking to Paul – he's **URGENTLY** waiting for someone to get back to him to answer his questions he asked about what we can/cannot do in the NZDIA Booth.  
Jennie I just left a message on your cellphone.  
Thanks very much.  
Cheers.

Greg s9(2)(a) | Sales Manager | South Pacific Industrial Limited  
[478 Marsden Point Road, Ruakaka](http://478MarsdenPointRoad.co.nz)  
Mobile: s9(2)(a)  
[www.spiind.co.nz](http://www.spiind.co.nz) (Industrial Engineering – Mechanical, Instrumentation & Electrical)  
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**FINALIST :** 2017 Minister of Defence – Excellence to Industry Award

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**Email Chain 79**

**From:** Jennie Vickers <jennie.vickers@nzdia.co.nz>

**Sent:** Saturday, 16 June 2018 6:28 PM

**To:** Izzy **s9(2)(a)** >; Graeme **s9(2)(a) s9(2)(g)(ii)**

**Subject:** Fwd: FW: Defence Innovation Network second call for Seed project EOIs - close 6th August.

For newsletter

**Jennie Vickers**

**CEO**

**New Zealand Defence Industry Association**

**Box 128261**

**Remuera Auckland 1541**

[jennie.vickers@nzdia.co.nz](mailto:jennie.vickers@nzdia.co.nz)

**s9(2)(a)**





## Defence Innovation Network

### Seed Projects: second call for proposals

The Defence Innovation Network brings together NSW industry, universities, the State Government and the Defence Science and Technology Group to help make NSW businesses more competitive and innovative on a global scale, and better able to respond to national objectives for Defence Industry Research and Development<sup>1</sup> by harnessing the world-class research capabilities available within the NSW university system. Established in October 2017, Defence Innovation Network is an association of seven leading universities in NSW set up to collaboratively tackle R&D problems in defence. We offer a one door contact point for trouble-free access to our Network, facilitating easy links to appropriate skills and capabilities to drive innovation and technology towards commercially focussed solutions for defence. R&D projects can be commissioned by ADF, defence companies or DST Group, and can be potentially supported by the NGTF, DIH, ARC Linkage grants, etc. The DIN works across the defence sector, and is supported by the NSW Government and by DST.

The DIN is calling for proposals from small-to-medium enterprises (SMEs) to work with university partners to accelerate development of early-stage technology concepts that have the potential to lead to Defence innovations and solutions with opportunities for commercialisation in both local and overseas markets.

DIN support for Seed Projects is based on a co-investment model, where Seed funding of up to \$50,000 per Project will be made available on a competitive basis, and will require commitment of matching funds from the industry partner. A successful proposal will see pairing of the industry partner with one or more member university research teams that have the expertise and capacity to deliver project outcomes in collaboration with industry capability. DIN can assist to locate such expertise among our member universities, on request.

To be successful, industry proposals for Seed Projects must meet the DIN's selection criteria below. Areas deemed to have the greatest potential for Defence innovation fall into the Next Generation Technologies Fund portfolio:<sup>2</sup>

- Medical Countermeasures
- Hypersonics, Directed Energies and Advanced Sensors
- Multi-Disciplinary Materials Science
- Enhanced Human Performance
- Trusted Autonomous Systems
- Quantum Technologies
- Aerospace
- Cyber and Intelligence

Projects should be scoped to deliver outcomes within 6-10 months and, to ensure substantive progress towards realistic goals, may be aimed towards a long-term program of research that will be well-placed for future funding initiatives.

Please forward any queries and completed proposals to [info@defenceinnovationnetwork.com](mailto:info@defenceinnovationnetwork.com).

#### Selection Criteria

- Identified need in Defence (technology or capability)
- Novelty and potential to become world leading
- Technical / Scientific Merits, Scientific and Technical Risk, Best Collaborative Team
- Potential for impact and implementation pathway
- Capacity and capability of the SME to commercialise project IP

<sup>1</sup> Australian Government Department of Defence: 2016 Defence Industry Policy Statement, Commonwealth of Australia. (<http://www.defence.gov.au/WhitePaper/Docs/2016-Defence-Industry-Policy-Statement.pdf>).

<sup>2</sup> <https://www.business.gov.au/Centre-for-Defence-Industry-Capability/Defence-Innovation-Portal#ngtf>

### **Timeline**

- Call: 13 June 2018
- **Full proposal due: 06 August 2018**
- Assessment, and ranking by DIN Technical Review Panel due: 07 September 2018
- Assessment, ranking and approval by DIN Steering Committee: 14 September 2018
- Contracting and commencement of research: 30 September 2018

### **IP MANAGEMENT**

It is recognised that each project and its IP requirements will be dealt with on a case by case basis. In general, IP management in DIN co-funded projects will be broadly aligned with the IP policies of the Defence Innovation Hub (<https://www.business.gov.au/~media/Business/CDIC/Innovation-Hub-IP-Strategy.pdf?la=en>). In general, Project IP will be owned and managed by companies contributing to the project. Owners of project IP have the right to commercialise the IP. DIN members retain a royalty free license in perpetuity to pursue research that uses or builds on project IP.

Access to background IP necessary to implement project IP will be negotiated between the owner of the Project IP and the owner of the background IP on a case by case basis. In general, it is agreed that owners of background IP will provide access to such background IP, subject only to the terms of access being negotiated in good faith.

To facilitate IP management and commercialisation, project specific non-disclosure agreements, licence term sheets regarding background IP, and foreground IP arrangements will be executed and retained by the DIN and the participating DIN members.

### **NOTE RELATING TO FUNDING**

For successful proposals, funds from the Defence Innovation Network will be paid to the employing institution of the leading academic researcher. Matching funds from the successful proposing SME must also be paid to the employing institution of the leading academic researcher. Research contracts will be drawn up between the various parties.

## Defence Innovation Network Project Plan: Seed Project

### 1. Project Summary

<b>Project Number (DIN to allocate)</b>			
<b>Project lead organisation (SME company name)</b>		<b>Contact person / CI (in SME)</b>	
<b>Project Name</b>			
<b>Commencement Date</b>		<b>Completion Date</b>	
<b>DIN project funding</b>		<b>In-kind value</b>	
<b>Project Aim: (30 words max.)</b>			
<b>Project Summary (less than 700 words)</b>			
<b>Need and relevance to research priority areas</b>			
<b>Objectives</b>			
<b>Hypothesis or Research Questions</b>			
<b>Methodology / Approach</b>			
<b>Anticipated Outcomes</b>			

### Responsible Participants, Project Participants, Project Contributions and Project Shares\*

Project Participant	Responsible Participant Y/N	Contribution Amount		IP Owning Project Participant Y/N	Indicative Project Share (relevant to IP Owning Project Participants)
		Cash	In-kind**		
<b>Total</b>					

\*For Seed Projects, cash co-funding, is a pre-requisite for a successful application.

\*\*In kind means non-cash contributions, e.g. access to equipment or hardware or software, staff time allocations, workshop time, etc., necessary for success in this project.

<b>DIN central funds cash contribution</b>	Up to 5x
--	----------

### 2. Project Objectives (1 para)

Second call Seed Project EO – June 2015

[info@defenceinnovationnetwork.com](mailto:info@defenceinnovationnetwork.com)

[www.defenceinnovationnetwork.com](http://www.defenceinnovationnetwork.com)



**3. Potential Outputs, Outcomes and Impact (< 1 page)**

- *The potential game-changing capabilities and technologies likely to arise from the project*
- *Benefits to Defence and Defence industry, the commercial potential of the expected outputs, and any spill-over benefits*
- *Implementation pathway (how will the results be commercialised or contribute to the commercialisation pathway)*

**Demonstrated End User Support (100 words)**

**4. Methodology (2 pages)**

*The methodology to be applied to achieve the outcomes and adoption of the new technologies (this is best developed in collaboration between the SME and academic partners – if the SME does not have preferred academic partners, please contact DIN to link you to our world leading experts from Network member universities).*

**5. Team**

- *Explain what expertise and facilities are needed, and how the participating team brings a best fit to these requirements. Include preferred university researchers if these are known. If not known, please ask DIN to link your company to expert researchers from our Network.*

**6. Budget**

Participant	Participant institution name					
FY XX/YY						
Budget Item	FTE %	Date 1	Date 2	...	Date n	Total FY 16/17
Salary						
Salary on-costs						
Project operating						
<b>Total</b>						

**Budget Justification (< ½ page)**

- *Include how DIN funding will be used*

**7. Co-funding options**

- *Explain how the project might relate to funding schemes, e.g. DIH, NGTF, ARC Linkage, Innovation Connections, CRC-P*

----- Forwarded message -----

From: Jennifer [redacted] <s9(2)(a)>

Defence Innovation Network



8. Resource Requirements

FTE in-kind contributions

Non-staff in-kind contributions (infrastructure support for DIN funded staff):

Other in-kind Contributions (for use of equipment, laboratories, etc.):

9. Contributions from Defence/DST Group (N/A if not applicable)

10. Contributions to be made by Third Parties (N/A if not applicable)

11. Analysis of Risks to Project Achievement (< 1/2 page)

Potential to be Surpassed by Events (< 200 words)

- *Analysis of project competitors, project differentiation and novelty*

12. Intellectual Property (100 words) – see also Section 1

- *Overview of IP agreement and issues*

Background Intellectual Property Schedule

Description	Owner of Background IP	Name of party making the background IP available (if not owner)	Restrictions on use of Background IP

Commercialisation of Project Intellectual Property / Route to market / Implementation plan

13. Education / Training Opportunities

- *Including how the project will contribute to capacity and capability building in the Australian defence industry and related industry and research sectors*

Student Requirements

14. Project Milestones / Outputs

Project Milestones/Outputs	Responsible Participant	Date Due
1 1-2 line descriptor		

Second call Seed Project EOJ – June 2018

[info@defenceinnovationnetwork.com](mailto:info@defenceinnovationnetwork.com)

[www.defenceinnovationnetwork.com](http://www.defenceinnovationnetwork.com)

2	<i>1-2 line descriptor</i>		
---	----------------------------	--	--

15. Have Project Deed Polls (confidentiality agreements/IP assignment) been completed for all staff and students involved in the Project?

16. Have Moral Rights Waiver forms been completed for all project personnel for this Project?

17. Have the appropriate approvals (ethics, access to Defence facilities, security clearances) been sought and granted for this Project?

18. Special Conditions

- *e.g. go/no-go decisions, success conditions, trials reliance etc, payment of project funds*

- For any enquiries, please contact: [info@defenceinnovationnetwork.com](mailto:info@defenceinnovationnetwork.com)

- Submit the completed proposal form to: [info@defenceinnovationnetwork.com](mailto:info@defenceinnovationnetwork.com)



Date: 14 June 2018 at 14:33

Subject: FW: Defence Innovation Network second call for Seed project EOIs - close 6th August.

To: Jennifer [redacted] <s9(2)(a)>

Dear Members and Colleagues

Please see the information below and attached regarding the second call for research proposals for matched co-funding up to \$50,000 for projects of direct relevance to the current needs of defence SMEs in NSW. Full proposals are due 6<sup>th</sup> August.

Kind Regards

*Jenny*

Jenny [redacted]  
Administration Officer  
AIDN NSW

Mob: s9(2)(a)

Email: s9(2)(a)

**Maximising defence-related business for NSW SMEs**

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Defence Innovation Network would once again encourage SMEs to submit research proposals for matched co-funding up to \$50,000 for projects of direct relevance to the current needs of defence SMEs in NSW. We strongly encourage AIDN NSW members to apply. DIN offers a one door access to seven leading universities in NSW, and SMEs should feel free to contact us should they require assistance to make links to world experts from within our member universities. We can be reached on [info@defenceinnovationnetwork.com](mailto:info@defenceinnovationnetwork.com).

Regards

Bradley

Professor Bradley Williams  
Director: Defence Innovation Network  
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