

Australian Government

Department of Defence Defence Science and Technology Organisation

Partnerships Week 2015



Australian Government

Department of Defence Defence Science and Technology Organisation

Doing Business with DSTO A guide for SME's

Robert Smith

Partnerships Week May 2015



DSTO Science and Technology for Safeguarding Australia



Doing Business with DSTO

Connect

How to engage with us

Collaborate

Ways you can work with us – new and improved!!

Commercialise

Encouraging exploitation



Connect – Find Out About DSTO

Go to our web site <u>www.dsto.defence.gov.au</u>

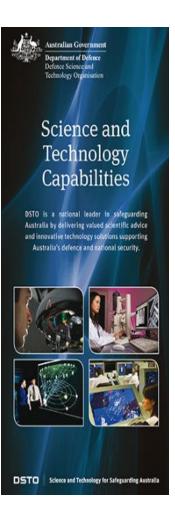
Science & Technology Capabilities

- Points of Contact emails and phone numbers
- Match your capabilities

Business Engagement – Partner with Us

DSTO strategy very much about partnerships and collaboration

Unsolicited Innovative Proposals Scheme



Science and Technology for Safeguarding Australia

DSTO

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Who to talk to? – External Engagement Managers

Aerospace

Ms Eudora Yeo <u>Eudora.Yeo@dsto.defence.gov.au</u>

Cyber & Electronic Warfare

Dr Kamal Gupta <u>Kamal.Gupta@dsto.defence.gov.au</u>

Joint and Operations Analysis

 Ms Thitima Pitinanondha <u>Thitima.Pitinanondha@dsto.defence.gov.au</u>

Land

Dr Nick Fitzgerald <u>Nicholas.Fitzgerald@dsto.defence.gov.au</u>

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Who to talk to – External Engagement Managers? Maritime

• Dr Chris Madden <u>Christopher.Madden@dsto.defence.gov.au</u>

National Security & Intelligence, Surveillance & Reconnaissance

Dr Matt Lowry <u>Matthew.Lowry@dsto.defence.gov.au</u>

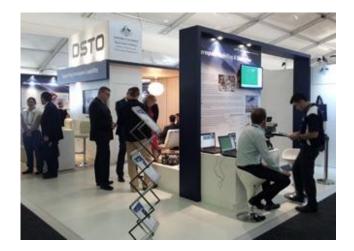
Weapons & Combat Systems

• Mr Wayne Power <u>wayne.power@dsto.defence.gov.au</u>



Talk to us at Defence Conferences

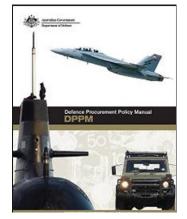
- DSTO Booth showcasing capability
- What we offer:
 - Latest information on our programs
 - Put you in touch with the right research area
 - Business opportunities
- How you can help us to help you
 - Tailor your message

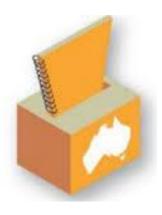


Science and Technology for Safeguarding Australia

Procurement

- DSTO procurement is released through Defence Support & Reform Group (DSRG)
- Approaches to Market are published on Austender
- DSTO follows Commonwealth Procurement Rules and Defence Procurement Policy
- Value for Money the overriding principle





Research, Scientific, Engineering and Other Technical (ReSET) Services Standing Offer Panel SON2901652

- Established in April 2015 to the end of March 2018 plus 3 x 1 year extension options
- Over 90 companies mostly SMEs
- Covering 22 Skill Set Categories
- Refresh functionality if new skill sets needed
- DSRG issues RFQs and receives responses
- Contracts issued against panel which are valued over \$10K will be published on Austender

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ReSET Panel

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Skill Set Categories

There are 22 Skill set categories available, they are:

Aeronautical Engineering	Material Science
Analysis	Mechanical Engineering
Blast Physics	Modelling & Simulation
Chemical Science	Naval Platform Engineering
Communications Engineering	Operations Research & Analysis
Computer System and Software Engineering, Design & Development	Range, Weapon & Munitions Certification & Safety
Electrical/Electronic Engineering & Fabrication	Scientific Audio Visual, Photography & Video
Electronic Warfare & Radar Technologies	Structures & Materials Testing & Engineering
Energetic Materials	Systems Engineering & Analysis
Human Science	Trial Management Support
Logistic Systems Scientists & Engineers	Undersea Warfare & Sonar Technologies



ReSET

- If you are not on the panel
 - Negotiate with a panel member to be a sub contractor
 - Search SON2901652 on Austender to find out panel members

Contact

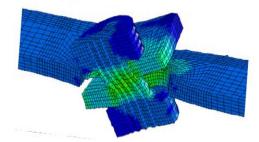
 Panel Manager – Ms Jo-Anne Murphy DSRG joanne.murphy@defence.gov.au

New Collaboration Business Model

- In the coming weeks DSTO will launch a new collaboration template agreement
- Co-Investment, strong relationship management and benefits for both sides. Must be a value proposition.
- 2 Major Negotiations Points Simplified
 - Intellectual Property
 - Industry will own in most circumstances and have commercial rights
 - DSTO will have usage rights
 - Indemnity
 - From 1 page of legal procurement type clauses to a Common Law principle approach

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Commercialisation – 2 Page Licence No Fees!

- In the coming weeks DSTO will launch a 2 page commercialisation licence to encourage industry to exploit certain DSTO technologies
- Key Features
 - Template process for application with guidelines
 - Non exclusive
 - No licence or royalty fees
 - Encourage exploitation
 - Not for all DSTO technologies
 - DSTO retains Defence rights

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- This agreement and the Licence will explore at the end of the Licence Term and may be immediately terminated earlier by the Commonwealth on witten notice #r (a) the Licence Teap of used the Technology in accordance with the Licence Request within 3 years from the
- Date of Agreement;

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- (b) the Licensee is in breach of any provision, other than those set out in clause 14(b), and the Licensee has failed to served the breach within 30 days of the Commonwealth's notice of breach.
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- 10. This agreement is governed by the laws of the Australian Capital Tentory, and the parties submit to the nonexclusive jurisdiction of the courts of that Tentory and of the Commonwealth of Australia.

ind on behalf of the Commonwealth	Signed for and on behalf of the Licensee
roed signatory:	by an authorized signatory:

- Science and Technology for Safeguarding Australia

14

Technology Pitchfest – Opportunity to Commercialise

- DSTO delivered the inaugural Defence Technology Pitchfest at Land Forces in 2014
- Key Features
 - 10 technologies in 30 minutes
 - Focus on features advantages and benefits
 - Opportunity to collaborate and/or commercialise
 - Technologies will be published on our website for take up



Science and Technology for Safeguarding Australia



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Partnerships Week 2015



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Capability & Technology Demonstrator Program

Andrew Arnold Director Innovation Programs

Partnerships Week May 2015



Science and Technology for Safeguarding Australia



Outline

Program Overview

- Process
- Exemplars
- Contacts

Capability and Technology Demonstrator (CTD) Program Objective

For 16 years the CTD Program has improved Defence capability by providing Australian Industry and research institutions with opportunities to demonstrate their technologies; allowing Defence to assess the potential and risk in acquiring these technologies

Key Features of a CTD Project



- Focused on a Demonstration; not on delivering a product
- Industry led; however, a Defence Project Manager oversees the life of the CTD
- Not a grant and not 50/50 ASDEFCON contract variant
- CTD Contract is Target based-
 - Target Performance Measures are used in lieu of a Specification.
 - Default is for industry to own the foreground IP

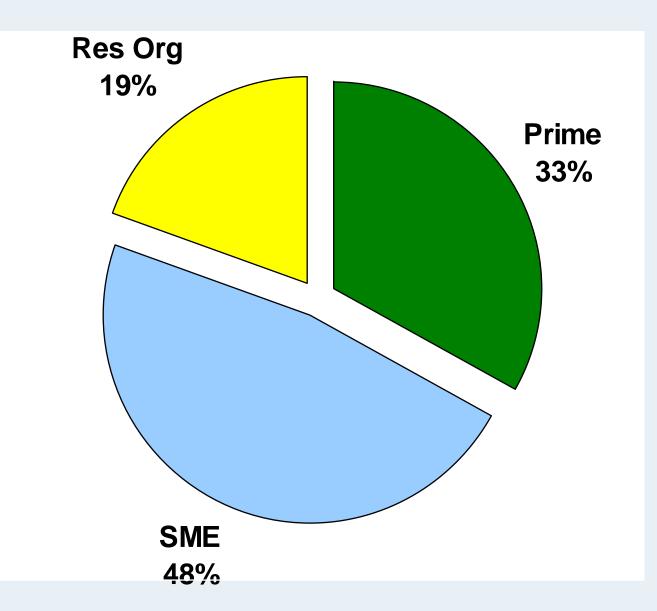
The 2015 CTD Program Cycle

- April 2015: A new round is opened with a public call for Initial Proposals – AUSTENDER, Australian
- June 22 2015: submit your Initial Proposal
- August 2015: if your initial proposal attracts Defence interest, you are invited to produce a *Detailed Proposal*
- Mid-Sept 2015: Requested Detailed Proposals submitted to Defence
- Feb 2016: Complete evaluation of *Detailed Proposals* and recommend to Government for funding.
- July 2016: CTDs are contracted between the proposers and Defence.



Australian Government Department of Defence Defence Science and Technology Organisation

Who conducts CTDs?



Managing Paperwork and Time



- Advice to Prospective Proposers CTD Program Office, sponsors and DSTO researchers can assist
- Initial Proposals aim to attract Defence interest in the project/technology (5 to 8 pages is enough)
- Detailed Proposals only for those sponsored, provides the detail for us to evaluate (usually around 25 pages)
- Contract Negotiations prior to DSTO management averaged 8.5 months and several forms of contract; now around 3 months, with a specifically tailored contract
- Simple Payment Structure Pay on milestones and deliverables
- Flexible Project Management Manage the risk

Five CTD Evaluation Criteria



- 1. Potential to contribute to Defence Capability Development the potential to provide a new or enhanced capability to Defence
- Potential to Transition into Service the presence of an identified need, or potential pathway into service (CDG)
- 3. Technology and Innovation the degree of technical innovation (DSTO Divisions)
- Industry Capability Enhancement the degree to which Australian Defence industry capability will benefit (DMO)
- 5. Project Management Our level of confidence in your ability to bring the CTD to demonstration (CTDPO).





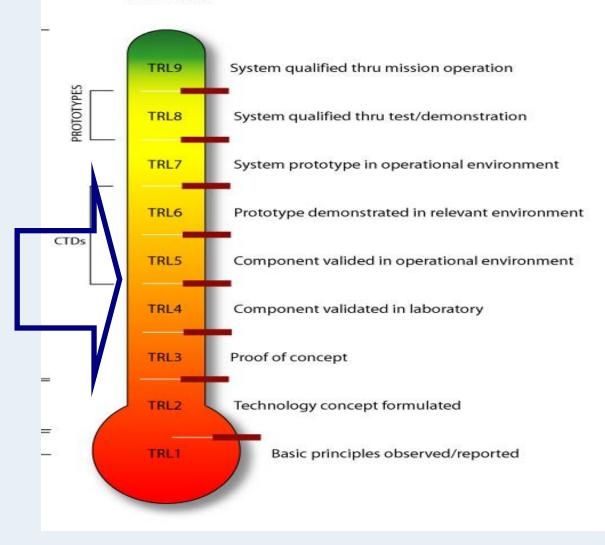
Department of Defence Defence Science and Technology Organisation

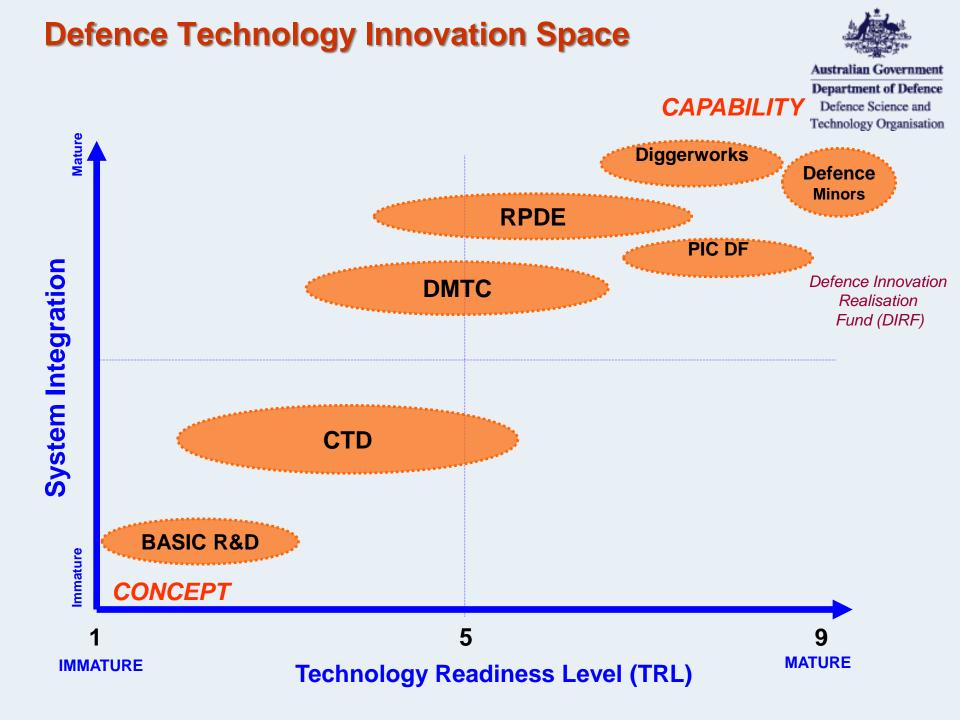
- Direct the proposal at a 'Capability'
- Give a succinct statement of purpose in your Proposal
 - What the technology will do 'What ?'
 - How will it benefit the ADF 'So what ?'
- Incorporate some technology development
- Must be an Aussie (or NZ) Contractor

Where do CTDs fit in? Technical Readiness Levels 2 – 6



PRODUCTION





PEGASUS Helo Floatation Device Demonstrated in WA March 2013

Advanced Acoustic Generator (AAG)





FIBRE LASER SENSOR

MERCURY

and I

KESTREL - ISR Aerial Surveillance System

120





Defer Techno

+180



RAAF Heron from Project NANKEEN

Kestrel Maritime Object Detection



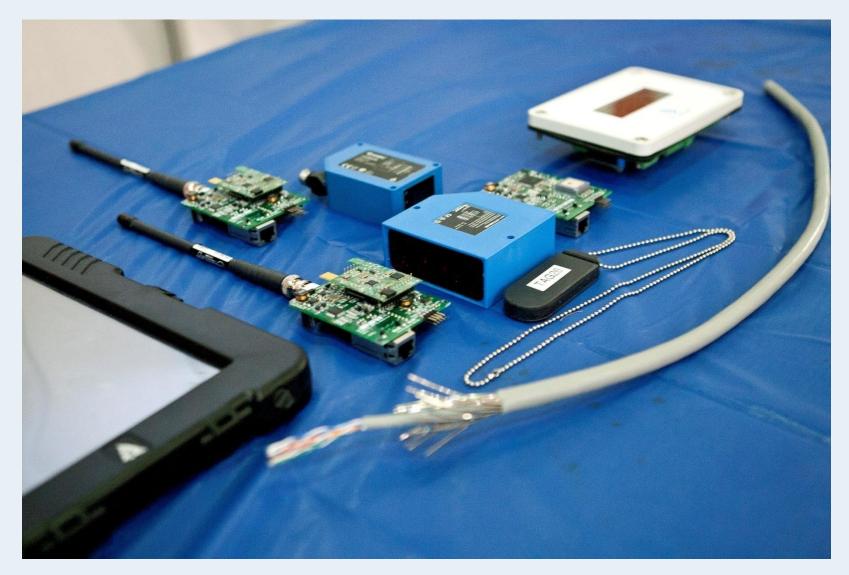
Without Kestrel



With Kestrel

Naval Automated Personnel Tracking





Joint Direct Attack Munition Extended Range tripled JDAM range with same accuracy





ADVANCED COMBAT HELMET SYSTEM new bonding and laminating techniques monolithic ceramic helmet shells







Further information

CTD Program Office

1800 647 946

ctdpo@defence.gov.au

www.dsto.defence.gov.au/partner-with-us/demonstrate-your-technology