



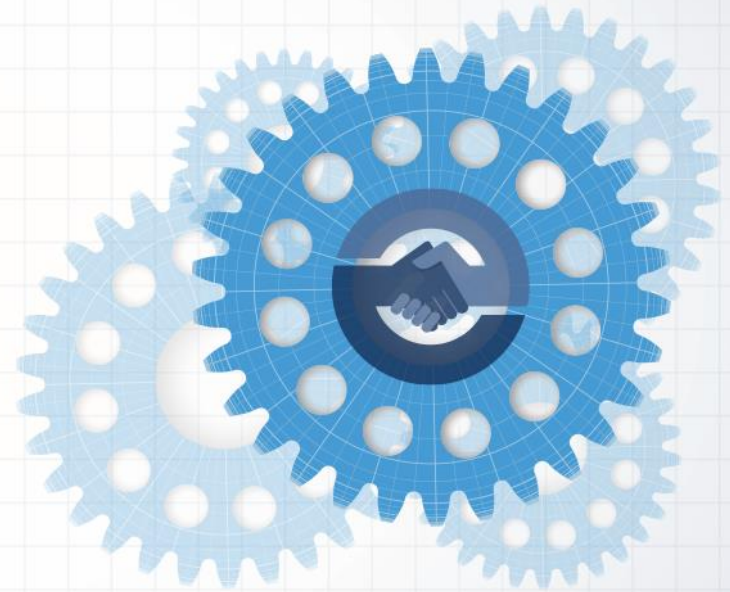
**Australian Government**

**Department of Defence**

Defence Science and

Technology Organisation

**DSTO  
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 [www.dsto.defence.gov.au](http://www.dsto.defence.gov.au)

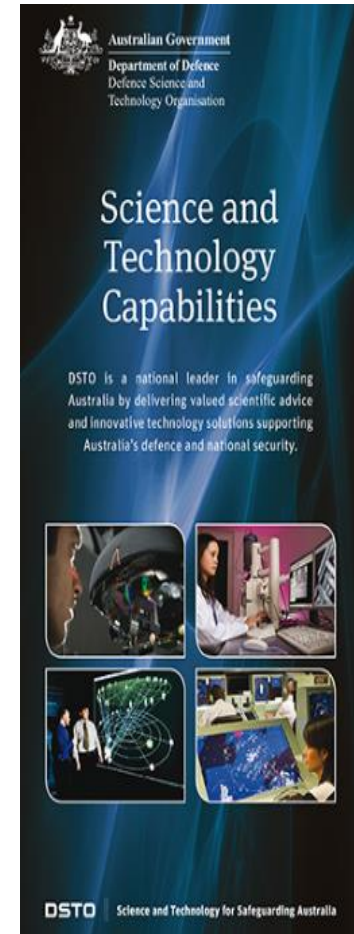
## Science & Technology Capabilities

- 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



## Who to talk to? – External Engagement Managers

### Aerospace

- Ms Eudora Yeo [Eudora.Yeo@dsto.defence.gov.au](mailto:Eudora.Yeo@dsto.defence.gov.au)

### Cyber & Electronic Warfare

- Dr Kamal Gupta [Kamal.Gupta@dsto.defence.gov.au](mailto:Kamal.Gupta@dsto.defence.gov.au)

### Joint and Operations Analysis

- Ms Thitima Pitinanondha  
[Thitima.Pitinanondha@dsto.defence.gov.au](mailto:Thitima.Pitinanondha@dsto.defence.gov.au)

### Land

- Dr Nick Fitzgerald [Nicholas.Fitzgerald@dsto.defence.gov.au](mailto:Nicholas.Fitzgerald@dsto.defence.gov.au)

## Who to talk to – External Engagement Managers?

### Maritime

- Dr Chris Madden [Christopher.Madden@dsto.defence.gov.au](mailto:Christopher.Madden@dsto.defence.gov.au)

### National Security & Intelligence, Surveillance & Reconnaissance

- Dr Matt Lowry [Matthew.Lowry@dsto.defence.gov.au](mailto:Matthew.Lowry@dsto.defence.gov.au)

### Weapons & Combat Systems

- Mr Wayne Power [wayne.power@dsto.defence.gov.au](mailto:wayne.power@dsto.defence.gov.au)





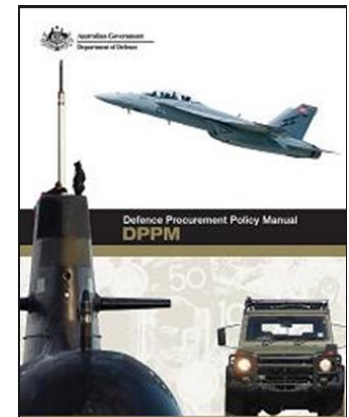
# Talk to us at Defence Conferences

- **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**



## 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



# ReSET Panel

## 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

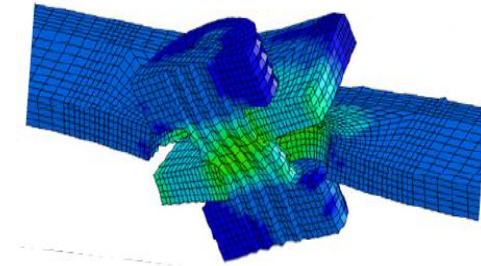
## Contact

- Panel Manager – Ms Jo-Anne Murphy DSRG  
[joanne.murphy@defence.gov.au](mailto: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



# 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

DSTO Logo

LICENCE AGREEMENT

DETAILS	
Parties:	Commonwealth: COMMERICAL TOP OF AUSTRALIA, represented by the Defence Science and Technology Organisation of the Department of Defence (ASIS/750 014 312) (Contact Details: [blank]) Licensee: [NAME] (AS/NZ) (Number) (Contact Details: [blank])
Technology:	[Details on technology] (blank)
License Request:	Licensee's request for license dated [Date]
License Term:	[Period] (From/Date of Agreement)
Territory:	[Jurisdiction/Province/Other - details] (blank)
Questions:	[Details on questions] (blank)
Acknowledgement:	[Details on acknowledgement] (blank)
Special Conditions:	[Details on special conditions] (blank)

1. In consideration for the use and benefits to be provided by the Licensee's use of the Technology in accordance with the License Request and this agreement, the Commonwealth hereby grants the Licensee non-exclusive, royalty-free, non-transferable license for the Licensee to use, make, develop, sell and commercialise, export, import, distribute, the Technology for its intended use in the License Request, subject to the terms and conditions of this agreement. Licensee:

2. Noting in this agreement (including this License) will prevail the Commonwealth from Exploiting the Technology, whether real or virtual, in any form, for any purpose, including Australia defense, national security or strategic purposes and to sell, license, or sublicense, under international law or under Australia's jurisdiction, any of its assets (Defense Data).

3. The Licensee will not sublicense its rights under this License without the prior written approval of the Commonwealth.

4. In exercising its rights under this License, the Licensee will:

- use the Technology in accordance with the License Request;
- not publicly disclose, transfer, lease or otherwise make available the Technology to any third party without the prior written approval of the Commonwealth;
- comply with the Licensee's, together with any other policies or guidelines notified by the Commonwealth to the Licensee from time to time;
- comply with all applicable laws;
- not do anything which may be contrary to Australia's national security interests which may limit or restrict the use of the Technology for Defense Use. If the Licensee is unsure whether the exploitation of the License may restrict the provision, it will consult with the Commonwealth and comply with any direction given by the Commonwealth.

5. For the License Term, the Licensee will provide to the Commonwealth all the Contract Details set out above, and using any template or format agreed by the Commonwealth from time to time.

6. An annual written report (Report) within 30 days of each anniversary of the Date of Agreement commencing for the preceding year:

- the Licensee to use of the Technology;
- any new intellectual property created by the Licensee pursuant to the License (Results);
- any products arising from the use of the Technology and Results developed by the Licensee (Products), together with sales of the Products in each country of the Territory, and

7. Without intention to deceive, the Licensee will comply with any provisions and restrictions relating to the use of defense related material, including the export controls, applicable to defense and dual-use goods. Where the Territory includes areas outside Australia, the Licensee must first obtain an appropriate export approval before supplying Products to those areas.

8. Without intention to the rights of the Commonwealth or any statutory body or law, the Licensee will assess the progress of the Licensee and assist and advise to support the Commonwealth, acting reasonably, believes that the Licensee or may be in breach of clause 4(a) or 7.

9. The Licensee will lead and inform and report the Technology developed pursuant to this agreement as the confidential information of the Commonwealth, and will disclose such information to a third party subject to an obligation to keep it confidential for the same period of time as the information arises from the public domain otherwise than as a result of the Licensee's breach of this clause 9.

10. If applicable, the Licensee will provide the Commonwealth Administrative/Regulation Products and in advertising and promotional materials for Products. Subject to the foregoing, the Licensee will not use the name of the Commonwealth or any acronym in connection with the Commonwealth without the prior written consent of the Commonwealth.

11. The Licensee acknowledges and agrees that:

- the Licensee uses the Technology entirely at its own risk and the Commonwealth has not made any and neither expresses any warranty, terms, conditions or undertakings, whether express or implied, written or oral, in respect of the Technology;
- to the full extent permitted by applicable law, any conditions or warranties in respect of the Technology provided by legislation are excluded; and
- the Commonwealth will not be held liable for any special, indirect or consequential damages (including loss of profits or anticipated profits, or loss of revenue, arising under this agreement, however caused, whether in tort, including negligence, contract, breach, equity or otherwise; and

12. The Licensee has not used the Technology in accordance with the License Request and this agreement, and the Licensee agrees to indemnify the Commonwealth for any loss, damage or injury suffered by the Commonwealth as a result of the Licensee's breach of this clause 12.

13. The Licensee will be solely responsible for obtaining any approvals, authorizations and accreditation necessary or required to enable the Licensee to use the Technology in accordance with this agreement. The Commonwealth has not made any representations or warranties in respect of the Technology and any rights that may be contained in the Technology, or that the Technology does not infringe any third party's intellectual property rights.

14. This agreement and the Licensee obligations arising and the License Term and any will be immediately terminated earlier to the Commonwealth in written notice:

- the Licensee has not used the Technology in accordance with the License Request within 3 years from the Date of Agreement;
- the Licensee is in breach of its obligations set out in clause 14(b); and
- the Licensee is in breach of any provision, other than those set out in clause 14(b), and the Licensee has failed to remedy the breach within 30 days of the Commonwealth's notice of breach.

15. To the extent of any inconsistency, the Special Conditions will prevail over any other part of this agreement. This agreement is governed by the laws of the Australian Capital Territory, and the parties submit to the non-exclusive jurisdiction of the courts of the Territory and of the Commonwealth of Australia.

Signed for and on behalf of the Commonwealth: \_\_\_\_\_ Signed for and on behalf of the Licensee by an authorized signatory: \_\_\_\_\_

Signature: \_\_\_\_\_ First Name: \_\_\_\_\_ Signature: \_\_\_\_\_ First Name: \_\_\_\_\_

Date: \_\_\_\_\_ Date: \_\_\_\_\_

\*Note: Further information or approval controls may be found at: https://www.dsto.gov.au/DCD



# 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**



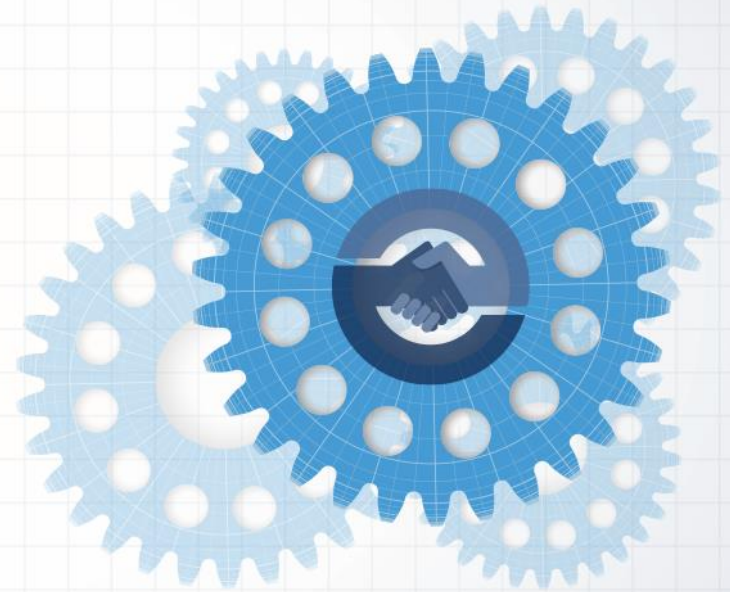




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# DSTO Partnerships Week 2015





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# Capability & Technology Demonstrator Program

**Andrew Arnold**  
**Director Innovation Programs**

Partnerships Week  
May 2015


**DSTO**

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**

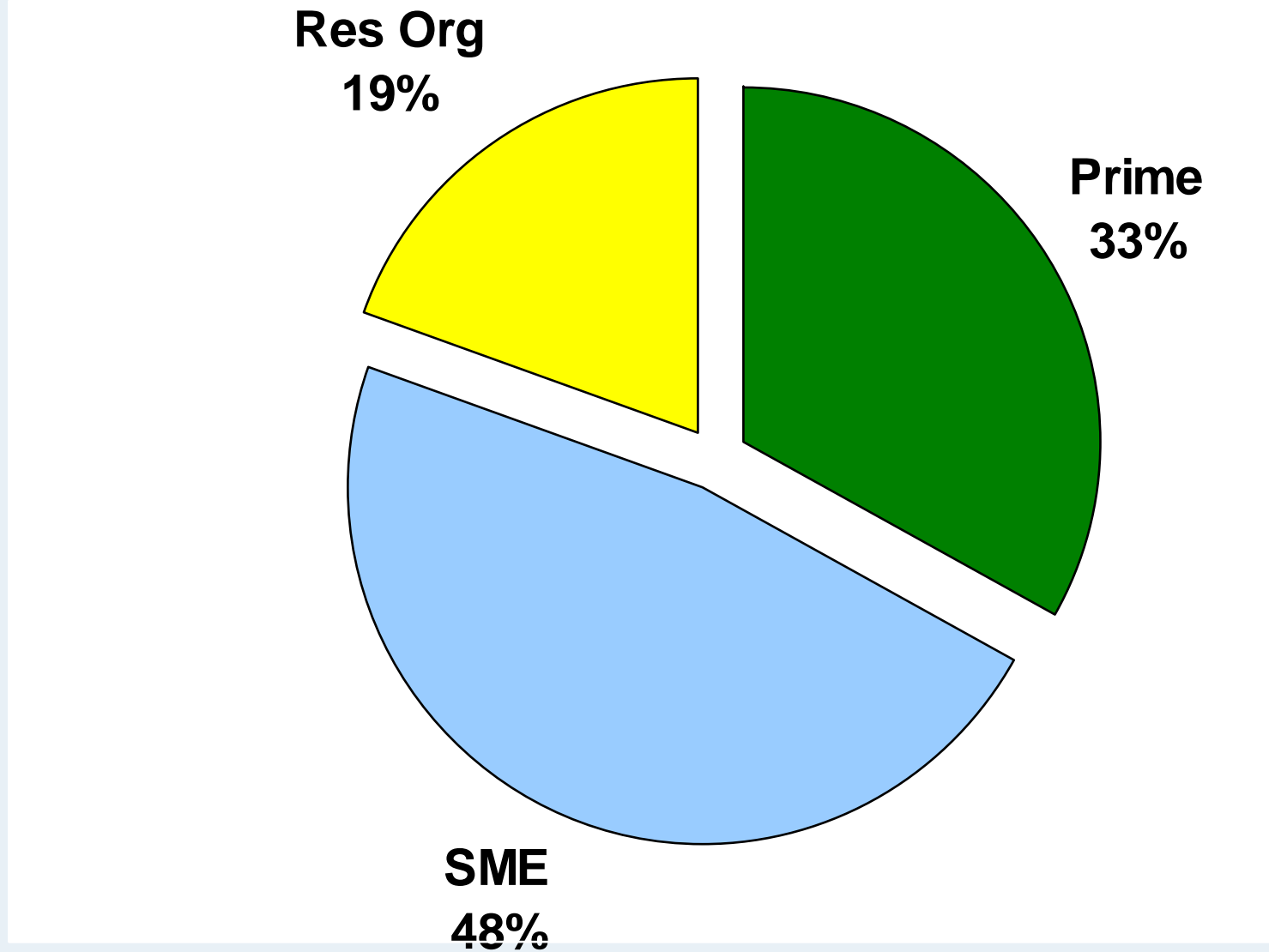
# ***The 2015 CTD Program Cycle***

- **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.





# 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
- **2. 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)
- **4. 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).

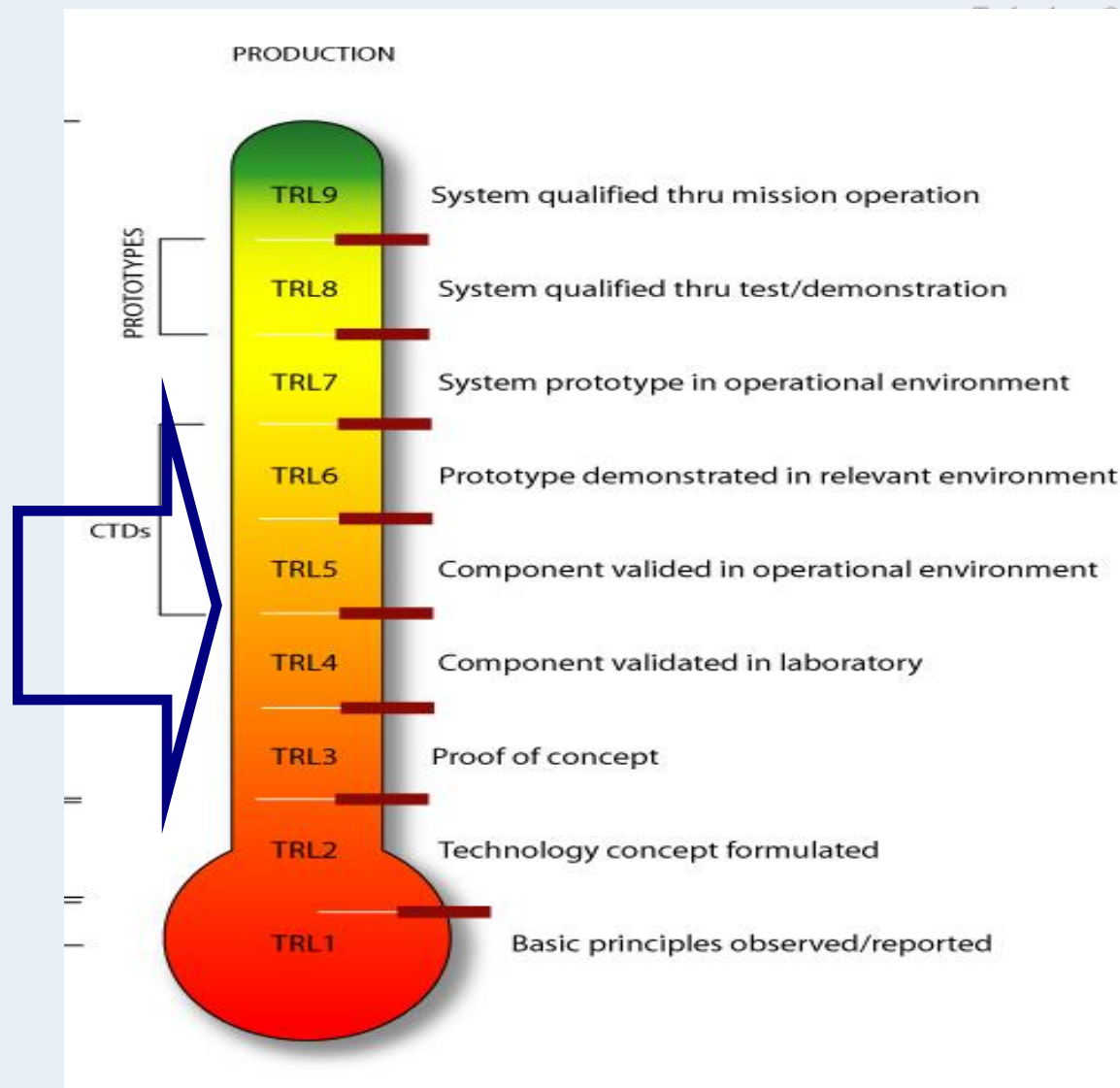


# ***How does industry improve its Chances?***

- **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?

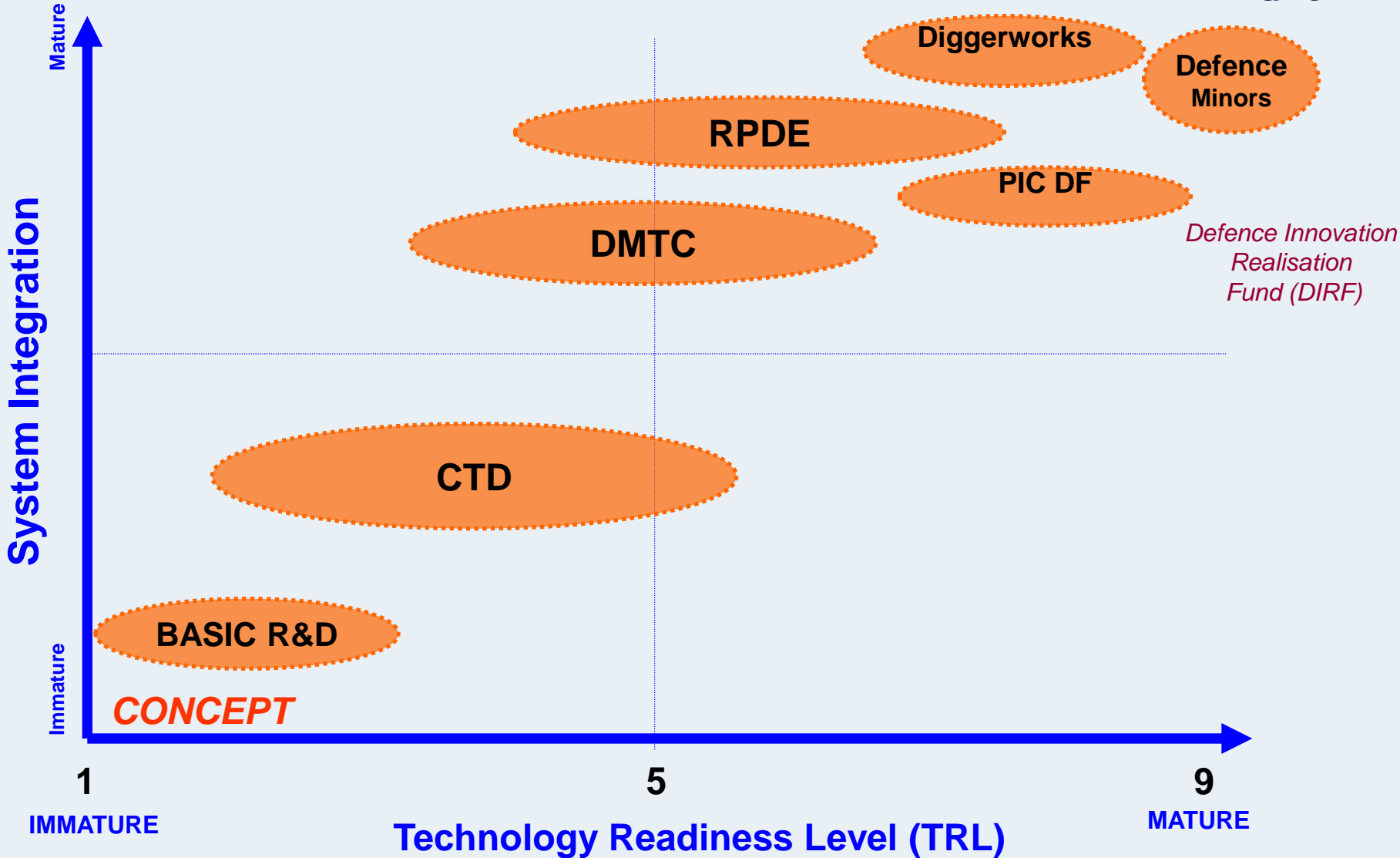
## Technical Readiness Levels 2 – 6



# Defence Technology Innovation Space



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# PEGASUS Helo Floatation Device Demonstrated in WA March 2013







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# Advanced Acoustic Generator (AAG)





# FIBRE LASER SENSOR



# ***KESTREL - ISR Aerial Surveillance System***



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**RAAF Heron from Project NANKEEN**

**Kestrel Maritime Object Detection**



**Without Kestrel**

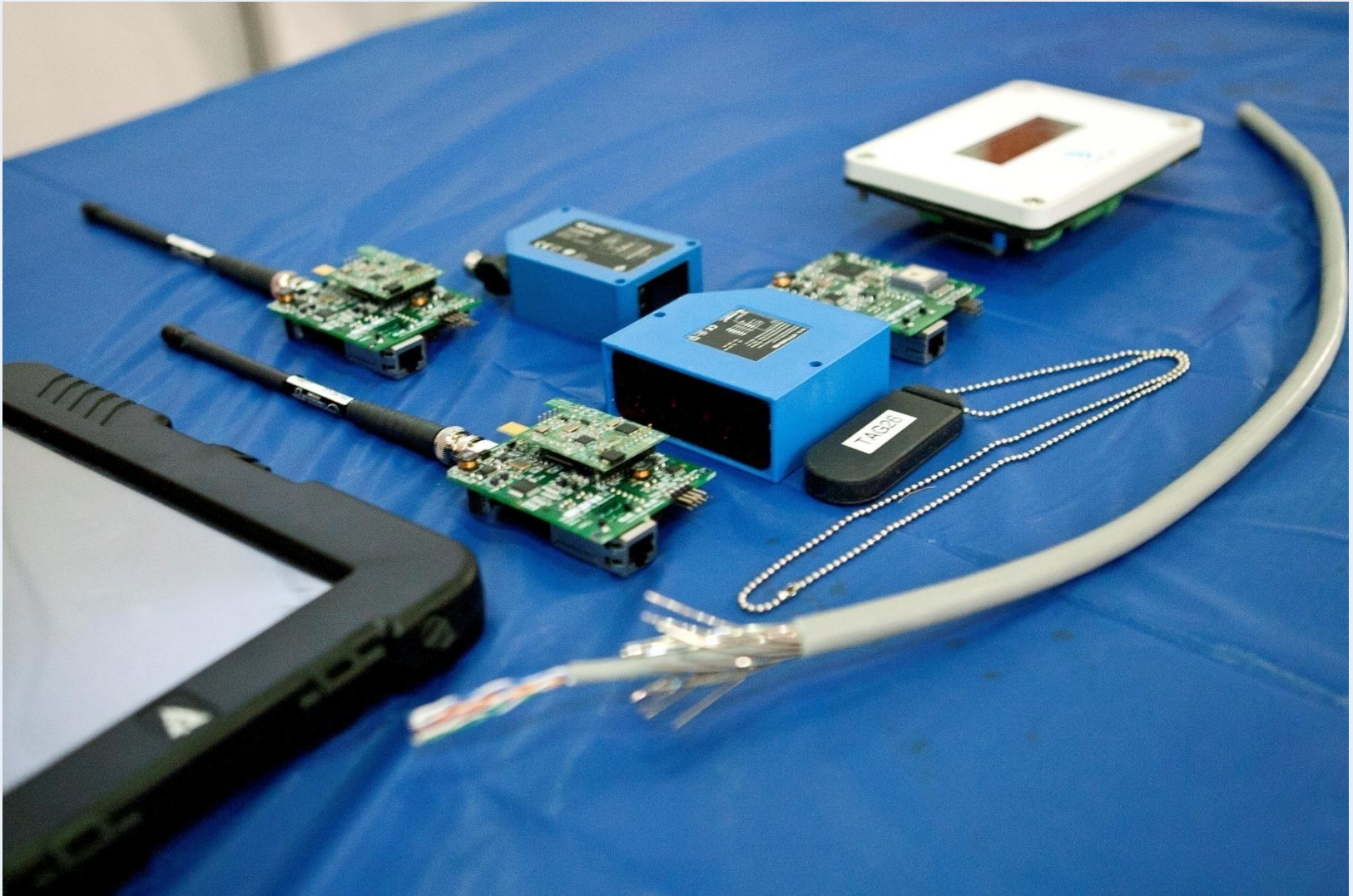
**With Kestrel**



# Naval Automated Personnel Tracking



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# Joint Direct Attack Munition Extended Range

*tripled JDAM range with same accuracy*



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Defence Science and  
Technology Organisation

# 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](mailto:ctdpo@defence.gov.au)

[www.dsto.defence.gov.au/partner-with-us/demonstrate-your-technology](http://www.dsto.defence.gov.au/partner-with-us/demonstrate-your-technology)

