

# DEFENCE BUSINESS 101 SEMINAR

“Gain an Understanding of how the Defence Industry Works”



If you are curious about how the defence industry works and want to know if there are opportunities for your business in this sector then this seminar is for you.

This seminar will provide businesses with an introduction to working in the defence sector. It will discuss what businesses need to know and do if they want to deal directly with defence or access prime contractor supply chains.

Defence Industries Queensland in partnership with ICN would like to extend an exclusive invitation to your CEO and Business Development Manager to attend this seminar.

## You will learn:

- *How the defence sector works*
- *What the difference between capability and non-material procurement means for suppliers*
- *How key agencies in the defence sector engage with industry and what they do*
- *How to engage with prime contractors and defence*
- *Where you can go to develop your business' capabilities to work in defence*
- *How to decide if the defence industry is for you?*

The workshop will be presented by Mick Fairweather who is an independent director in Queensland, a business management and training consultant, and a Major General in the Australian Army Reserve, most currently working with the defence industry.

Places are limited so book early to reserve your seat.

## REGISTER NOW!

**Time:** 8:00am Arrival for 8:30am to 12:30pm  
**Price:** \$30 per person  
**Date:** Thursday, 17 March 2016  
**Venue:** Middle Ridge Golf Club  
235-323 Rowbotham Street  
MIDDLE RIDGE, QLD, 4350

Register: [CLICK HERE](#) to Register Now!

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# About the Facilitators:

## Mick Fairweather

### Director

Mick Fairweather is an independent director in Queensland, a business management and training consultant and a Major General in the Australian Army Reserve, most recently working with the defence industry.

Following a successful career in the private sector including import and export, wholesale, retail and technology from sales through to senior management, he moved into governance and has been the Board Chairman of several SMEs. For a number of years he has also been the military specialist in Team Defence Australia as part of the Department of Defence. In this role he has assisted Australian defence industry participants develop their export opportunities through leading trade missions to various market and briefing industry on their opportunities and challenges. His background enables him to provide an interesting insight into doing business with defence.



## Craig Wilson

### Project Engineering Specialist, ICN

Craig has over 35 years experience in domestic and international manufacturing and related industries including mining, civil construction, automotive and defence.

Manufacturing, project and design engineering have long been his passion and he has enjoyed a broad career in automotive and general engineering industries. He has held senior management roles in heavy vehicle manufacture, aftermarket and Tier 1 supply to major auto manufacturers and Department of Defence in Australia, materials handling and maintenance.

Craig also has over 15 years experience in Workforce Training and Assessment including NESB and winning the 'Queensland & Australian Training Awards' for his work in Vocational Training.



### QMI SOLUTIONS

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