

GROWTH FOCUSED. RESULTS DRIVEN.

# DEFENCE AND SPACE SECTOR TRAINING CATALOGUE

2022



Commercial in Confidence. duMonde International Pty Ltd.

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## About Us

duMonde International is one of Australia's most progressive boutique Training and Consulting firms with a strong pedigree of working with Government & Industry to enhance productivity and competitiveness.

We are an established market-leading provider of highly valued Strategic & Management Advisory, Industry Engagement & Supply-Chain Management Advisory, Collaborative Working Support Services and Professional Development & Training Solutions across the Australian Government & Defence sectors.

With operations throughout Australia, duMonde consultants and trainers leverage their years of international Government and Defence sector experience to help clients at all levels of the supply-chain build the capabilities they need to create competitive advantage and achieve outstanding operational results.

Key to this success is duMonde's investment in a practitioner-based approach to professional services delivery, which is built upon the formal transfer of real-life knowledge and practical business experience from our team to the client.

## Our Vision

Our vision is to be Australia's premier practitioner-based Defence & Government sector Advisory Firm, providing outcomes that enhance our clients' productivity and competitiveness, and allow us to treble the size of our business by 2023.

## Our Mission

Be trusted. Be innovative. Be competitive.





# Defence and Space Sector Training Solutions

## Our Customer Value Proposition

duMonde recognises that for organisations of all sizes, a major barrier to entry and ongoing growth in the global Defence market, is their ability to cost-effectively gain the insights, knowledge and skills required for successfully doing business in this complex, yet rewarding, sector. In response to this, duMonde has, for the past decade, made significant investment in the development of a unique range of practical training solutions. Purpose-built and updated each year, duMonde's series of Defence training materials enable the ongoing transfer of knowledge required to overcome these skills gaps and achieve success in the sector.

**Each year, we train hundreds of Government and Defence sector professionals in a number of business critical areas. Our core focus is on short-form, practical training that delivers maximum benefit in minimal time.**

Furthermore, understanding that few organisations can afford to release their employees for long periods of time to undertake skills development activities, duMonde has focused its efforts on the development of a suite of highly innovative, short-form, yet highly practical training courses that achieve maximum learning benefit in minimal time. Moreover, our training course range can be adopted as an integrated package by those looking to build the full spectrum of their Defence or Space sector strategic planning and business winning knowledge or individually for those looking to address specific skills gaps.

Now recognised in the industry as a market-leading training provider, duMonde's key clients include the Department of Defence, the Defence Teaming Centre, State and Territory Governments, BAE Systems and Thales amongst many others.

A growing suite of **highly-innovative, bespoke customer solutions, concepts and framework models** to help meet our clients needs in the ever evolving global marketplace.

More than **3,750 professionals trained from more than 500 companies** globally with an average satisfaction rating of 4.6 out of 5.

More than **400 successfully delivered Training Workshops** throughout every State & Territory in Australia.

Moving forward, duMonde is excited by the anticipated growth in the Australian Defence and Space sector and keen to ensure it continues to play a part in helping clients build the capabilities they need to overcome barriers to entry, continuously improve and secure the competitive advantage required to achieve success in this dynamic and innovative sector.

# Professional Development

**We are a preferred provider of specialist training services to both Government and Industry.**

Perhaps the most significant capability gaps we see in business today are those relating to Strategy and the building of industry competitiveness. With this in mind, we have designed and developed a unique range of practical courses focused on addressing the most important aspects of these capability gaps. We also offer a range of value-adding services customised to meet the specific training and consulting needs of our individual clients. Our aim is to deliver highly effective, practitioner-based training solutions that deliver immediate value to our clients.

## Face-to-Face Courses

duMonde has devised a robust suite of programs for both small-to-medium enterprises and large businesses alike, to educate and enhance the skills of Australia's business professionals. All courses offered by duMonde are authored and presented by expert industry practitioners, and are relevant, practical and provide the industry benchmark of knowledge and skill for the training market.

## Strategy & Business Winning Workshops

Since Strategy, Sales and Marketing plays a significant role in a business, any capability disconnects or gaps relating to these areas must be dealt with importance. With this in mind, we have designed and developed a unique range of practical courses focused on addressing the most important aspects of these capability gaps.



### Doing Business in Defence

Doing Business in Defence is a highly focused and practical foundational course designed to give individuals and businesses from all backgrounds the essential insights they need to be more successful business winners in this critical economic market.



### Doing Business in Space

This workshop will directly assist those looking to enter or grow their presence in the Australian Space sector by providing them with essential information on the "What, Who and How" aspects of doing business in this innovative and collaborative industry.

## Defense and Space Success Series



### Successful Business Winning

Improve your win rates across all forms of your organisation's new business winning activities.



### Successful Strategic Planning

Learn a standard repeatable process for defining your strategy and making better decisions on the allocation of resources in pursuit of growth.



### Successful Quad Charts

More powerfully market your offerings to domestic and global Defence customers.



### Successful Marketing & Presentation

Pitch and present more effectively with the right customer value propositions and presentation skills.



### Successful Tendering

Increase your tendering capability and overall win-rate.



### Successful Trade Shows

Maximise the return on investment you make in key industry trade shows, events and exhibitions.



### Successful Exporting

Give your organisation the greatest chance for success in the exporting arena.



### Trade Mission Ready

Extract maximum value from your approach to and attendance at key Industry trade missions.

## Foundation and Practitioner Development Series



### ISO 44001 Collaborative Relationships – Foundation

Learn the manner in which to apply a structured and agreed methodology to conduct successful business relationships.



### ISO 44001 Collaborative Relationships – Practitioner

Learn how to apply the complete ISO 44001 process and 8-Stage Life Cycle when developing a partnering program to deliver your project.



### Successful Defence Australian Industry Capability (AIC) Planning – Foundation

Learn how the AIC program is designed to support and provide structure to Australian companies seeking to conduct business with the Australian Defence industry.



### Successful Defence Australian Industry Capability (AIC) Planning – Practitioner

Provide you with an appropriate level of understanding regarding how opportunities for Australian companies to compete (on merit) for Defence related work are created, both within Australia and abroad.

## More Value-Adding Services:

- Learning & Development Process Design, Development and Optimisation Services
- Learning & Development Policy Design, Development and Implementation
- Training Needs Analysis & Government Grant Access Facilitation
- Training Course Formulation and Customisation Services
- On-The-Job Training (OJT) & Apprenticeship Programs
- Integrated Consulting and Training Delivery Packages

## Training Capability Partnerships (TCP)

duMonde recognises that many companies struggle with insufficient depth of skill and capability within their businesses. By working with clients through TCP, duMonde effectively identifies, prioritises, sources and delivers valuable and targeted training solutions without the need for the client to carry the cost of a full-time, internal Learning & Development resource.

# e-Learning



Each course has been purpose built for the Australian Defence and Space sectors to provide engaging and insightful practitioner-based knowledge across a number of business critical areas which include; understanding each market, setting the right Strategy, delivering Business Winning Outcomes, and getting the most from trade Shows.

You can now access five of our **most popular workshops** online:



**Doing Business in Defence**



**Doing Business in Space**



**Successful Strategic Planning**



**Successful Business Winning**



**Successful Trade Show**



**Certificate of Completion** is available upon completion of our courses.

## Training Courses

duMonde has been educating the Defence sector since 2009, and remains committed to ensuring that appropriate training is made available to market participants.

duMonde has devised the following suite of programs specifically for Defence professionals and support staff to educate and enhance the skills of those operating within this important industry.

All courses offered by duMonde are authored and presented by expert industry practitioners, and are intended to be relevant, practical and provide an industry benchmark of knowledge and skill for the Australian Defence market.

They are the only programs available that are specifically and exclusively tailored for this market.

As well as gaining the technical know-how, participants benefit from the opportunity to actively discuss common challenges, and exchange industry experience and knowledge with other participants during workshops.



# Doing Business in Defence

**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

## Build your foundational knowledge of the Australian Defence sector and how to do business in this highly specialised arena.

duMonde's Doing Business in Defence course is a highly focused and practical foundational course designed to give individuals and their businesses the essential insights needed to be more successful business winners in this critical economic market. Incorporating the latest insights from the First Principles Review, 2016 Defence White Paper, [the 2020 Strategic Update](#), Defence Industry Policy Statement and Integrated Investment Plan, this workshop will directly assist those looking to enter or grow their presence in the Australian Defence sector by providing them with "must know" information on the "What, Who and How" aspects of doing business in this very unique and challenging industry.



*A great workshop, understand so much more about "Defence" now.*

*- Engineering Manager, Aerospace Business*

### Upon completion of this workshop, you will achieve a better understanding of:

- Global Defence market trends & influencing factors as relevant to doing business in Australia
- The avenues for securing work in the Australian Defence sector
- The Australian Defence Organisation and the Australian Defence stakeholder environment
- The Defence industry landscape in Australia—key players
- Winning business in the Australian Defence sector as well as through export
- The importance of developing a robust value proposition for your defence customers
- The Australian Defence industry support initiatives

### Topics Covered

With the aim of helping individuals, organisations and industry associations enter or expand their existing footprint in the Australian Defence sector, duMonde has developed this highly specialised workshop covering the following topics:

- First Principles Review
- 2016 Defence White Paper
- 2016 Integrated Investment Plan
- 2016 Defence Industry Policy Statement
- [2020 Strategic Update](#)
- [2020 Force Structure Plan](#)
- The Defence & Industry Partnership Model
- Need-to-know Information on the Defence Procurement Process
- Defence Exporting and the Global Supply Chain Program



# Doing Business in Space


**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

**Learn about the emerging Civil and Defence Space sectors and how to do business in these highly specialised arenas.**

duMonde's Doing Business in Space course is a highly focused and practical foundation course designed to give individuals and their businesses the key insights needed to be more successful when it comes to doing business in this fast paced, rapidly expanding market. This workshop will directly assist those looking to enter or grow their presence in the Australian Space sector by providing them with essential information on the "What, Who and How" aspects of doing business in this innovative and collaborative industry.



*duMonde's use of strategic insight and overall Defence and Aerospace market knowledge was excellent.*

*- former CFO, Aerospace Company*

**Upon completion of this workshop, you will achieve a better understanding of:**

- Global Space market trends & influencing factors relevant to business in Australia
- The avenues for securing work in the Australian Civil and Military Space sectors
- Key stakeholders and players in the space market
- Winning business in Australia's Civil and Defence space sectors as well as through export
- The importance of developing a robust value proposition for your potential customers
- The Australian Government's Industry support initiatives

## Topics Covered

With the aim of helping individuals, organisations and industry associations enter or expand their existing footprint, duMonde has developed this highly specialised workshop covering the following topics:

- The role of the Australian Space Agency (ASA) and its key focus and priorities
- The role of Defence's Space Division and its key focus and priorities.
- The roles of Government & Industry in the advancement of the Australian Space sector
- Need-to-know information about the local and international space ecosystem and key stakeholders within it
- Useful information on key future space supply-chain opportunities, industry support funding available and market access initiatives.



## Defense and Space Success Series

- Successful Strategic Planning
- Successful Business Winning
- Successful Marketing and Presentation
- Successful Quad Charts
- Successful Trade Shows
- Successful Tendering
- Trade Mission Ready
- Successful Exporting

# Successful Strategic Planning

**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

**Learn a standard repeatable process for defining your strategy, setting direction and making better decisions on the allocation of resources in pursuit of growth.**

Our Successful Strategic Planning Workshop is designed to help organisations achieve sustainable success in an ever changing and competitive marketplace. It aims to equip key decision-makers with practical tools and techniques needed to plan for the organisation's future, build short and long-term value and deliver strategic outcomes.



**Upon completion of this workshop, you will achieve a better understanding of:**

- What Strategic Planning and Thinking is
- Undertaking situational analysis to assess present state
- How to define and identify key Issues
- Customer and Competitor Analysis
- How to match company goals and objectives with your strategy
- Generating Strategic Options to execute your strategy
- How to evaluate strategy implementation, including balanced scorecards

## Topics Covered

Designed by duMonde to help small-and-medium sized enterprises to enhance their strategic planning capabilities, this practical and targeted course covers the following topics:

- Concept of strategy and the value it can bring to your organisation
- Practical 5-Stage Strategic Planning process which you can implement in your organisation
- Using strategy analysis tools to make key decisions at each step of the Strategic Planning process
- Identifying WHAT strategy your firm should pursue
- Identifying HOW your firm should go about adopting and executing a given strategy



# Successful Business Winning


**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

*\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.*

## Improve your win rates across all forms of your organisation's new business winning activities.

Based on years of experience, our Successful Business Winning Workshop is a full-day workshop that will breakdown and simplify the business winning processes and provide tested and dedicated approaches to improve your company's overall success rate. Ultimately, it will equip you with the necessary knowledge and tools to dramatically enhance your proposal/tender management, writing skills and overall "business winning" capability.



*A great course - can see immediate benefit for the proposals on my desk right now.*

*- Sales Manager, Communications Industry*

### Upon completion of this workshop, you will achieve a better understanding of:

- Opportunity identification
- Gathering market intelligence
- Key considerations in opportunity assessment
- Conducting an early bid/no bid analysis
- Win strategy solutions including assessment of customer Hot Buttons, SWOT analysis, and your competitive discriminators
- Proposal development, including tips for your Executive Summary, pricing to win and ensuring bid compliance
- The 10 most common mistakes made in responses
- Validating the bid and final submit/no submit decision

### Topics Covered

With the aim of helping individuals, businesses and organisations looking to secure more wins from target opportunities, duMonde has developed this unique and practically-based course covering the following topics:

- The importance of aligning the company's business winning activity with the overall strategy of the company
- Developing consistently high quality responses built on the Business Winning Pyramid approach
- Defining a compelling value proposition for all Business Winning submissions
- Best-practice tools and techniques for proposal activity planning and managing tender/proposal submissions
- Increasing your firm's capabilities to secure more "wins" from target opportunities (increasing your "win rate")
- Identifying HOW your firm should go about adopting and executing a given strategy

# Successful Marketing & Presentations


**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

## Pitch and present more effectively with the right customer value propositions and presentation skills.

Developed by duMonde, our Successful Marketing & Presentations Workshop is a practical full-day workshop designed to help you deliver customer targeted and results-focused marketing presentations. This workshop specifically focuses on the development and presentation of more successful marketing materials to prospective suppliers at all levels of the supply-chain.



*Very good - I thought I knew all about marketing and presenting but this reinforced and extended my knowledge and was very well presented.*

*- Sales Manager, Communications Industry*

### Upon completion of this workshop, you will achieve a better understanding of:

- Market trends and influencing factors relevant to doing business in Australia and overseas
- How to analyse and define your customers "Hot Buttons"
- Developing a robust value proposition tailored for each of your customers
- The elements of an effective Elevator Pitch
- How to produce a powerful Company Capability Statement
- Presenting an effective Corporate Presentation, including leaving a hook in your pitch to trigger a "follow-up" action

### Topics Covered

Designed to transfer real-life knowledge and practical business experience, this course will help small-and-medium sized enterprises to strengthen their presentation and marketing materials through these key topics:

- Understand what a Customer Value Proposition (CVP) is and its importance from a business winning perspective
- Recognise the importance of understanding your target customer's needs and wants and some techniques for achieving this
- Learn the basic elements of a strong and compelling value proposition and how to apply this for each of your target customers
- Learn how to embed strong CVP's into your business winning approach to increase your chances of success

# Successful Quad Charts

**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

## More powerfully market your offerings to domestic and global Defence customers.

As the market-leader in Successful Quad Chart training, duMonde has designed this course to provide small-and-medium enterprises with the skills to create this essential marketing tool for the Defence sector. The Quad Chart is required by many Defence sector customers in support of visits to key Defence and Aerospace industry trade shows, events and introductory meetings.



*Enjoyable. New Ideas.  
Great Networking. A  
really great one-day  
course. Suitable for all  
business types.*

*- Sales & Marketing Executive,  
Manufacturing Business*

### Upon completion of this workshop, you will achieve a better understanding of:

- The target audience of your Quad Chart and what they are looking for
- How to develop a compelling Value Proposition across the spectrum of Defence marketing materials including your Quad Chart
- Quad Chart layout including the various elements and the logic that sits behind each
- How to develop an effective Value Proposition and Elevator Pitch which directly relates to the Quad Chart
- Presentation skills required for SME's to successfully present their Quad Charts and Elevator Pitches
- The importance of creating a good first impression with professionalism and confidence

### Topics Covered

Designed to transfer duMonde's market-leading knowledge and practical business experience, this course will help small-and-medium sized enterprises to market their offerings in the domestic and international Defence sectors and cover the following topics:

- Analysing your target audience
- Defining your Value Proposition
- Developing your Quad Chart and other marketing materials
- Successful Delivery
- Effective follow-up and evaluation



# Successful Trade Shows

**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

*\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.*

## Maximise the return on investment you make in key Defence industry trade shows events and exhibitions.

Trade Shows are recognised as a key marketing platform across all sectors. duMonde's Successful Trade Shows workshop provides trade show delegates of all levels of experience with the essential insights on how to transform trade show attendance into a significant business winning opportunity.



### Upon completion of this workshop, you will achieve a better understanding of:

- How to analyse the market, your customers and competitors to define a successful trade show strategy
- How to integrate trade shows as part of your company's Business Winning programs
- Maximising return on investment in trade shows with an effective show plan
- Planning, drafting, and presenting your company Value Proposition and Elevator Pitches ahead of a trade show
- Post trade show follow-up and overall performance evaluation

### Topics Covered

Designed to transfer duMonde's market-leading knowledge and practical business experience, this course will help small-and-medium sized enterprises to market their offerings in the domestic and international Defence sectors and cover the following topics:

- Identify realistic outcomes from a Trade Show
- Integrate Trade Shows as part of your company's Business Winning programs
- Deliver a successful presentation or pitch, within or outside the Trade Show environment
- Prepare your Trade Show Value Proposition and Elevator Pitches
- Discover the importance of creating a good first impression
- Apply the techniques for following up after a show and evaluating your overall performance

# Successful Tendering


**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

## Increase your tendering capability and overall win-rate in the Defense and/or Space Sectors.

Based on practical knowledge and experience, our Successful Tendering Workshop is a full-day workshop focused on enhancing your company's approach to the tendering process. It will provide participants with tested and dedicated approaches to improve their company's overall success rate when dealing with new business winning related tendering opportunities.



*The tender process always beat us, even with great products, now I know the secrets to a successful bid. Thanks.*

- Sales Engineer, Systems Integration  
SMESystems

### Upon completion of this workshop, you will achieve a better understanding of:

- Opportunity identification and gathering market intelligence
- When and why to Gate Review for your bid
- How to undertake colour team reviews, at all stages of the process
- The key elements of Capture Planning including strategic fit, customer and competitor analysis
- Win strategy solutions including assessment of customer Hot Buttons, SWOT analysis, and your competitive discriminators
- Undertaking a bid/no bid analysis based on opportunity versus risk
- Proposal development, including story boards, tips for your Executive Summary, pricing to win and ensuring bid compliance
- The 10 most common mistakes made in responses
- Validating the bid and final submit/no submit decision
- Post submission transition to delivery planning

### Topics Covered

Designed to help small-and-medium sized enterprises and larger industry organisations to enhance and improve their tendering and overall business winning capabilities, duMonde's highly successful course transfers real-life knowledge and practical business experience covering the following topics:

- Identifying Opportunities
- Opportunity Assessment
- Preparing your Pitch
- Win Strategy and Solution
- Proposal Management Plan
- Proposal Development
- Submission and Post-submission

# Trade Mission Ready

**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

## Extract maximum value from your approach to and attendance at key Defence and Space industry trade missions.

Whether this is your first Trade Mission or you are an experienced Trade Mission delegate, completion of duMonde's Trade Mission Ready workshop will ensure you are fully equipped with the insights, tools and techniques you need to make the most of the fantastic business winning opportunities Trade Missions present.



### Upon completion of this workshop, you will achieve a better understanding of:

- The elements required for a Successful Trade Mission
- The benefits of participating in Trade Missions
- The planning process and timetable for an effective mission
- How to quantify and measure the success of the mission
- How to analyse and define your customer's "Hot Buttons"
- Developing a robust value proposition tailored for each of your target customers
- Best practices for effective engagement

Furthermore, participants are given the opportunity to rehearse the delivery of their Trade Mission pitches in front of an audience whilst benefitting from personalised and practical feedback and coaching from experienced industry experts.

### Topics Covered

With the aim of helping firms to get the most out of international trade missions and based on extensive experience, duMonde has developed this course around the following topics:

- Define and set realistic goals and objectives for the Trade Mission
- Identify and understand your target audience
- Develop and successfully present a strong "value proposition" across a spectrum of marketing materials
- Be better positioned to make a good first impression by delivering a strong and focused presentation with professionalism and confidence
- Use effective techniques for following up after a meeting or presentation
- Expand your professional network with fellow trade-mission attendees ahead of the show



# Successful Exporting

**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

## Give your organisation the greatest chance for success in the Defence and Space exporting arenas.

Our full-day Successful Exporting workshop provides you with the essential knowledge, information and supporting tools required to more confidently access and pursue exporting opportunities in the global market. It is also aligned with the global export programs of both Government and Industry. The workshop is crucial to any business that is exporting or considering exporting goods or services in key overseas markets.



*Excellent. Very valuable workshop. Lots of fantastic 'take homes' to help me in the export market. Thank you!*

*- International Sales & Brand Manager,  
Component Supplier*



### Upon completion of this workshop, you will achieve a better understanding of:

- Australia's export market trends and influencing factors in Australia's key export markets
- Selecting the right export market
- Pathways to international market entry
- Gathering Market, Customer and Competitor Intelligence
- Developing a robust value proposition for your export customers
- Having an international marketing strategy
- The importance of choosing the right agent or distributor
- Free Trade Agreements
- The significance of Harmonised System (HS) Codes & Rule of Origins (ROO)
- Key export assistance and funding options
- Differing legal systems and Australia's export controls

### Topics Covered

With the aim of helping firms approach export opportunities in an informed and structured fashion, duMonde has developed this workshop covering the following topics:

- Discover the streamlined journey of successful exporters
- Developing and implementing a market entry strategy
- Conducting export market research and competitor analysis
- Developing commercial acumen and export marketing skills
- Understanding financing exports including pricing and payment methods
- Overcoming export barriers to entry including non-tariff barriers
- Understanding intellectual property, legal factors, licenses and concessions
- Discovering the benefits and importance of trade missions
- Accessing export assistance programs, funding grants and awards



## Foundation and Practitioner Development Series

- ISO 44001 Collaborative Relationships - Foundation
- ISO 44001 Collaborative Relationships - Practitioner
- Successful Defence Australian Industry Capability (AIC) - Foundation
- Successful Defence Australian Industry Capability (AIC) - Practitioner

# ISO 44001 Collaborative Relationships – Foundation

**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

*\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.*

**Learn the manner in which to apply a structured and agreed methodology to conduct successful business relationships to ensure achievement of your client deliverables.**

Our ISO 44001 Collaborative Relationships One-Day Workshop is designed to provide attendees with an introduction to the concepts of ISO 44001 Collaborative Relationships. The workshop aims to equip key decision makers with the knowledge required to be able to develop planning strategies that achieve higher levels of project success when engaging partners that can be repeated and incorporated into the organisation's internal and external relationship management plans.



**Upon completion of this workshop, you will achieve a better understanding of:**

- ISO 44001 Collaborative Relationships
- The core concepts and how they are applied
- Risk identification and appropriate engagement strategies
- Governance
- Communication and negotiation when entering into a collaborative relationship
- Successful partnering processes

## Topics Covered

Designed by duMonde to help small-and-medium sized enterprises to enhance their relationship management capabilities, this practical and targeted course covers the following topics:

- ISO 44001 Collaborative Relationships
- The high-level structure of Collaborative Relationships
- Roles and responsibilities of key stakeholders
- Why and when to collaborate
- The 8 Stage Lifecycle of a collaborative relationship
- The Joint Relationship Management Plan



# ISO 44001 Collaborative Relationships – Practitioner

**Course Duration:** 4 days

**Enrolment Fees:** AUD\$3,600/person | AUD\$25,000/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

**Learn how to apply the complete ISO 44001 process and 8-Stage Life Cycle when developing a partnering program to deliver your project.**

The duMonde ISO 44001 Collaborative Practitioners Course is designed for those who have responsibility for driving the implementation of collaborative business relationships within their organisations. It is a four-day intensive program, recognised as the industry leading qualification for collaboration professionals. Attendees will come away with not only an understanding of the requirements of ISO 44001 and how to successfully address them, but also an appreciation of the change management requirements to make the investment one that delivers real benefits.



*Very impressive & fun; the information supplied was extremely helpful.*

*- State Manager, Capability Acquisition and Sustainment Group*

**Upon completion of this workshop, you will achieve a better understanding of:**

- Why relationships are important to delivering business strategy
- The value of a pan-industry framework to enhance engagement and provide a benchmark for collaborative capability
- Identifying the business objectives and constraints for effective engagement and risk management
- Identifying the importance of assessing an organisation's internal capability as a prerequisite to external engagement
- Identifying the strategies and process for selecting partners
- Being aware of effective policies for developing the right working model for organisations and engaging a partner into a relationship
- The importance of continuous improvement, innovation and value creation to develop relationships to their fullest extent
- Appreciating the importance of effective measurement and monitoring of performance and the relationship
- The critical need to define the exit strategy for managed disengagement

## Topics Covered

- ISO 44001 Collaborative Relationships
- The high-level structure of Collaborative Relationships
- The role of the Senior Executive Responsible
- Roles and responsibilities of key stakeholders
- Why and when to collaborate
- The 8 Stage Lifecycle of a collaborative relationship
- The Joint Relationship Management Plan
- Determining the program of knowledge transfer
- Identification of risk and application of mitigation
- Communication strategies and the process of Change Management
- Reporting and governance
- Establishing the value proposition and the 'success' factor

# Successful Defence Australian Industry Capability (AIC) Planning – Foundation

**Course Duration:** 1 day

**Enrolment Fees:** AUD\$900/person | AUD\$6,995/company\*

\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.

## Learn how the AIC program is designed to support and provide structure to Australian companies seeking to conduct business with the Australian Defence industry.

The Australian Industry Capability Program (AICP) is a flagship industry program of Defence that aims to maximise Australian industry participation in delivering value-for-money materiel, systems and support services within key defence projects. Realising the need to support the Government's greater focus on AICP, duMonde has developed specialist support services, innovative embedment frameworks, evaluation tools and proven methodologies that would assist firms in successfully developing and implementing a winning AICP approach.

Leveraging years of experience working with the Australian Government, Defence Primes and Defence small and medium-sized enterprises (SMEs), duMonde is uniquely positioned as a market leader in the provision of AIC related Support Services to share key insights on how Australian SMEs can best position themselves to secure a role in the AIC plans of their target customers. Through duMonde's extensive firsthand experience of working on real projects in the AIC space, we have developed this practitioner-based, 1-day course to equip attendees with the information and tools they need to implement a more successful approach to winning AIC work.

Anchored on AIC better practice guide and insights, duMonde AICP methodologies and evaluation tools have already been adopted by Defence and major Defence Primes.



*Fantastic session - great info. Excellent mix of information and interaction. Thank you!*

*- Business Development Manager,  
Education and Training Industry*

### On completion of this unique workshop, participants can expect to:

- Better understand the policy, purpose and requirements of Defence's AICP;
- Learn more about the various avenues for securing AIC work;
- Get exposure to real-life project success stories and benefit from the analysis and key insights that can be gained from these;
- Gain practical experience of developing an AIC customer value proposition ready to present to target customers; and
- Benefit from interaction with subject-matter experts and other industry professionals.

This workshop is ideally suited to business owners, business development leads, project managers, commercial and procurement specialists and sales, marketing and communications professionals.

# Successful Defence Australian Industry Capability (AIC) Planning – Practitioner

**Course Duration:** 5 days


**Enrolment Fees:** AUD\$4,500/person | AUD\$30,000/company\*

*\*Price excludes GST and includes trainer, travel & accommodation, venue & catering and workbooks for up to 25 participants. Higher fees may apply for 'long-distance' deliveries.*

**Provide you with an appropriate level of understanding regarding how opportunities for Australian companies to compete (on merit) for Defence related work are created, both within Australia and abroad.**

Our AIC Practitioner Course is designed to expand upon the topics introduced to you during the Foundation Workshop. This course will provide you with an appropriate level of understanding of how opportunities for Australian companies to compete on merit for defence work within Australia and overseas are created, as well as how to influence foreign prime contractors and original equipment manufacturers, including Australian subsidiaries, to deliver cost-effective support and to facilitate transfer of technology and access to appropriate intellectual property rights and encourage investment in Australian industry.

The course is conducted using a scenario requiring the real-time and practical development of an AIC plan.



*Great practical application of the resources!*

*- Commercial Director, BAE Systems*

**Upon completion of this workshop, you will achieve a better understanding of:**

- The wider AIC Program
- When an AIC plan is required and what it comprises
- AIC Program management arrangements
- Supply chain management
- How to satisfy industry requirements through review of agreed Local Industry Activities (LIA)
- Sovereign Industry Capabilities and how it impacts your business
- How a bid is structured and developed
- Creating a winning tender

## Topics Covered

- Workforce - How to successfully address workforce elements of the AIC plan
- Industrial Base - How to successfully address the supply chain elements of an AIC plan. This includes compliance with indigenous enterprise inclusion, market testing and local industry activities (LIA's)
- Infrastructure - How to successfully address the physical and digital infrastructure elements of an AIC plan
- International Business - How to successfully address the GSC and exporting requirements of an AIC plan
- Innovation - How to successfully address the innovation/R&D aspects of an AIC plan
- National Approach - How to successfully address national key stakeholder identification, engagement and collaboration in the execution of an AIC plan
- AIC management, monitoring and reporting




*duMonde International (duMonde) is an Australian-based boutique Training and Consulting firm offering specialist Strategy, Sales, Marketing and Business Advisory services to clients with the goal of helping them continuously improve and grow.*

**GROWTH FOCUSED. RESULTS DRIVEN.**



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