

DEFENCE MARKET ACCESS FOR AUSTRALIAN BUSINESS

ADROITA
Engineering Success For Sovereign Capability



ABOUT US

ADROITA is an award-winning, veteran-owned specialist advisory firm that supports businesses entering and growing within the Australian defence sector. Our rapidly growing company has a proven track record of working with Australian businesses to grow their revenue in the Australian defence and national security sectors. We are standing by and ready to help Australian businesses unlock a new market and new revenue.

ADROITA offers the expertise that only comes from years of firsthand experience working with the Australian Department of Defence and government—in and out of uniform. We provide highly capable people with the right skills, knowledge, and experience to help businesses break through the barriers to entry and put capability to work in the Australian defence sector.

We Are ADROIT. Our highly-skilled experts are drawn from ex-military, the Australian Department of Defence, and industry experts who are ready to support businesses to understand where they fit into the Australian defence landscape, and how they can thrive in a new market. Our team of experts provides the tactical and strategic acumen that Australian businesses can rely on as they grow their capability to future proof national security in complex strategic times.

We unlock revenue for business and capability for defence through:



Market Analysis: Assessing your capability and capacity and matching to Australian defence needs to identify the right opportunities for your business



Strategy Development: Identify defence sector strategic opportunities that align with whole-of-business strategy and leverage multiple sources of defence revenue



Knowledge Transfer: scaling your business capability to operate independently in the defence sector



Campaign Delivery: support you to take the actions to fast-track commercial outcomes in defence



Winning Work: From grant application support, lead generation, bid documentation development to tendering strategy – short or long term



Defence Readiness: we support you with all the key activities to prepare you to work with the Australian Department of Defence



AUKUS Industrial Base Access: Export Market Support



Matchmaking with Industry Partner: to rapidly leverage your capability into market

We CATALYSE EXPERTISE AND POTENTIAL.

We take the time to get to know your business capabilities and match them with Australian Department of Defence strategic and policy priorities. We develop and implement plans to fast-track growth, and help Australian companies become ready to access and work in the Australian defence sector and leverage multiple sources of revenue.

We are CURIOUS ABOUT POSSIBILITY.

At ADROITA our curiosity is only matched by our determination to turn possibility into capability. That's why we work with our clients to explore their needs and determine how they can provide solutions to complex problems in the Australian defence sector. Whether you have products to go to market, specialist services, or a low technology readiness level concept, ADROITA is the gateway for businesses to access the Australian defence market.

We PARTNER FOR SUCCESS. We work with you to leverage our unparalleled network across the defence, national security, industry and the innovation ecosystem. We believe that the defence industry is stronger together, and our record of building and mobilising consortiums and partnerships to bring capability together with the warfighter speaks for itself.

CONTACT US HERE:

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LOCATIONS

Sydney (HQ) •
Canberra • Adelaide •
Melbourne • Perth •
Wollongong

QUALIFICATIONS

- Defence Industry Security Program
- Approved Supplier - Defence Support Services Panel
- Approved Supplier - Defence Innovation, Science and Technology Panel
- Veteran's Employment Program
- Australia-US Defence Trade Cooperation Treaty - Australian Community Member
- ITAR/EAR Compliance Capable
- Security Cleared Personnel – AGSVA Baseline – to PV

AWARDS

- **WINNER** Defence Consultant of the Year – Australian Defence Industry Awards 2021
- **FINALIST** Consultancy of the Year - Australian Defence Industry Awards 2021 & 2022
- **FINALIST** Naval Business of the Year - Australian Defence Industry Awards 2022 & 2023
- **FINALIST** NSW Veteran Employer Support Awards 2023

OUR SERVICES

- Strategy Development
- Growth plan implementation support
- Market Intelligence
- Grant Applications and Support
- Lead identification and generation
- Business Development
- Marketing, Communication, and Industry Engagement
- Tender and Bid Development support including ASDEFCON, ASCA, Panel development
- Defence Industry Security Program advice and implementation
- Technology & Innovation Roadmap Development
- Surge Support
- Solution Architects, Systems Engineering and Technical Services to augment your capability
- ADROITA People – support you to hire the right Australian defence experts for your team

NETWORK AND DATA

- Unparalleled network across Defence, industry, state government defence organisations, industry, not-for-profits and academia
- Curated key database of contacts, programs, and projects along with their requirements and the contracted ecosystem

PROVEN EXPERIENCE

ADROITA has operated in the defence sector since 2016, and has been steadfastly committed to unlocking the potential of Australian manufacturing, technology and services businesses to service the Australian defence sector, fast-tracking growth and revenue. We have in-depth knowledge of the Australian Department of Defence and the industry ecosystem that support it—especially the capability limitations in the industry base to acquire, build, maintain, sustain, and repair military capabilities including AUKUS Pillar 1 (Nuclear Powered Submarines) and Pillar 2 (Advanced Capabilities).

We have worked with businesses large and small, from start-ups to globally recognized submarine and shipbuilders, with academia, and with the Australian Department of Defence to set Australian Industry Content requirements for programs and projects.

In addition to our work with industry, we also work directly with defence and national security organisations supporting acquisition and sustainment programs.

DRIVING VALUE FOR OUR CLIENTS

3X

the ANNUAL REVENUE of an Australian SME in 18 MONTHS

70% LESS TIME THAN INDUSTRY AVERAGE for our clients to achieve their FIRST DEFENCE CONTRACT



WON INNOVATION CONTRACTS

90% of strategy clients win Defence business WITHIN 12 MONTHS

"ADROITA played an instrumental role in enabling SOTO to make its way into the defence sector"

- Jim Allan, COO Soto Consulting Engineers

SUPPORTED OUR CLIENTS TO WIN **\$1 MILLION GRANTS**

OUR CLIENTS

