

Network Entrepreneurs in the Defence Innovation Ecosystem

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The Support Multipliers



As Daniel Stevens, Founder and CEO of Seitec, observes, “It takes a village to raise a company.” At the centre of this village

sit the network entrepreneurs—individuals uniquely positioned to catalyse connections, spark collaboration and accelerate progress across organisational boundaries. They actively catalyse networks, driving growth and scale beyond what their own organisations could accomplish alone. (Stanford Social Innovation Review, 2016)

Meet Three Local Network Entrepreneurs in the Defence Innovation Ecosystem



Anne-Marie Perret

- Turns ideas into action.
- Strengthens businesses through strategy, execution, and customer focus.
- Builds founders' confidence to make informed decisions and backs their capabilities.
- Supports resilient, purpose-driven ventures with sustainable growth and momentum.



Dr Catherine (“Cat”) Bair

- Activates global, trust-based ecosystems.
- Connects industry, government, academia, and investors to accelerate technology and capability outcomes.
- Leads initiatives such as the Allied Industry Collaborative Network to drive collaboration in complex defence systems between allied nations.



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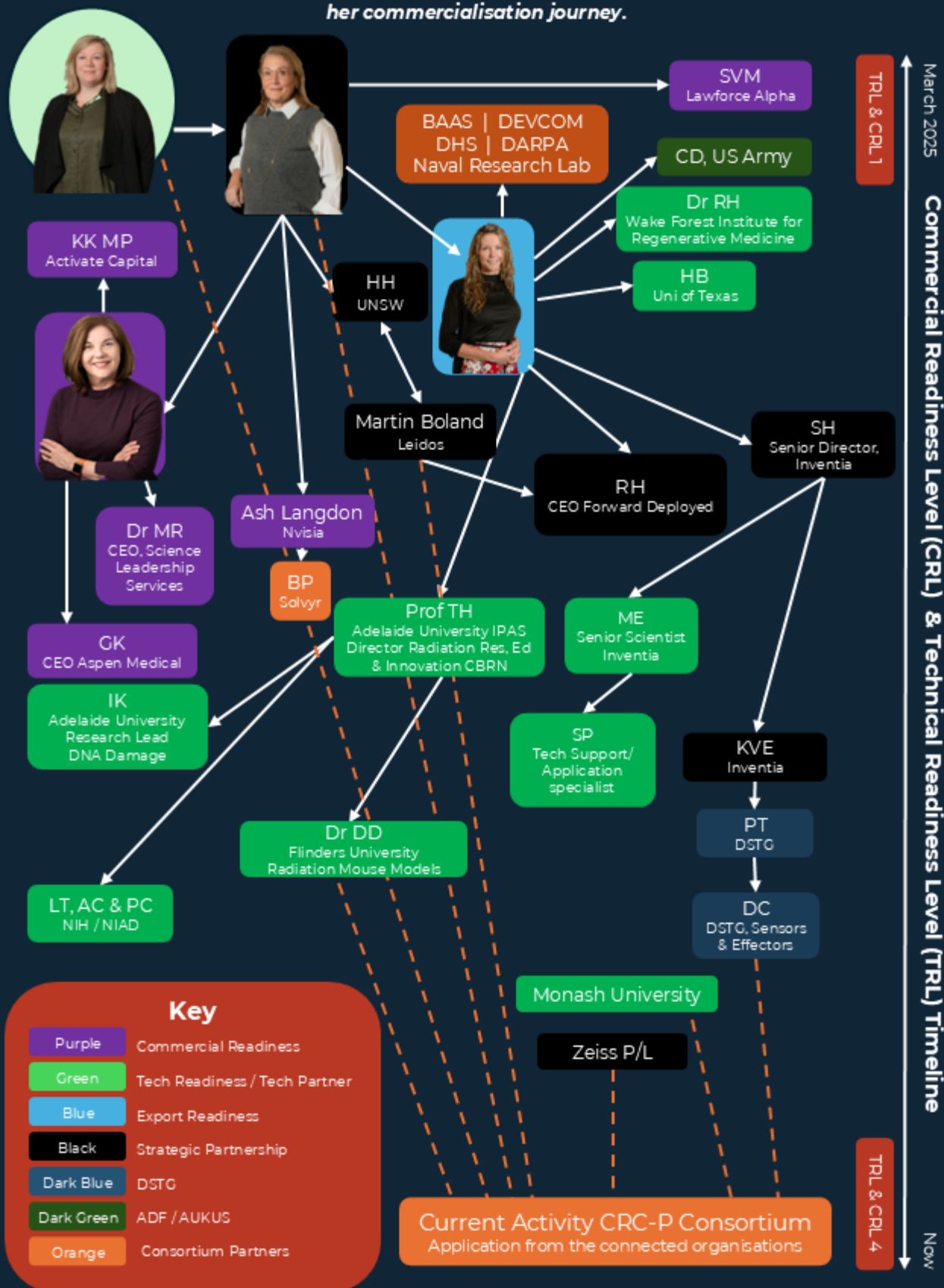
- Connects government, industry, and academic partners to drive collaboration.
- Accelerates capability development and emerging technologies.
- Unlocks value through strategic partnerships and ecosystem engagement.
- Enables agile, integrated, and mission-focused defence innovation outcomes.

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Dr Sonja Frölich, Adelaide University DefenSight Commercialisation Connection Map

Dr Frölich started to explore the application of her technology for Defence in March 2025, engaging with experts, specialists and potential partners to enhance her AI-guided microscopy platform to deliver a full capability to Defence. She established her company DefenSight to commercialise the technology, and strategic partnerships have been fundamental to her success.

Dr Frölich estimates that she has spoken to over 150 people in the last 15 months to support her commercialisation journey.



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How can we better acknowledge and support the contributions and impact of our network entrepreneurs within the defence innovation ecosystem?

- Achieving a true commercialisation multiplier effect requires more than just strong ideas, funding and infrastructure; it demands purposeful engagement with the experts who surround and support innovators and researchers.
- Within Australia's Defence Innovation Ecosystem, network entrepreneurs operate across Defence, industry and academia.
- They contribute with deep passion, shared urgency and a strong commitment to strengthening Australia's defence capability.
- Prioritising the identification, resourcing and sustained support of network entrepreneurs is likely to deliver faster progress, stronger collaboration and greater national benefit.
- The magic is unquestionably in the people.



Please reach out to Liz Kobold at Defence Trailblazer to find out more.

Visit the Defence Trailblazer website for more information
dtb.solutions