

OUR
IMPACT



Asymmetric Advantage Hidden in Plain Sight

The building blocks to establish Trusted IS&T projects between industry and universities

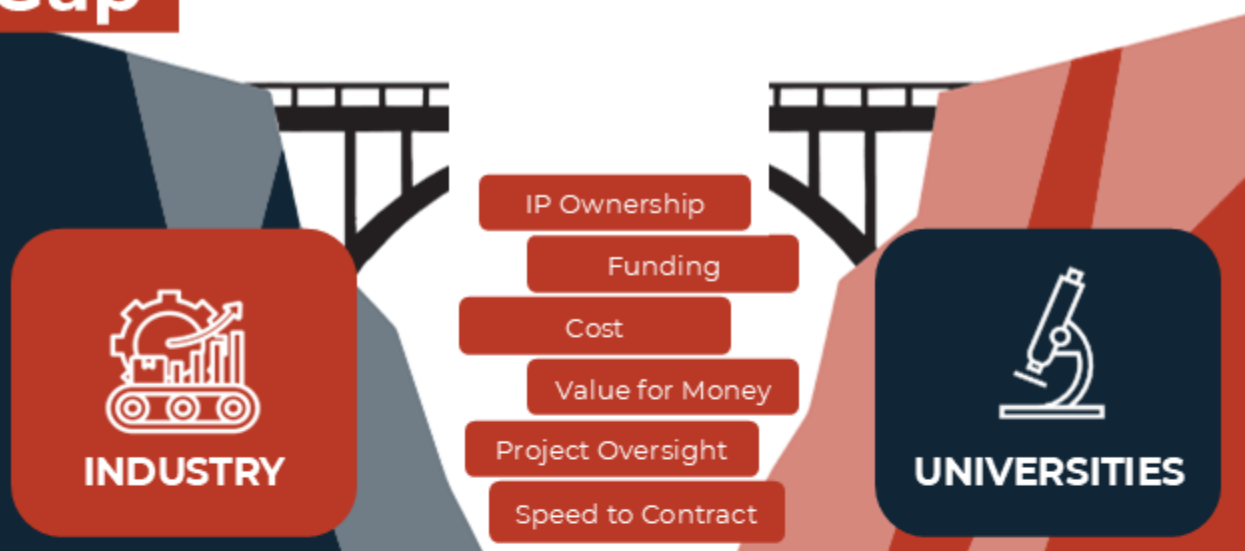
Goal

“Defence’s innovations systems **must partner** with **industry and academia** to focus on rapidly pulling through disruptive technologies that deliver **game changing capabilities**.”

Defence Innovation, Science and Technology Strategy 2024



Gap



End State



90+ R&D projects completed or underway



155+ academics activated into R&D collaboration with 45 industry partners



\$177+ MILLION worth of R&D development in progress



110+ demonstrations of innovative new technologies to Defence and industry

TAKEAWAY

Focused efforts on defence industry-research accelerated concepts to commercial outcomes

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Defence Trailblazer is a collaborative partnership between Adelaide University and UNSW supported by the Department of Education

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Delivered Mission Success: the building blocks



SCOUT

Industry-led concepts provide established pathways to commercialisation and markets



PARTNER

Australian universities ranked Top 100 worldwide across 54 subject areas with UNSW in Top 20 World University Ranking



CO-FUND

Cash co-contributions ensure all parties have shared risk and skin in the game



SIMPLIFY

Templated contracts, process, and Intellectual Property agreements



ENGAGE

Defence engagement *critical* across all stages of project lifecycle



MANAGE

Dedicated staff ensure prioritisation and advocacy

TAKEAWAY

Build the enablers
for mission success

Asymmetric Advantage Hidden in Plain Sight

What Next: institutional friction still limiting speed and scale

Friction points

Approvals

Excessive agreements, MoUs, Purchase Orders, and approval processes delay project commencement

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**DELAY TO
WARFIGHTER**

Funding

Cash co-contribution rules must be attractive for investors and Boards to balance opportunity and financial risk

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**OPPORTUNITY
COST**

Cost

2016 Intergovernmental Agreement on Competition and Productivity Enhancing Reforms requires universities to apply "competitive neutrality" principles

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**POOR
ROI**

Security

Aggregation of information, international collaboration, open CRMs, and uncontrolled need-to-know risks exploitation by nefarious actors

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MISTRUST

Actions to scale trusted IS&T projects



GOVERNMENT



DEFENCE



UNIVERSITIES

1 Invest for continuity

Fund enduring schemes to avoid boom-bust research cycles

1 Co-design

Bring industry inside the tent to shape problems and requirements definition

1 Prioritise national security

Manage defence research as a national security priority – not just another grant opportunity

2 Reward institutional change

Include culture, capability uplist and reform in funding conditions

2 Information sharing

Move beyond embeds and relationship-based engagement to secure cyber citadel to share concept cards and research needs

2 Build security maturity

Invest beyond DISP Entry level to exploit emerging asymmetric needs

3 Contracts over grants

Use deliverables to secure accountability and lasting reform

3 Scale 'More Together'

Reinforce success in civilian research capacity

3 Make research visible

Communicate expertise and outcomes so Defence can discover, assess, and adopt

TAKEAWAY

To strengthen industry-academia partnerships we must reflect and refine the operation conditions