

SME Export Hubs Initiative - Statement of Activities

The Statement of Activities is a public document that provides an overview of your proposed project. This statement is required to be updated with your annual report

Grantee name	Defence Teaming Centre Inc
Project title	Team.eX
Project number	SMEXBII000004
Project period	9 June 2020 – 30 June 2022 (current as at 1 Mar 2021)

1. Public description

Team.eX will expand the Defence Teaming Centre Inc's (DTC) existing Export Hub to provide a support and development program to advanced manufacturing and cyber security SMEs focusing on South Australia (including regional South Australian areas), to capitalise on global supply chain and export opportunities in the defence and adjacent sectors.

2. Proposed activities

- a. List key activities that your export hub has proposed to undertake and provide a brief overview

Activity title	Activity overview	Start date:	End date:
Project Commencement	Strategy for the Export Hub completed.	09/06/2020	01/10/2020
Statement of Activities	SME Export Hubs Statement of Activities published on Hub landing page on DTC website.	09/06/2020	01/10/2020
Update Project Plan	Update Project Plan and provide to the department. Plan must include: confirmation of the project implementation timeline; information on key staffing appointments (appointee, role and percentage of time spent on the project); confirmation of a South Australian focus, including regional SA areas; identification of capability gaps the project will address; details of workshop content; and clearly	09/06/2020	01/10/2020

	articulated commercial opportunities the project will capitalise on.		
SME Export Hubs Introductory Online Forum	Representatives of the Export Hub attend the SME Export Hubs Introductory Online Forum.	09/06/2020	01/10/2020
Project Mobilisation	Establish formal Project Management Office (PMO). Develop the job specifications and appoint the roles of hub manager and industry facilitator. Formalise the project partnership and contractor agreements.	09/06/2020	26/08/2020
Governance & Reporting	Establish Governance and Reporting. Establish steering committee and reporting expectations. Develop a framework to measure hub success.	22/06/2020	1/10/2020
Export Hub Strategy	Export Hub Strategy. Develop the export hub strategy, addressing proposed outcomes, targeted participants / stakeholders, revenue model and the definition of success.	16/07/2020	01/10/2020
Identification of Capability Gaps	Identification of Capability Gaps. Engage stakeholders across South Australia. Engage regional and city-based industry bodies, potential participants and end users to understand business maturity and capability gaps.	03/07/2020	01/10/2020
Promotion of Export Hub in SA regions	Promotion of Export Hub. Business development activity included attendance at GMUSG Capability Connections roadshow in Sept.	15/09/2020	16/09/2020
Development of cloud-based Collaborative Community	A cloud-based collaborative community to be developed and hosted on AMGC's Manufacturing Academy platform. Courses are expected to include: - Introduction to Teaming - Teaming for Export Success - Cyber Readiness - Intro to ISO 44001 Collaborative Business Relationship Management Systems	09/06/2020	01/03/2021
Promotion of Export Hub to Sth Australian and Interstate SMEs	Present a session during the DTI's "Collaboration for Export Success" webinar to introduce and explain how Team.eX will assist SMEs	27/10/2021	27/10/2021
Educational Content Design & Development	Design and develop program educational content. Work with project partners to develop content for respective program modules.	09/06/2020	23/11/2020

Online Module Development	Translate program content into Asynchronous online modules.	24/11/2020	7/02/2021
Cohort 1: Recruitment and engagement of SMEs to participate in Export Hub.	Recruitment of and engagement with participant SMEs for Cohort 1.	02/10/2020	01/03/2021
Project Delivery 2021 - Adelaide	Adelaide Workshop Series 1 <ul style="list-style-type: none"> • Intro to Teaming Workshop 1 • Intro to Teaming Workshop 2 • Teaming towards Export Success Workshop 1 	02/03/2021	30/09/2021
Project Delivery 2021 – Whyalla, SA	Whyalla Workshops <ul style="list-style-type: none"> • 'Introduction to Teaming' Workshop 3 • 'Teaming Towards Export Success' Workshop 2 Mount Gambier Workshops <ul style="list-style-type: none"> • 'Introduction to Teaming' Workshop 4 • 'Teaming Towards Export Success' Workshop 3 	02/03/2021	30/09/2021
Project Delivery 2021 – Online Delivery	Online Synchronous Delivery (to National audience) <ul style="list-style-type: none"> • 'Introduction to Teaming' Workshop 5 • 'Teaming Towards Export Success' Workshop 4 	2/03/2021	19/10/2021
Promotion of Export Hub – DTC Webinar	Team.eX to participate in the DTC webinar held to help SMEs understand the training programs that are delivered by DTC and which ones are applicable for companies and individuals.	11/03/2021	11/03/2021
Project Delivery 2022 – Adelaide, Regions of SA and Online Delivery	Ongoing operation of the Hub including delivery of activities and services and recruitment of and engagement with participant SMEs.	30/09/2020	01/03/2022
Tailored Teaming Workshops	Deliver tailored teaming workshops on an as-needs basis - designed to help a team of companies come together to achieve a specific objective.	02/03/2021	30/06/2022
Project Delivery Brisbane, QLD	Delivering a session at Land Forces 2021 in the form of a summary of the Team.eX program and how it relates to SMEs developing the maturity to participate in local and global supply chain opportunities in the Land sector	01/06/2021	03/06/2021
Project Verification	Project verification, including generation of participant testimonials and feedback.	1/09/2021	30/06/2022

Development of Case Studies	Development of at least two case studies demonstrating the hub's impact.	1/03/2021	30/06/2022

- a. Provide an overview of how the proposed activities align with the Industry Growth Centres Initiative and other government programs

Provide SMEs with information on assistance and services offered by the Advanced Manufacturing Growth Centre (AMGC) and the Cyber Security Growth Centre (AustCyber). Connect SMEs to AMGC and its community of over 1,000 advanced manufacturers who they could potentially team with to export.

Prepares SMEs with pathways to and alignment with existing Government Initiatives including Austrade, Team Defence Australia, Department for Trade and Investment, Tradestart, Victorian Defence Alliance and Regional Development Australia. SMEs will receive market intelligence reports along with facilitated introductions to these organisations.

3. Key performance indicators

- a. Provide an overview of your export hub's key performance indicators (KPIs) and progress against.

1. Increase the number of active SME participants in existing hub from 280 to, at least, 408 (an extra 128).
2. Create a minimum of 8 SME teams of advanced manufacturers and/or cyber security firms which have successfully come together through the program to bid for or deliver on export contracts.
3. Deliver at least 9 workshops in FY2021 and 9 more in FY2022.
4. Produce at least two case studies to demonstrate the hub's impact.

- b. Participant statistics

	2019-20	2020-21	2021-22
Current number of participants:	0	12	
Number of participants currently exporting:	0	04	
Average employees (FTE)* of participants:	N/A	50	

*FTE denotes Full-time equivalent and approximate at this stage until all participant information is sent back to the hub manager.