



DEFENCE-READY INITIATIVE ASSESSMENT CRITERIA

Overview

In general, proposals that improve a business capability, increasing the business in becoming 'defence-ready' and subsequently entering or advancing this capability with the defence supply chain are supported. Funding is awarded on a competitive basis subject to prioritisation and available funding. Prioritisation is determined by the extent to which the proposal:

1. Demonstrates a business capability improvement that aligns to Defence requirements
2. Generates an impact for the business in becoming 'defence-ready'
3. Supports capacity building in businesses where Defence has an interest or defence supply chain

Applications are screened by Defence West to ensure they are complete, compliant with details such as a legal entity etc., and provide sufficient detail to describe or explain the proposal and how it might benefit Defence.

With the exception of "In Scope", all criteria are assessed with a score between 1 and 10 and have equal weight. Note that the example scores are provided for reference and that numbers in the range 1-10 can be used to indicate the assessment. The "In Scope" criterion determines eligibility and so must be satisfied by applicants.

Scope of the Grants

The Defence West WA Defence-Ready Initiative is to support defence related improvements in business capabilities for SMEs. Funds can be applied to include, but is not limited to:

1. The Improvement of a business capability to comply with Defence requirements
 - a. Cyber security upgrades
 - b. Certifications
 - c. Defence Industry Security Program (DISP) improvements

Note: Funding is not to be utilised to improve a business's product, but the infrastructure within the business

2. Engagement with Defence sector
 - a. Defence related conferences
 - b. Defence related workshops, webinars

Attributes

Funding under the Defence-Ready Initiative is made available in order to further the objectives of Defence West. In order that an assessment of applications can be made consistent with these objectives, a list of the attributes desired in business capability improvements has been developed. The attributes were developed by Defence West Industry Development team.



Proposals supported by Defence West funding will:

1. **Have a working relationship or aspire for a working relationship within the defence sector**
2. **Be in scope.** As defined above.
3. **Demonstrate a Defence requirement for business capability improvement**
4. **Have a contribution in cash or in-kind.** Up to a level matching the request in the application.
5. **Achieve significant impact in relation to becoming ‘defence-ready’ and subsequently entering or advancing their capabilities within the defence supply chain.**

Further interpretation of the attributes and how these are assessed is presented in the discussion of each selection criteria.

Selection Criteria

1. In Scope

(This criterion addresses attributes 1 and 2)

In the context of this selection criteria the statement “Of value or interest to Defence” means that the business capability is aligned to the capability streams that have been refined into five operational domains: Information and Cyber, Maritime, Air, Space, and Land as outlined in the Commonwealth 2020 Force Structure Plan.

Applications are assessed to be in scope or out of scope. Applications out of scope are not progressed further.

2. Collaboration

(This criterion addresses attribute 3)

The highest score is assigned to applications that clearly demonstrates that improvements to specific areas of business capability will meet the requirements of Defence, and assist the business in becoming ‘defence-ready’. Submissions will need to outline how undertaking proposed activities will subsequently enter or advance capabilities within the defence supply chain. Note businesses that demonstrate engagement with Centre for Defence industry Capability weighted favourably but not a requirement.

Score	Level	Examples
0	Low	Poor demonstration of how undertaking proposed improvements to business capability will meet Defence requirements.
5	Good	Demonstration that undertaking improvements in specific areas of business capability will assist in meeting Defence requirements.
10	Excellent	Clear demonstration that proposed improvements will meet Defence requirements and subsequently enter or advance capabilities within the defence supply chain.



3. Co-contribution

(This criterion addresses attribute 4)

This criterion is used to indicate the level of importance attached to the business capability by the proposer. Note that only co-contribution (cash or in-kind) up to the requested funding amount is considered under the selection criteria. This is in order to avoid potential bias resulting from participants with greater financial means.

Score	Level	Examples
0	Low	The applicants make no co-contribution.
5	Good	Co-contribution of 25% the requested funding by some of the participant organisations.
10	Excellent	Co-contribution of 100% the requested funding by multiple participant organisations.

4. Impact 'defence-ready'

(This criterion addresses attribute 5)

This criterion assesses the outcomes resulting from investment in the capability improvement. Items considered here are objectives of particular importance to Defence and the defence-supply chain in Western Australia and access to additional funding opportunities.

This criterion has no suggested levels; it is assessed relative to other applications. As with all selection criteria, assessors should base their assessment on the response of the applicant to the selection criteria and their judgement regarding the feasibility of the claims made by the applicant.

Applications are assessed in relation to one another to produce a score for this criterion.