Two-day conference including master classes

8 – 9 December | Hilton Adelaide, South Australia

Claim up to 16.5 CPD hours
Career Guidance System

CPA Australia’s Career Guidance System supports your career development by assisting you to assess your business knowledge and access the resources that will increase your knowledge and competencies.

The System covers four core knowledge areas: technical, business, leadership and personal effectiveness. Each session in this conference has been mapped to one of these core areas and can be identified by the corresponding colour.

Competency levels

Each session is also matched to a set of competencies that will assist you to plan your career development well into the future. Each level is defined by the level of risk, supervision, experience and strategic thinking expected to be undertaken within a competency.

- **Competent**
  This session will provide an overview of the topic and knowledge of key principles. Suitable for those looking to gain increased competence in the area.

- **Proficient**
  This session will provide an intermediate level of detail on the topic and a focus on the application of knowledge. Suitable for those looking to gain increased proficiency and professional confidence in this area.

- **Expert**
  This session will provide enhanced knowledge with a strategic perspective on the topic, and will focus on the evaluation and synthesis of concepts. Suitable for leaders and specialists looking to achieve an expert level of competency in the area.

- **All levels**
  This session will provide generalist knowledge relating to contemporary issues on the topic and is suitable for all competency levels.

For more information and to assess your business knowledge visit careerguidancesystem.cpaaustralia.com.au

Australian defence industry conference

**Developed exclusively for finance professionals working in the defence industry, the Australian defence industry conference will explore current issues and developments impacting the financing of defence projects in Australia.**

This conference brings together finance professionals and strategic business leaders of government bodies, major defence primes and SMEs, to share insights and provide a forum to maintain important conversations about where the defence industry is heading and what it means for contractors.

Hear valuable insights from key business leaders and industry experts that expand beyond the balance sheet, designed to challenge strategic thinking and improve best practices of industry.

**Key benefits**

- Access defence industry experts on critical issues
- Gain insight into the DMO portfolio and major acquisition projects
- Network with finance professionals from defence and industry
- Collaborate and share ideas to improve best practice
- Be updated on global trends and implications for the defence industry
- Arm your finance team with leadership skills and negotiation techniques

**Proudly supported by:**

[Logos of Australian Industry & Defence Network Inc and Defence Teaming Centre Inc]

Defence Teaming Centre Inc
### DAY ONE Conference

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.15am – 8.45am</td>
<td><strong>Registration and arrival refreshments</strong></td>
</tr>
<tr>
<td>8.45am – 9.00am</td>
<td><strong>Opening remarks and welcome</strong></td>
</tr>
<tr>
<td>9.00am – 10.00am</td>
<td><strong>Keynote 1</strong></td>
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<tr>
<td></td>
<td><strong>KN1</strong> – Defence strategy in a global context – insights into the commercial realities for industry</td>
</tr>
</tbody>
</table>
|               | **William Proffit**  
|               | Vice President  
|               | Australia Business Development  
|               | Boeing Defense, Space and Security                                     |
|               | Boeing is the largest combined manufacturer of commercial jets and military aircraft in the world. Bill Proffit is vice president for business development for Boeing Defense, Space and Security in Australia. He will draw on his 27 years in the defence sector to speak about the rapidly changing international environment, and the implications for Australia and the global defence industry worth well over a trillion dollars. |
| 10.00am – 10.30am | **Morning tea and networking break**                                  |
| 10.30am – 11.30am | **Concurrent sessions A**                                             |
|               | **A1** – Project costing and risk assessment                           |
|               | **Liam Wallace**  
|               | Chief Risk Officer  
|               | ASC Pty Ltd                                                           |
|               | As the Chief Risk Officer, Liam Wallace is responsible for ensuring that ASC is managing its strategic and operational risk. This includes advising the executive about risk and insurance matters. In this session Liam will provide an industry perspective on the following:  
|               | + costing of risk  
|               | + impact on projects  
|               | + risk return relationship  
|               | + risk manifestation and risk identification program                   |
|               | **OR**                                                               |
|               | **A2** – A skilled workforce – the key risk to South Australia’s defence industry |
|               | **Chris Burns**  
|               | Chief Executive Officer  
|               | Defence Teaming Centre, South Australia                               |
|               | The recent success of the Defence Teaming Centre (DTC) to secure funding from the State and Federal Governments will ensure South Australia continues to have a highly skilled and capable defence sector. In this informative session, DTC Chief Executive, Chris Burns will cover:  
|               | + the SA Defence state model  
|               | + foundation support through Government  
|               | + key infrastructure within the state  
|               | + defence industry supply chain capabilities  
|               | + building the intellectual capacity  
|               | + identifying future workforce needs                                  |
| 11.35am – 12.35pm | **Concurrent sessions B**                                             |
|               | **B1** – Cyber security – trophy information and the fortress mentality |
|               | **Tim Scully**  
|               | Chief Executive Officer  
|               | stratsec and Head of Security  
|               | BAE Systems                                                           |
|               | Targeted cyber intrusion - “It won’t happen to me” is too prevalent a view among senior executives in the private and public sectors and many IT security providers adopt a fortress mentality to cyber security. Often, Chief Executive Officers only seek help after their trophy information has been stolen. Why have we got it so wrong? In this session, Tim Scully will discuss:  
|               | + understanding the threat and the fortress mentality  
|               | + normalisation of cyber security  
|               | + what is an Advanced Persistent Threat (APT)?  
|               | + what can we do about it? ‘Boots on the Ground’ in cyber space  
|               | + principles for national cyber security                             |
|               | **OR**                                                               |
|               | **B2** – New R&D tax credit for defence companies – major changes, benefits and limitations |
|               | **Mark Reuter**  
|               | Partner  
|               | Indirect Tax  
|               | Deloitte Touche Tohmatsu                                              |
|               | From 1 July 2011 the ability of companies of all sizes to obtain support for their research and development (R&D) activities has changed due to the enactment of the proposed R&D tax credit regime. In this session, Mark Reuter will explain the key concepts underpinning the new regime and identify how they differ from the existing rules under the current R&D tax concessional deduction regime.  
|               | It will include examples such as case studies that will highlight various traps and opportunities relevant to compliance with the new concession. Mark will also explore relevant issues that will help you design business processes required for compliance with the new regime. |
| 12.35pm – 1.35pm | **NL1: Lunch and networking break**                                   |

Register by 14 October and save with the advance notice discount!
### 1.35pm – 2.35pm  
**Keynote 2**  
**KN2**  
Financial risk management in major capital acquisition projects  

**Steve Wearn**  
Chief Finance Officer  
Defence Materiel Organisation

The Defence Materiel Organisation (DMO) is involved in many of the largest and most demanding defence projects in Australia. In this session Steve Wearn will discuss:
+ the risk portfolio managed by DMO
+ financial risk management assessment techniques used by DMO
+ financial risk management mitigation strategies used by DMO

### 2.40pm – 3.40pm  
**Concurrent sessions C**  

#### C1  
**Corporate performance measurement – when profit is not enough**

**Vladimir Malcik FCPA**  
Chief Financial Officer  
ASC Pty Ltd

Using financial metrics to measure success is not the only key performance indicator which should be used by senior management. Vladimir Malcik, Chief Financial Officer of ASC Pty Ltd will draw on his practical experience of implementing performance programs in large corporations.

This presentation will provide an overview of key performance measures, their respective strengths and weaknesses and their applicability to various defence industry scenarios.

#### OR

#### C2  
**Nova Defence: Preparing for success – the challenges of growth**

**Jim Whalley**  
Chief Executive Officer  
Nova Systems

Nova Systems has grown to be the largest employer of test engineers and specialists outside the Australian Defence Force (ADF) in Australia with offices in Adelaide, Brisbane, Canberra, Melbourne, Perth, Sydney and Newcastle.

In this session, Chief Executive Officer, Jim Whalley will discuss some of the challenges of rapid growth and some key learnings on how an SME can prepare themselves for success. Jim will discuss:
+ some of the key issues dealt with by Nova
+ how Nova IT systems have changed
+ who has helped us along the way

### 4.10pm – 5.10pm  
**Keynote 3**  
**KN3**  
Defence spending in Australia

**Dr Mark Thomson**  
Program Director for the Budget and Management Program Australian Strategic Policy Institute

In 2009 the Government set out an ambitious program for Australia’s defence establishment to expand and modernise the defence force and find $20 billion of savings over the next decade. There is little doubt that delivering the government’s program has placed heavy demands on both Defence and the Australian defence industry.

Over the last decade the Department of Defence has struggled to deliver the government’s goal and has come under close public scrutiny due to a range of problems.

In this session, Dr Mark Thomson will examine some of the reasons behind these problems and discuss some of the avenues for improvement.

### 5.10pm – 5.15pm  
Closing remarks and close of day one

### 6.00pm – 6.45pm  
Pre-dinner drinks

### 6.45pm – 10.00pm  
CD1: Official conference dinner with guest speaker

Visit cpaustralia.com.au/defence for more information
## DAY TWO Master classes

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Speaker(s)</th>
</tr>
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<tbody>
<tr>
<td>8.30am – 9.00am</td>
<td>Registration and arrival refreshments</td>
<td></td>
</tr>
<tr>
<td>9.00am – 12.00pm</td>
<td><strong>MC1</strong> Master class 1</td>
<td><strong>Mark Martin</strong>&lt;br&gt;Principal&lt;br&gt;Benignus&lt;br&gt;&lt;br&gt;Earned Value Management (EVM) is often viewed simply as a way to objectively report project performance and to highlight cost and schedule deviations from planned performance. It is all of that; but more importantly the analysis of this data and the understanding of the root causes for these deviations can significantly improve forecasting of future cost and schedule performance. With these elements directly impacting on expenditure and at least influencing income, EVM can significantly improve cash flow forecasting and thus management.&lt;br&gt;&lt;br&gt;In this session, Mark Martin will cover:&lt;br&gt;&lt;br&gt;The basic elements of EVM including:&lt;br&gt;+ data analysis&lt;br&gt;+ comparing the data elements&lt;br&gt;+ understanding the components of a deviation from plan&lt;br&gt;&lt;br&gt;Forecasting techniques:&lt;br&gt;+ developing revised cost and schedule forecasts&lt;br&gt;+ forecasting algorithms&lt;br&gt;&lt;br&gt;Cash-flow:&lt;br&gt;+ relationship between EVM forecasts and cash-flow&lt;br&gt;&lt;br&gt;Contingency:&lt;br&gt;+ use of EVM data to establish and manage project contingency</td>
</tr>
<tr>
<td>9.00am – 12.00pm</td>
<td><strong>MC2</strong> Master class 2</td>
<td><strong>Kevin Riley FCPA</strong>&lt;br&gt;Managing Director&lt;br&gt;Riley &amp; Riley and Capital Training&lt;br&gt;&lt;br&gt;Unclear governance and accountability in defence projects can be a cause of poor project management, budget overspend and delays in project deliverables. Projects that have clear direction, leadership and accountability will naturally deliver better results.&lt;br&gt;&lt;br&gt;In this workshop Kevin will address some of the issues faced by contractors and SMEs and provide some practical solutions on how we can all work together to improve best practice of industry:&lt;br&gt;+ understanding the key directions of the Review of the Defence Accountability Framework&lt;br&gt;+ specifying the role of accountability – ‘a system of why first then who’&lt;br&gt;+ identifying the accountability challenges to end-to-end capability development&lt;br&gt;+ considering the implications for Contractors and SMEs&lt;br&gt;+ specifying outcomes – what will be required in Materiel Acquisition Agreements (MAAs) and Materiel Sustainment Agreements (MSAs)&lt;br&gt;+ developing a focus on partnership – shared outcomes for Defence and Defence industry&lt;br&gt;+ improving accountability arrangements – identifying industry’s role in improving accountability.</td>
</tr>
<tr>
<td>10.30am – 11.00am</td>
<td>Morning tea and networking break</td>
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<tr>
<td>12.00pm – 1.00pm</td>
<td><strong>NL2</strong>: Lunch and networking break</td>
<td></td>
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<tr>
<td>1.00pm – 4.00pm</td>
<td><strong>MC3</strong> Master class 3</td>
<td><strong>Rickard Wärnelid</strong>&lt;br&gt;Global Head of Business Development&lt;br&gt;Corality Financial Group&lt;br&gt;&lt;br&gt;Excel is widely used for forecasting, budgeting and analysis and is critical in the decision making process. Companies need to have a well-defined modelling methodology to ensure modelling productivity, increase user confidence and reduce model risk.&lt;br&gt;&lt;br&gt;This session, designed for finance professionals who use Excel for critical decision making, forecasting or analysis, illustrates the benefits of adopting best-practice modelling and adds transparency, flexibility and powerful presentation techniques to your Excel models. In this session you will:&lt;br&gt;+ develop an Excel culture of transparency, flexibility and presentation&lt;br&gt;+ understand the key risks of poorly constructed Excel spreadsheets&lt;br&gt;+ create a best practice framework for Excel development for your whole organisation&lt;br&gt;+ learn shortcuts and functions to work smarter in Excel 2003, 2007 and 2010</td>
</tr>
<tr>
<td>1.00pm – 4.00pm</td>
<td><strong>MC4</strong> Master class 4</td>
<td><strong>Simon Kelland</strong>&lt;br&gt;Managing Partner&lt;br&gt;Scotwork Australia&lt;br&gt;&lt;br&gt;We all face price pressure, time constraints, deal creep, difficult business relationships, contractual disputes, allocation of scarce resources – all these conflicts (and more) are part of the business landscape. The good news; we can deal with these conflicts by the application of simple to learn and easy to use negotiation skills.&lt;br&gt;&lt;br&gt;Most of the negotiation techniques learned on the job are either ineffective or counter-productive. For most people, negotiation skills are not innate – they have to be learned. Unfortunately a lot of the ‘received wisdom’ in organisations about what makes for good negotiations is just plain wrong.&lt;br&gt;&lt;br&gt;In this informative and entertaining tutorial you will receive practical skill tips that you can take away and use to improve negotiations. Your beliefs about negotiating will be challenged, you will be introduced to some counter-intuitive ideas – and have some fun.</td>
</tr>
<tr>
<td>2.30pm – 3.00pm</td>
<td>Afternoon tea and networking break</td>
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PACKAGES

Two-day package
Thursday 8 – Friday 9 December

Consists of three keynotes; three concurrent sessions; two master classes; two networking luncheons (8 and 9 December); pre-dinner drinks and the conference dinner (8 December); all morning and afternoon tea networking breaks; and access to online presenter papers.

One-day package
Day one – Thursday 8 December

Consists of three keynotes; three concurrent sessions; networking luncheon (8 December); morning and afternoon tea networking breaks; and access to online presenter papers.

Day two – Friday 9 December

Consists of two master classes; networking luncheon (8 December); morning and afternoon tea networking breaks; and access to online presenter papers.

Please note: The official conference dinner is not included in the one-day packages.

Group packages
Thursday 8 – Friday 9 December

Available for three or more attendees from the same organisation. This package entitles attendees to the benefits of the two-day package. Please photocopy the registration form for group bookings – individual forms must be completed by each attendee and submitted together.

Please note: Individual and group two-day and individual one-day packages entitle access to the delegate(s) named in the registration form only and all CPD hours will be allocated to those named delegates.

Official conference dinner

Additional tickets to the official conference dinner on day one (8 December) can be purchased individually.

GENERAL INFORMATION

Confirmation of registration
Entrance to Australian defence industry conference will be by confirmation letter only. Upon registration for the event, you will be issued with your confirmation letter and tax invoice. Please check this information. If there are any discrepancies that require amendment, or you have not received your confirmation letter by the below dates, please call CPA Australia on 1300 857 705.

Registration changes and substitutions
Registrants can cancel or transfer to another activity by advising CPA Australia in writing at least five working days prior to the activity. Refunds will not be granted if a registrant fails to attend an activity, or cancels/transfer within five working days of the activity. Transfers are subject to the applicable registration rate and additional payment may be required.

Session changes can be made subject to availability. Any changes must be made in writing. Please email changes to MA.Events@cpaaustralia.com.au by the above dates to ensure a revised confirmation letter can be mailed or emailed to you. Once the Australian defence industry conference has commenced, any changes will need to be made at the onsite registration desk.

Continuing professional development (CPD) hours
If you are a CPA Australia member, please include your membership number with your registration form to ensure that your CPD hours are recorded against your CPA Australia records. Please note that CPD hours will be attributed only to the individual(s) named in the registration form. Attendees may claim up to 16.5 CPD hours for attending the two day conference.

Accommodation
To book, please contact the hotel reservation on (08) 8217 2000. Hilton Adelaide, 233 Victoria Square, Adelaide SA 5000 Rates start from $195 per night for a Hilton guest room and are subject to availability. Rates may fluctuate due to demand changes. Rates are for room only and inclusive of GST.

Presenter papers
For your convenience, presentations for sessions at Australian defence industry conference will be available online for you to download and review prior to the event. CPA Australia endeavours to ensure that all papers are available online prior to the event, however, due to availability and copyright restrictions this may not always be possible. You will be notified when presentations are available and provided with log-in details and simple instructions on how to access the presentations.

Please note: as part of CPA Australia’s continued effort to reduce our impact on the environment, printed presentations for keynotes and concurrent sessions will not be available onsite. Presentations will be provided onsite for all master classes.

Special dietary requirements
If you have special dietary requirements please indicate your needs on the registration form. Once seated at the luncheons and dinner you will need to notify venue staff of your requirements.

CPA Australia’s responsible service of alcohol statement
CPA Australia holds a Responsible Service of Alcohol Policy and has a legal and social obligation to ensure the safety of all participants during CPA Australia functions. For further details on the full policy, please check with onsite staff.

Disclaimer of liability
CPA Australia reserves the right to alter any part of this program at any time without notice.

Visit cpaaustralia.com.au/defence or turn the page to register ➔
STRENGTHENING your financial capabilities

Key learning outcomes

+ Sharpen your cash-flow management, forecasting and contingency planning skills
+ Learn financial risk management techniques for large scale projects
+ Refine your negotiation skills for high performance
+ Gain insight into the future of defence spending in Australia
+ Improve your ability to communicate financial information to key stakeholders

Speaker highlights

Bill Profilet
Vice President, Australia Business Development, Boeing Defense, Space & Security
Bill has more than 27 years of international experience in the defence industry. At Boeing, Bill is currently responsible for business development and government relations in Australia.

Steve Wearn
Chief Finance Officer, Defence Materiel Organisation
As well as a long-standing career in the Australian Public Service, Steve has held the position CFO of the Australian Army and the CFO of the Royal Australian Navy. In 2009 he moved across to take the position of Chief Finance Officer of the Defence Materiel Organisation.

Dr Mark Thomson
Program Director for the Budget and Management Program, Australian Strategic Policy Institute
Mark’s research touches on a wide range of issues including Australia’s defence and security budgets, links between strategy and force structure, the internal management of the Department of Defence and defence industry.

Vladimir Malcik FCPA
Chief Financial Officer, ASC Pty Ltd
Vladimir Malcik has over 30 years’ experience in the financial business sector. Vladimir has held senior positions with companies such as LendLease/RBD, Hilton Hotels, Suncorp Metway and ANZ Banking Group.

Acknowledgements

CPA Australia would like to acknowledge the contribution made by the members of Australian defence industry conference task force. Their advice was invaluable and we would like to thank them for their time and assistance in developing the program.

Vladimir Malcik FCPA
Chief Financial Officer
ASC Pty Ltd

Vasundara Srenivas CPA
Chief Financial Officer
Boeing Australia

Nick Thorn
Chief Financial Officer
Pacific Marine Batteries

Duncan Milne CPA
Director
Business Development and Sales
Cobham Aviation
THREE EASY WAYS TO REGISTER

- Online: cpaaustralia.com.au/defence
  Receive instant confirmation of your registration
  To pay by credit card
  FAST & CONVENIENT

- Fax: 1300 658 156
  To pay by credit card

- Mail: Member Administration
  CPA Australia Ltd
  Event Registration
  GPO Box 2820
  Melbourne VIC 3001
  To pay by credit card or cheque

For CPA Australia event enquiries, phone 1300 857 705

SAVE up to $825 per delegate when you register three or more people from the same organisation.

Source code: SA11107

1 Provide your details

For additional registrants, please photocopy this form.

- Member
- Non-member

ID number

Title

Preferred name

Surname

Position

Organisation/department

Address

Suburb

State

Postcode

Phone work

Fax

Email

Special requirements (eg. dietary)

*Required information so we can contact you regarding your registration.

2 Venue

State Date Venue Event Code
SA 8 – 9 Dec Hilton Adelaide, 233 Victoria Square, Adelaide SA11107

3 Choose your package (inclusive of GST)

- Two-day package
  Day one conference, official conference dinner and day two master classes
  Member $1,210 Non-member $1,375

- One-day package
  Day one – conference
  Member $665 Non-member $760

- One-day package
  Day two – master classes
  Member $665 Non-member $760

- Half-day master class package
  Either morning or afternoon master class on day two
  Member $420 Non-member $440

- Official conference dinner – Thursday 8 December
  $125

4 Program overview – select your sessions

Day one – conference
8.15 am – 8.45 am Registration and arrival refreshments
8.45 am – 9.00 am Opening remarks and welcome
9.00 am – 10.00 am Keynote 1: Defence strategy in a global context – insights into the commercial realities for industry
9.00 am – 10.30 am Morning tea and networking break
10.30 am – 11.30 am Concurrent sessions A (Your choice from)
  - A1: Project costing and risk assessment
  - A2: A skilled workforce – the key role in South Australia’s defence industry
11.35 am – 12.35 pm Concurrent sessions B (Your choice from)
  - B1: Cyber security: Trophy information and the fortress mentality
  - B2: New R&D tax credit for defence companies – major changes, benefits and limitations
12.35 pm – 1.35 pm NIL Lunch and networking break
1.35 pm – 2.35 pm Keynote 2: Financial risk management in major capital acquisition projects
2.40 pm – 3.40 pm Concurrent sessions C (Your choice from)
  - C1: Corporate performance measurement – when profit is not enough
  - C2: Nova Defence: Preparing for success – the challenges of growth
3.40 pm – 4.10 pm Afternoon tea and networking break
4.10 pm – 5.10 pm Keynote 3: Defence spending in Australia
5.10 pm – 5.15 pm Closing remarks and close of day one
6.00 pm – 6.45 pm Pre-dinner drinks
6.45 pm – 10.00 pm CD1: Official conference dinner with guest speaker

Day two – master classes
8.30 am – 9.00 am Registration and arrival refreshments
9.00 am – 12.00 pm MC1: Using Earned Value data to improve cash-flow forecasting and management
9.00 am – 12.00 pm MC2: Defence governance and accountability – implications for contractors and SMEs
10.30 am – 11.00 am Morning tea and networking break
12.00 pm – 1.00 pm RL2: Lunch and networking break
1.00 pm – 4.00 pm Master class 1 (Your choice from)
1.00 pm – 4.00 pm MC4: Better deals in less time: 20 tips for you from the world’s leading negotiation skills experts
2.30 pm – 3.00 pm Afternoon tea and networking break

For full Delegate Terms and Conditions go to: cpaaustralia.com.au/delegateterms

By signing where indicated below, I acknowledge that I have read, understand and agree to the Delegate Terms and Conditions and the Privacy Statement at cpaaustralia.com.au/delegateterms

Individual forms must be completed for each attendee. Please sign and date.

Signature Date / /