How to set up your company capabilities
User guide

ICN Gateway is Australia's largest business networking platform. In an increasingly competitive market, ICN Gateway gives you access to a sophisticated business network that helps boost your business, with an immediate connection to billions of dollars' worth of project opportunities.

Showcase your company

Your profile is your resume. It gives a snapshot of your business that sells the benefits or your products and/ or services as well as your organisational strengths. The information you provide in the company capability section of your profile is used by our Industry Consultants and project owners when you submit an Expression of Interest (EOI). It provides an insight on your capability to undertake potential work package opportunities.

Hear about projects as they happen

Setting up your email notifications in ICN Gateway is the easiest way to make sure you hear about specific work package opportunities that meet your company capabilities. All new work packages and job opportunities listed on ICN Gateway are compiled each night and if there are work packages listed that meet your criteria, we will send you an email in the morning.

How this guide works

This guide is designed to help you showcase your company to give you the best chance of winning contracts. If you have any questions after reading this guide, please see the FAQs at the end of this document or call us on 1300 961 139.

IMPORTANT – in order to submit EOIs for projects listed on ICN Gateway you will need to register.
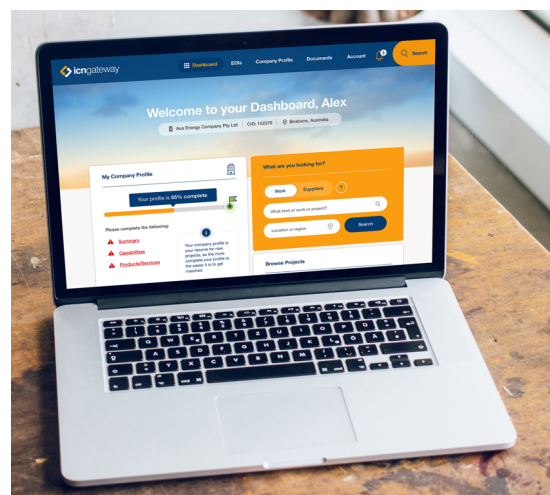
More Defence industry sector capabilities have been updated

Great news for companies wanting to be involved with the millions of dollars' worth of Defence procurement contracts in Australia with the improvement of the Defence industry sector taxonomy used in ICN Gateway.

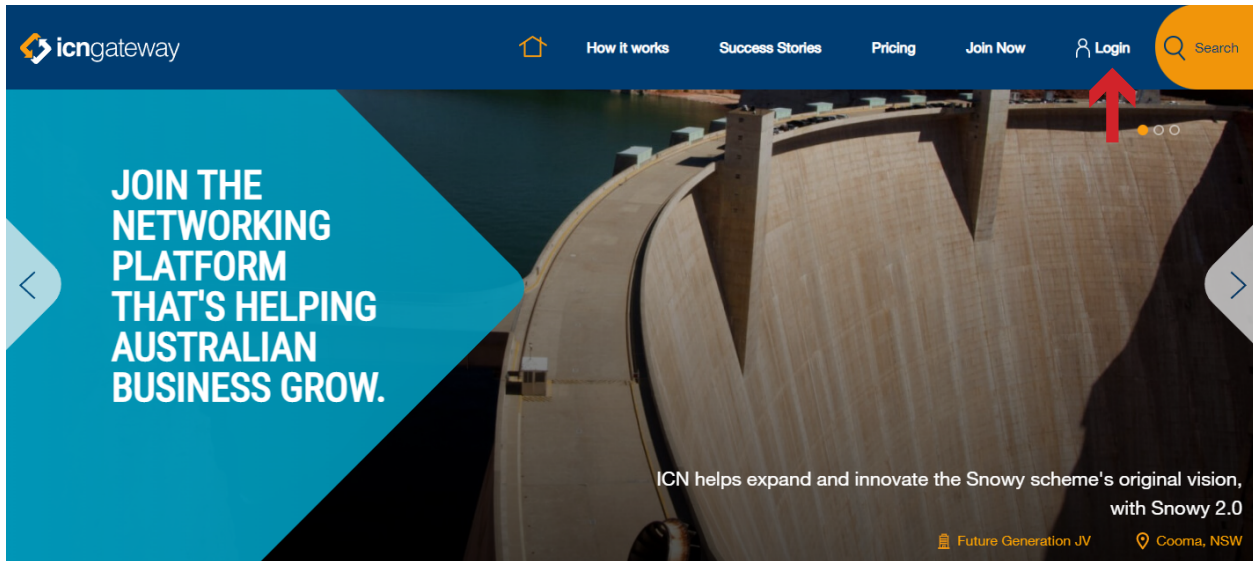The update is aimed at maximising Australian industry participation in Defence projects.

These improvements make it easier for you to showcase your company capability and receive relevant work package notifications that meet your company's capabilities by introducing further taxonomy structures for Air, Land, Space, ICT/Cyber and Joint forces for you to select from.

The Department of Defence is increasingly promoting the adoption of ICN for both buyers and suppliers. With more and more defence projects being listed on ICN Gateway, there's never been a better time to make sure your company profile up to date and you have the correct capabilities selected for your company.
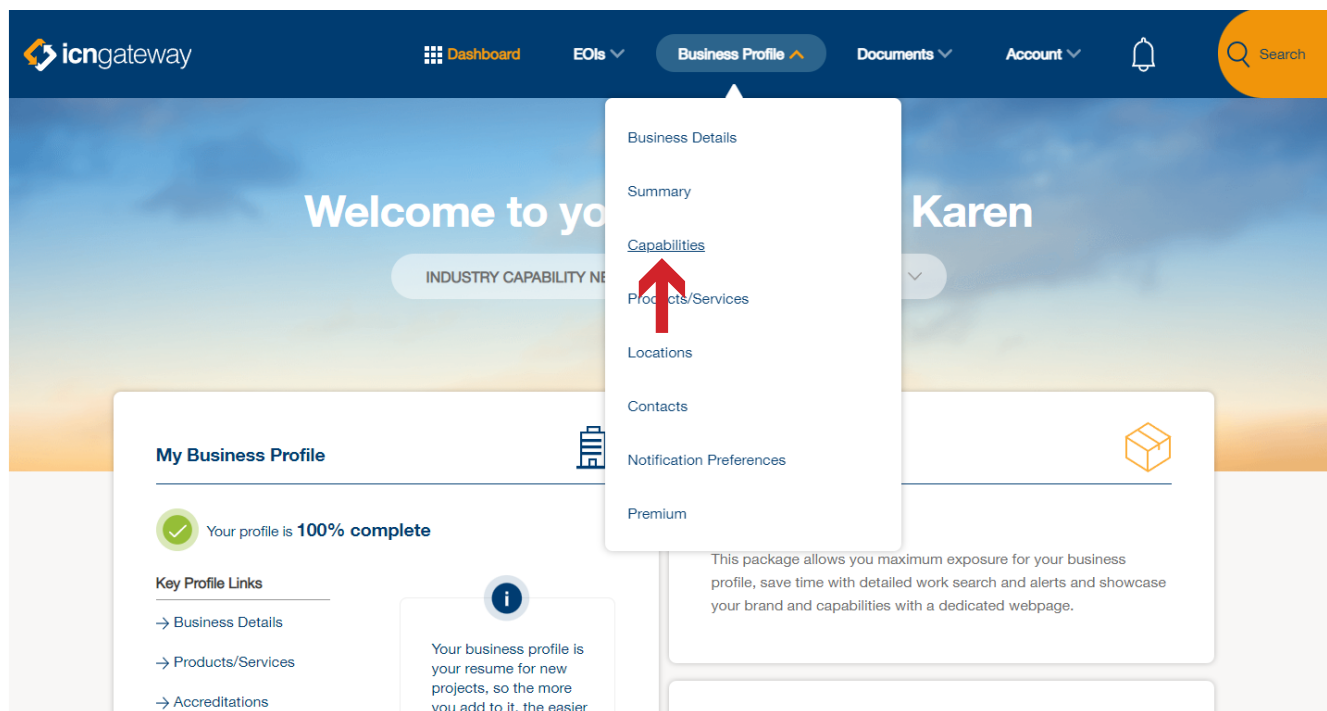
Getting started

To begin you will need to login to your account at www.gateway.icn.org.au

Once you have logged in you will need to go to 'Capabilities' listed under Business Profile.

This is where you specify your industry capabilities. You can search for capabilities to help find the areas relevant to your business. You must choose at least one capability.

Example

Click on the Defence industry option, this will bring up the available 1st level capabilities for selection. If your company can provide capability across all sub-capabilities you can select at this higher level otherwise you will need to drill down to the lower level to find more specific capability options that your company may be able to provide.

If you are unable to match your company to a sub-capability you must select the corresponding higher level capability.

Tip: The green arrow > indicates there is a sub selection available for this capability.

Once you are happy with your selections, select 'Save Changes'.

Setting up your notifications

Setting up your email notifications in ICN Gateway is the easiest way to make sure you hear about specific work package opportunities that meet your company capabilities as well as any other capability areas that may be of interest. All new work packages and job opportunities listed on ICN Gateway are compiled each night and if there are work packages listed that meet your criteria, we will send you an email in the morning.

Go to 'Notification Preferences' under Business Profile. Scroll down to 'select sectors and capabilities' and make the appropriate selections to receive work package notifications for these sectors.

Tip: To make the most of business opportunities, select capabilities at the first or second levels.

Select 'Save Notifications'.

Frequently Asked Questions

How do I find out what the capabilities in the Defence sector mean?
Definitions of first and second level capabilities listed under the Defence sector can be found on the following pages.

I have already selected 'Defence' as an industry, do I still have to update my company profile?
ICN now provides a breakdown of industry capabilities relevant in the Defence sector. We encourage you to update your company profile including capabilities and work package notification settings in line with your company's capabilities and interests.

I haven't been a supplier for the Defence sector in the past, can I still be involved?
Defence encourages participation from the entire Australian industry regardless of your previous Defence experience. Defence programs in Australia require skills and industrial capabilities that are varied but also common with other sectors. To be involved with Defence programs ensure your company capabilities and work package notification settings in your company profile are updated.

What if my company's capability isn't listed?
If you can't find your company's specific capability select the relevant capability at the corresponding higher level. Please also ensure that your company 'Summary' and 'Products/ Services' pages are updated to reflect your capabilities.

Does ICN Gateway list all the opportunities that come through ICN?
A lot of the work we do is done behind the scenes, under confidentiality. This is why it's important for you to keep your company profile, including your capabilities up to date because if an ICN consultant is looking for a business with your capability they need to be able to find you via a keyword search. Not maintaining your profile could mean you miss out on opportunities.

I'm looking for work on a project, but I don't have a business, can ICN Gateway help me?
ICN Gateway can help as an information source and direct you to the correct project proponent but ICN focuses on business to business matching, not on individual business creation.

I'm interested in selecting other capabilities for Land systems, Air systems, Space Systems and Business Information systems. How can I show ICN I have these capabilities?

Right now you can only select the top level capability for these types. We are looking to develop these capabilities further and will let you know once this has occurred. You can however, list these capabilities in your company profile description.

Capability Definition

First level	Second level	Definition
Aircraft Systems		Systems, products and capabilities that uniquely relate to the design, manufacture and operation of assets capable of flight, with primary use in the airspace environment.
Battlefield Systems - Defensive		Systems and products that relate to providing defensive warfare capabilities and/or protection to assets across all domains.
	Detection Systems	Systems, products and capabilities that relate to identifying, detecting and classifying objects on the battlefield.
	Protection Systems	Systems, products or capabilities that relate to protecting assets on the battlefield through kinetic or non-kinetic means.
Battlefield Systems - Offensive		Systems and products that relate to providing offensive warfare capabilities to assets across all domains.
	Biological / Chemical Weapons	Systems, products and capabilities that involve the use of biological and / or chemical toxins and agents for warfare purposes.
	Directed Energy Weapons	Systems, products and capabilities that relate to the use of highly focussed energy for warfare purposes.
	Explosives	Systems, products and capabilities relating to the use and detonation of explosive or reactive substances.
	Guns	Systems, products and capabilities that relate to ranged weapons typically designed to propel projectiles for warfare purposes.
	Missile Systems	Systems, products or capabilities that relate to self-propelled guided projectiles.
	Rocket Systems	Systems, products or capabilities that relate to self-propelled unguided projectiles.
	Torpedo Systems	Systems, products or capabilities that relate to self-propelled underwater missiles.
Common Products and Consumables		Products and consumables that are, in principle, not exclusive to Defence industry (however there may be specific variations exclusive to Defence), but regularly used.
	Construction, Assembly and Support	Products and consumables that relate to the development, integration and sustainment of subsystems and /or systems.
	Consumables / Expendables	Products and consumables that are used recurrently to enable development, operation or maintenance of subsystems and / or systems.
	Cybersecurity	Products that relate to the protection of computer systems' hardware, software and electronic data.
	Data	Products that relate to the management of data as well as information derived from it.
	Furnishing	Products and consumables that relate to fitting out and accessorising spaces to enable particular functionalities.
	Integrated Logistics Support (ILS)	Systems, products and capabilities that relate to incorporating logistics and support considerations, for the complete lifecycle, in the design of a system, to assure system availability.
	Robotics / Cobotics	Systems, products or capabilities that relate to machines capable of carrying out a series of actions, independently, as a team or with human interaction.
	Software	Products that enable instructing a computer to do specific tasks.
	Support Equipment	Products that relate to keeping systems operational in their specified environment (handling, testing or maintenance).
	System Test and Evaluation	Products that relate to assessment of a subsystem or system.

Capability Definition (continued)

First level	Second level	Definition
Common Services and Skills		Services and skills that are, in principle, not exclusive to Defence industry, but regularly used.
	Business Services	Services and skills that provide professional assistance (fee for service) to other businesses.
	Construction, Assembly and Support	Services and skills that relate to the development, integration and sustainment of subsystems and /or systems.
	Cybersecurity	Services and skills that relate to the protection of computer systems' hardware, software and electronic data.
	Data	Services and skills that relate to the management of data as well as information derived from it.
	Decommissioning	Services and skills that relate to the retirement and / or 'end-of-life' stage of systems and products.
	Design Engineering	Non-recurring services and skills in the engineering domain that relate to the design and development of subsystems and / or systems.
	Emerging Specialisations	Novel systems, products and capabilities that relate to Defence, developed as a result of focussed research and innovation.
	Engineering	Specialised fields and skills that relate to the discipline of engineering.
	Integrated Logistics Support (ILS)	Systems, products and capabilities that relate to incorporating logistics and support considerations, for the complete lifecycle, in the design of a system, to assure system availability.
	Materials Engineering - Metals	Services and skills that relate to the engineering of metals, from ore to final product.
	Materials Engineering - Non Metals	Services and skills that relate to the engineering of non-metals, from a raw state to final product.
	Program and Project Management	Services and skills that relate to maintaining oversight and managing initiatives.
	Research	Services and skills that relate to research, development and testing (R&D / R&T), including in an academic or private setting.
	Robotics / Cobotics	Systems, products or capabilities that relate to machines capable of carrying out a series of actions, independently, as a team or with human interaction.
	System Test and Evaluation	Services and skills that relate to assessment of a subsystem or system.
	Training	Services or skills that relate to teaching skill or behaviour.
Electronic/Electrical Systems		Systems, products and capabilities that relate to electrical and / or electronic and their integration with all other subsystems.
	Bespoke Electronics	Specific systems and capabilities in the electrical domain that relate to electronic components, to create specific subsystems and systems.
	Communications and Surveillance	Systems, products and capabilities that relate to imparting or exchanging information as well as monitoring.
	Electronic Warfare	Systems, products and capabilities that relate to the use of the electromagnetic spectrum for warfare purposes.
	General Electrical	Systems, products and capabilities that relate to basic electrical infrastructure.
	General Electronics	Systems, products and capabilities that are produced for use by the consumer market (i.e. common appliances).
	Lighting Systems	Systems, products and capabilities that relate to lighting.

First level	Second level	Definition
	Power Plant and Supply	Systems, product or capabilities that relate to generation and supply of electricity.
Information Systems/ Defence Business Systems		Systems, products and capabilities that relate to Enterprise-wide functionality, processes or services.
Land Systems		Systems, products and capabilities that uniquely relate to the design, manufacture and operation of assets with primary use on land environments (including amphibious environments).
Sea Systems		Systems, products and capabilities that uniquely relate to the design, manufacture and operation of assets with primary use in a water based (river or sea) environment.
	Auxiliary Systems	Systems, products and capabilities that do not fall under other categories listed under 'Sea Systems'.
	Combat Systems	Systems, products or capabilities that relate to an electronic package / function for enabling the tactical and weapons operations of a vessel.
	Communications and Surveillance	Systems, products and capabilities that specifically relate to imparting or exchanging information as well as monitoring for the naval environment.
	Hull Structure	Systems, products and capabilities that relate to the main body and structural aspects of a vessel.
	Naval Vessel Control	Systems, products and capabilities that relate to the direction and management of a vessel.
	Outfit and Furnishings	Systems, products or capabilities that relate to equipping a vessel with internal and deck accessories to achieve particular functionality.
	Propulsion Plant	Systems, products or capabilities that relate to generation of thrust within a vessel.
	Ship Assembly and Support Services	Systems, products or capabilities that relate to construction, testing and support of a vessel.
Space Systems		Systems, products or capabilities that uniquely relate to the design, manufacture and operation of assets with primary use in the outer space environment.
Unmanned Systems		Systems, products or capabilities that uniquely relate to the design, manufacture and operation of assets, across all domains, that are either autonomous or remotely controlled.
	Unmanned (Water) Surface Systems	Systems, products or capabilities that uniquely relate to the design, manufacture and operation of assets, for use on the water surface, that are either autonomous or remotely controlled.
	Unmanned Air Systems	Systems, products or capabilities that uniquely relate to the design, manufacture and operation of assets, for use in the airspace environment, that are either autonomous or remotely controlled.
	Unmanned Ground Systems	Systems, products or capabilities that uniquely relate to the design, manufacture and operation of assets, for use on land and amphibious environments, that are either autonomous or remotely controlled.
	Unmanned Underwater Systems	Systems, products or capabilities that uniquely relate to the design, manufacture and operation of assets for use below the water surface, that are either autonomous or remotely controlled.