



CAPABILITY STATEMENT

Supporting Australian businesses to
deliver services locally and nationally





Introduction

Who is MARK III?

We are called a network by many and a group of helpers by others, and both are true. For 25 years, the principals of MARK III have been a dynamic force, creating sustainable value for Australian small, medium and veteran-owned enterprises (SMVEs) and communities, nationwide.

Our purpose

Our purpose is simple... Supporting Australian SMVEs (Partners) capability to build Australia's national sovereign capability and deliver professional and technical services across domestic and national markets.

What makes MARK III different?

MARK III is the only ACNC-registered not-for-profit prime contractor focused on growing the Australian economy by supporting Australian SMVEs. Around 93% of our revenue goes directly into Australian-owned SMVEs.

Our unique model promotes shared success, delivering value to our customers, partner business subcontractors, and the broader Australian community.

MARK III Services



Opportunities pipeline

- ✓ Procurement panels and preferred supplier access to work opportunities.
- ✓ Business development activities to promote capabilities and capacity of partner business subcontractors.
- ✓ Strategic partnerships and consortiums with partner business subcontractors to pursue outcome-driven opportunities.
- ✓ Tender response guidance and support.



Contract management

- ✓ Prime contracting strategy, capabilities, and capacity building efforts.
- ✓ Contract administration activities including invoicing and expense management.
- ✓ Contract governance activities including security clearance and ITAR support.
- ✓ Client relationship management, with oversight and communication across customers' commercial and business units.



Information

- ✓ Market intelligence/insights for customers and partner business subcontractors.
- ✓ Advocacy for Australian SMVEs through evidence-based policy, grounded in current market insights and practical delivery experience.
- ✓ Analytics on customer behaviour, industry and market trends, and pipeline forecasting for customers and partner business subcontractors.

Our Partner Business Subcontractors

By joining MARK III, our partners business subcontractors benefit from a consistent flow of opportunities across government and private enterprises – locally and nationally.

The value MARK III delivers to our Australian small, medium and veteran-owned enterprise (SMVE) partners business subcontractors.

- **Access to business opportunities** – A pipeline of opportunities and potential contracts across local and national markets and sectors.
- **A value-driven prime contractor** – MARK III returns approximately 93% of revenue directly earned to Australian Industry.
- **Business intelligence** – Access to data analytics built on real world contract management activities.
- **Not-for-profit commitment** – As a registered not-for-profit, MARK III reflects SMVEs values by reinvesting profits to support disadvantaged communities across Australia.
- **Experience** – Backed and supported by a technologically enhanced engagement experience, our team has been driving sustainable growth and value for Australian professional and technical service businesses since 2002.



Our Defence Customers

Procuring through MARK III gives Defence access to a large and constantly growing number of Australian and veteran-owned SMEs with proven Defence expertise.

The value MARK III delivers to our customers.

- **Wide Defence Capability and Deep Australian Industry Capacity** – Founded by veterans, MARK III understands the unique challenges of Army, Navy, Air Force, and Joint Services.
- **Extensive Contract management/Delivery experience** – Backed by a veteran-inclusive team delivering sustainable value to Commonwealth and State Governments since 2002.
- **Access to veteran-owned enterprises** – MARK III works closely with veteran-owned SMEs across Australia – mentoring and supporting their role in strengthening Defence capability.
- **Building national sovereign capability with SMVEs** – MARK III harnesses veteran-owned SMVEs and our NFP model to strengthen Australia's sovereign capability.
- **Single access point for diverse ATL capabilities** – MARK III unites diverse Above The Line (ATL) services from Australian SMVEs across key Defence and non-Defence panels, specialising in engineering, ICT, cyber, procurement, strategy, risk, and support.



Customers cont...

The value MARK III delivers to our customers.

- **Economic benefit to Australia** – As a not-for-profit, MARK III reinvests about 93% of its revenue back into Australian industry, maximising local economic benefit.
- **Government panels** – MARK III provides diverse skills and expertise through its trusted network of partner subcontractors, delivering across DSS, ICTPA, and a growing range of government panels.
- **Compliance with DISP, ITAR and Australia-wide reach** – MARK III is DISP-accredited, ITAR-compliant, and delivers these combined capabilities nationwide through its partner network.
- **Australian Market intelligence** – Our customers benefit with data from Australian industry insights grounded in real-world contract and service delivery experience.



A photograph of Nobby's Lighthouse in Newcastle, Australia, perched on a rocky cliff overlooking the ocean at sunset. The lighthouse is illuminated, and the sky is a warm orange and yellow. The ocean waves are visible in the foreground.

Charitable Initiatives

We also help build stronger Australian communities by supporting people from disadvantaged backgrounds to turn their ideas into successful businesses.

Our approach

Rather than relying on promises, we actively engage with our disadvantaged communities, working side by side with entrepreneurs to tackle challenges and seize opportunities. We are practical in our service delivery and choose to lead through action – fostering growth, resilience, and success in local businesses – because here, within our communities, it's our actions that shape the future.

What we stand for

Through collaboration, innovation, and integrity, we foster a culture of business resilience, ensuring start-ups and small enterprises can thrive, scale, and contribute to their households and communities.

- **Empowerment** – Practical, hands-on support and mentorship for start-ups in disadvantaged communities.
- **Innovation** – Pioneering new business models, mentorship pathways, and funding opportunities.
- **Collaboration** – Partnering with communities, corporations, and Government agencies to create scalable solutions in these communities.
- **Sustainability** – Building long-term economic independence and community resilience.
- **Integrity** – Transparent, ethical support that fosters trust and accountability.



MARK III

Supporting Australian Business

Reach out to MARK III to meet with one of our team at the following locations

HEAD OFFICE
CANBERRA

HUB
BRISBANE

HUB
NEWCASTLE

HUB
ADELAIDE

CONTACT
ops@markiii.org.au
