



Team Defence Australia information for companies attending trade shows

Support for companies during the COVID19 affected period

The COVID-19 pandemic has caused major interruptions and created a great deal of uncertainty regarding international travel and trade events.

Team Defence Australia (TDA) is considering options for supporting attendance at physical international defence tradeshows as they recommence in 2021.

There are many factors that will affect what is possible, and situations may change quickly. TDA will continue to plan for attendance and support for industry at international tradeshows, to be prepared should the opportunity occur.

TDA support for attendance at physical international trade shows will be determined on a case-by-case basis and will reflect Government policy direction in relation to travel. Support for companies, as outlined below, will be subject to change during this period.

Please direct all enquiries to teamdefence.australia@defence.gov.au.

Support for companies

As part of the Australian Defence Export Office, TDA is the national platform for Australian defence industry to showcase their goods, services, technologies and solutions at international and online trade events.

For companies selected to attend an international trade show as part of the TDA industry delegation, TDA will provide:

- Free space on the custom-built TDA pavilion
- Exhibitor passes
- Pre-event support and advice
- Senior Military support and advocacy
- Access to facilities and meeting rooms
- Briefings, networking and B2B matching
- On-site support from TDA representatives at the trade show

TDA will not cover:

- Flight costs
- Travel insurance
- Accommodation expenses
- Freight costs
- Travel exemption related expenses
- Quarantine expenses

You may also wish to approach your state or territory government to enquire if any support is available for trade events.

Austrade will also provide support to delegates through arranging business to business meetings with appropriate partners and/or visits to the TDA stand by potential partners. This service will be offered free of charge to delegates according to the Austrade resources available.

Please contact Austrade at defence@austrade.gov.au for further information.



Expression of interest selection criteria

Due to ever-increasing interest in TDA missions, the below selection criteria will be used to assess expressions of interest (EOI). They are not necessarily in priority order.

Mandatory:

- Australian company as per the definition in the [Defence Industrial Capability Plan](#);
- The expected travel arrangements the company have to attend the tradeshow;
- Whether the entity owns the intellectual property in their product or service being promoted at the trade event;
- Has the capacity to provide defence specific or dual use goods or services that leads to the Australian Department of Defence or an international defence partner; and
- Engagement with [Defence Export Controls](#) and evidence of [Defence and Strategic Goods List](#) (DSGL) Assessment/Export Permit or the application number.

Down select:

- Available floor space;
- The extent to which the entity, product or service enhances sovereign capability;
- Entity capability match to theme of the trade show;
- Level of critical value-add TDA participation provides; and
- Number of previous TDA shows attended.

Defence Export Controls (DEC)

In order for your EOI to be assessed, you will need to demonstrate that you have engaged with DEC by providing either a copy of your DSGL Assessment, Export Permit or the DEC reference number for your DSGL/permit application.

Please note that any results from the [Online DSGL Tool Questionnaire](#) will not be accepted. This tool is a guide only.

If you have not registered with DEC and/or have not lodged an application for DSGL Assessment or Export Permit, please complete the following steps:

Step 1:

Use your DEC Client Registration Number (DCRN) to complete an application to DEC for a [DSGL Assessment](#) an Export Permit if you are sure the goods have controlled status. If you haven't registered with DEC please do so [here](#) first.

Step 2:

Provide specific details of what you are exporting in the details of goods or technology section of the DEC application form e.g. marketing and advertising material.

When you submit your completed application, you may be required to attach supporting documentation. Supporting documentation may include:

- Technical specifications and/or brochures;
- Individual or Dealers Firearm licence (both sides) and registration certificate;
- Foreign government import/export approvals;
- Evidence of an intention to demonstrate the goods or technology (such as an invitation to display); and
- Additional information or statement.

If you are unsure of what evidence should be supplied in support of your application, please contact DEC via the number or email address supplied below. Any extra information about your product will help to expedite the process, including the result of an online assessment using the online assessment tool.



Step 3:

Update and copy/paste the below words into the 'Further Information' field in the DEC application form in addition to any extra information you need to provide:

I require the [DSGL Assessment/Export Permit] to attend tradeshow in (country) on (dates) with Team Defence Australia. I am required to engage with DEC regarding my export in order to be eligible for consideration.

If a DSGL Assessment has not been completed within 15 working days or a Permit in 35 working days please call DEC on 1800 661 066 or email exportcontrols@defence.gov.au.

Step 4:

Upload evidence of your assessment outcome to your EOI and submit it on or before the closing date.

Please note that to lodge your EOI with Team Defence Australia, only a DEC reference number for your DSGL/permit application is required. In order to export goods or technology for tradeshow attendance, a completed DSGL Assessment and/or Export Permit will be required at the time of export.

Contact: teamdefence.australia@defence.gov.au