

Expression of Interest:

Special Operations Forces Industry Conference

Mission dates: 11-14 May 2020

Location: Tampa Convention Center, Tampa, USA

Team Defence Australia (TDA) are seeking Expressions of Interest (EOI) from Australian export-capable defence companies to participate in Special Forces Operations Industry Conference on 11-14 May 2020. More information on the show can be found [here](#).

Support for companies

TDA will provide:

- Free space on the custom-built TDA pavillion
- 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 officials on the ground

TDA will not cover:

- Flight costs
- Travel insurance
- Accommodation expenses
- Freight costs

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

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 all delegates.

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

Selection criteria

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

Mandatory

- Australian company as per the definition in the Defence Industrial Capability Plan;
- 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 an Export Control Assessment or Export Permit.

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; and
- Level of critical value-add TDA participation provides; and
- Number of previous TDA shows attended.

EOI selection process

Please complete the EOI form below:

Stand space: 13 exhibitors

Due: No later than Friday 7 February 2020

Email to: CDIC_exports@industry.gov.au

1 Company Information

Company name:

ABN:

Number of employees in Australia:

What company activities are undertaken within Australia?:

Are you currently exporting (Yes No)? If yes, which region:

Point of contact

Name:

Position:

Email:

Contact number:

2 Product/service information

Briefly describe the product/s or service/s that you will be promoting at this event; include export market maturity and export history.

3 Exhibition preference

Would you like to attend the trade show as an **EXHIBITOR** or a **ROVER** ?

A **TDA Exhibitor** is best suited to delegates who wish to have a permanent presence on the stand and display their offerings to potential customers visiting the stand. An Exhibitor allocation entitles participants to all TDA services and events, and Exhibitors will be assigned a designated display space on a bench to showcase products. An Exhibitor must be on the stand at all times, and TDA requests that at least two, but no more than three, company representatives attend.

Do you intend to have an on-stand display outside of your bench space? Yes No

A **TDA Rover** is best suited to delegates who will frequently leave the stand to pursue business opportunities with customers at other stalls. Rovers do not have a permanent presence on the stand, and it is expected that they will spend the majority of their time away. Rovers share a space with other Rovers, and do not have their own dedicated space. They may leave behind brochures or similar and will have their company name advertised on a shared advertising space. A Rover allocation entitles participants to all TDA services and events.

TDA reserves the right to select the status of company participation at events.

4 Defence Export Controls (DEC)

Have you attached a copy of your **DSGL Assessment** or an **Export Permit** received from DEC?

Yes No

In order for your Expression of Interest (EOI) to be assessed, please include a copy of your **DSGL Assessment** or an **Export Permit** received from DEC. **Please note that any results from the Online Defence and Strategic Goods List (DSGL) Tool Questionnaire will not be accepted. This tool is a guide only.** If you have not registered with DEC and/or do not have a DSGL Assessment, please complete follow steps below:

Step 1

Use your DEC Client Registration Number (DCRN) to complete an application for DSGL Assessment [here](#). If you haven't registered with DEC please do so [here](#) first.

Step 2

Update and copy/paste the below words into the 'Further Information' field in the application form.

I require the DSGL Assessment to attend <tradeshaw name> tradeshow in <city, country> on <dates of tradeshow> with Team Defence Australia. I am required to submit my DSGL Assessment in order to be eligible for consideration.

Note that any extra information about your product will help to expedite the process, including the result of an online assessment using the online assessment tool. Other supporting documentation could include technical specifications or brochures as well as spreadsheets listing bulk items.

If the DSGL Assessment has not been completed in 15 working days, please call DEC on 1800 661 066 or email exportcontrols@defence.gov.au to discuss.

Step 3

Include DSGL Assessment outcome with EOI and return to CDIC_Exports@industry.gov.au on or before the due date. If you expect to be late please contact the CDIC and inform them.

5 Economic opportunity

Describe the goals and opportunities that you are looking to achieve from this event (commercial-in-confidence details should be omitted).

6 Further information you would like us to know about your company