



# 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 2022.

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](mailto:teamdefence.australia@defence.gov.au).

## Support for companies

As part of the Australian Defence Export Office, the Team Defence Australia (TDA) program 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 'Australia' 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](mailto: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
- Registration with [Defence Export Controls](#) and evidence of a [DECS Client Registration Number \(DCRN\) 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

Defence Export Controls (DEC) regulates the physical export and intangible supply (by electronic means) of military and dual-use goods and technology.

In order to lodge your EOI with TDA, you will need to demonstrate that you have registered with DEC by providing a DECS Client Registration Number (DCRN).

The temporary export of controlled goods, software and technology for the purposes of exhibition and demonstration will require a permit. If your goods are controlled, or if you are unsure, please submit an [export application with DEC](#).

If you have any questions regarding Defence Export Controls, please contact them at:

- 1800 661 066 – 8.30am to 4.30pm Monday to Friday (AEST/AEDT)
- [ExportControls@defence.gov.au](mailto:ExportControls@defence.gov.au)

Team Defence Australia contact: [teamdefence.australia@defence.gov.au](mailto:teamdefence.australia@defence.gov.au)