

Defence West - Expression of Interest

Indo Pacific International Maritime Exposition 2022

Indo Pacific International Maritime Exposition (Indo Pacific) 2022 is your gateway to an Australian and regional marketplace with dynamic fleet acquisition and equipment programs underway.

The Royal Australian Navy (RAN) is acquiring or planning to introduce 29 major new vessels, including a fleet of nuclear-powered submarines, nine Hunter-class frigates and 12 Arafura-class offshore patrol vessels. Upgrades to existing platforms will include an enhanced long-range strike capability, along with associated electronics and communications systems, sensors, and munitions.

Other navies of the Indo Pacific region are embarking upon similar upgrades, with many acquiring or seeking to acquire new vessels and aircraft, patrol boats, submarines, landing craft, frigates and supporting systems.

In order to promote Western Australian defence industry capability, Defence West has reserved floor space at the Indo Pacific International Maritime Exposition in Sydney, New South Wales, from 10 - 12 May 2022. *

Defence West, through the Department of Jobs, Science, Tourism, and Innovation, will support up to 20 local defence-related organisations to co-exhibit on the Defence West stand. It will provide those companies the ability to promote their capability to potential Defence and defence industry.

If you are interested in this opportunity please complete the below Expression of Interest (EOI) in full and return to defencewest@jtsi.wa.gov.au by 5pm AWST on 23 January 2022.

COMPANYDETAILS

Trading Name:

ABN:

Office Address:

Website:

Office Phone: No:

Organisation Capabilities:

QUADCHART

Please confirm if you have attached your organisation's quad chart

YES

NO



LEAD CONTACT

Please note, this point of contact will be used for all Defence West communication relating to the event, stand, required forms etc. in the lead up to the trade show, should the application be successful.

Name:

Title:

Email:

Direct Phone Number:

ATTENDEES AT THE EVENT

Due to the nature of the trade show it is preferable that those companies co-exhibiting on the Defence West stand have a minimum of two attendees representing the organisation.

ATTENDEE 1

Name:

Title:

Email:

Direct Phone Number:

ATTENDEE 2

Name:

Title:

Email:

Direct Phone Number:

APPLICANT INFORMATION

Are you registered on the [Defence West Defence Industry Capability Directory?](#)

YES

NO



2. Is your organisation:

- a) Currently engaged within the defence/maritime sector either directly or within the supply-chain?
- b) Previously engaged in the defence/maritime sector as a supplier either directly or within the supply-chain?

Please describe in detail below:

3. Are you currently engaged with Defence West? Please provide details.

4. Have you or are you currently engaged with the **Office of Defence Industry Support** (ODIS) previously known as the Centre for Defence Industry Capability. Please provide details.

5. Are you currently a member of [AIDN-WA](#), [Henderson Alliance](#) or [CCIWA](#)?

6. Have you attended the Indo Pacific International Maritime Exposition previously? Please provide details.

Expression of Interest: selection, requirements and additional information

- The opportunity to be co-hosted on the Defence West stand at the Indo Pacific International Maritime Exposition (Indo Pacific) 2022 is reserved for Western Australian based organisations that will not have their own stand at the event.
- Applications will be assessed in relation to one another to produce a score for the outcome of this Expression of Interest (EOI). Defence West will undertake this assessment following the closing date of Sunday 23 January 2022, and will advise all applicants of the outcome by no later than Friday 11 February 2022.
- Those successful to co-exhibit on the Defence West stand at the Indo Pacific 2022, are required:
 - to have a minimum of one representative present on the stand for opening hours (0830 – 1600), for the duration of the trade show (10 - 12 May 2022).
 - to cover all other associated costs in attending the trade show including (but not limited to): flights, accommodation, transfers, meals, personal incidentals, freight of items, promotional collateral.
- Organisations co-hosted on the Defence West stand at the Indo Pacific 2022 will be provided a co-exhibitor space free of charge. This will include personalised company graphics, monitor for promotional material, power access, bar stool, lockable cupboard and access to stand provisions such as coffee facilities, networking events etc.
- Organisations wishing to transport/post marketing material or goods to Sydney for the trade show must cover the associated costs themselves, noting that SCHENKER is the event's exclusive supplier for onsite handling and freight forwarding.
- Companies will be responsible for the set-up of their marketing materials and/or goods to feature on the Defence West stand and are required for this to be completed by Close of Business Monday 9 May 2022.
- Defence West will provide a pre-departure briefing for all WA organisations attending the Indo Pacific 2022, and will assist in arranging delegation visits, industry introductions and networking opportunities, subject to organisation engagement.

COVID&Force Majeure

The Indo Pacific International Maritime Exposition 2022 will be planned with flexibility to reshape or withdraw in accordance with COVID-19 requirements or matters outside of Defence West's control.

Further information or questions may be directed to Defence West via defencewest@jtsi.wa.gov.au