**Land Forces 2022**

**International Land Defence Exposition**

4 - 6 October 2022 at the Brisbane Exhibition and Convention Centre in Queensland will be a key meeting hub for Australian and international industry, defence, academia and government, as the Australian Army executes the largest peacetime acquisition phase in its history.

While Army is implementing service entry for the 211 Rheinmetall Boxer Combat Reconnaissance Vehicles acquired under Project Land 400, it is also introducing 1100 Thales Hawkei Protected Tactical Vehicles and acquiring up to 450 new Infantry Fighting Vehicles, 30 Hanwha self-propelled howitzers, 29 Boeing AH-64 Apache helicopters and upgrades to its small arms, soldier systems and communications.

Each of these major programs offers opportunities for Australian industry to not only create and maintain a sovereign capability for manufacture, maintenance and support for these systems, but also to demonstrate capability to join international supply chains of their manufacturers.

To promote Western Australian defence industry capability to national and international audiences, Defence West, through the Department of Jobs, Tourism, Science and Innovation, has reserved floor space to support up to 20 local defence-related organisations to co-exhibit on its stand.

Please complete the following Expression of Interest (EOI) in full, and return to defencewest@jtsi.wa.gov.au before 5pm AWST Sunday, 17 July 2022.

The Defence West Industry Engagement team will be in touch once submission selection is finalised.

**Part 1 – Organisation Details**

**Trading Name:** Click or tap here to enter text.

**ABN**: Click or tap here to enter text.

**WA Office Address:** Click or tap here to enter text.

**Additional Offices locations:** Click or tap here to enter text.

**Office Phone No:** Click or tap here to enter text.

**Website:** Click or tap here to enter text.

**Primary Point of contact**

**Name:** Click or tap here to enter text.

**Title:** Click or tap here to enter text.

**Email:** Click or tap here to enter text.

**Direct Phone Number:** Click or tap here to enter text.

*Please note that this point of contact will be used for all the Defence West communication relating to the event (pre and post attendance): administrative information, attendance forms, marketing collateral, and ad hoc requirements.*

**Attendees 1**

**Name:** Click or tap here to enter text.

**Title:** Click or tap here to enter text.

**Email:** Click or tap here to enter text.

**Direct Phone Number**: Click or tap here to enter text.

**Attendees 2**

**Name:** Click or tap here to enter text.

**Title:** Click or tap here to enter text.

**Email:** Click or tap here to enter text.

**Direct Phone Number:** Click or tap here to enter text.

**Attendees 3**

**Name:** Click or tap here to enter text.

**Title:** Click or tap here to enter text.

**Email:** Click or tap here to enter text.

**Direct Phone Number:** Click or tap here to enter text.

**Attendees 4**

**Name:** Click or tap here to enter text.

**Title:** Click or tap here to enter text.

**Email:** Click or tap here to enter text.

**Direct Phone Number:** Click or tap here to enter text.

*Please note that Defence West recommended a minimum of two attendees for the duration of the event, and can host a maximum of four attendees per co-exhibitor.*

**Is your organisation registered on the WA Defence Industry Capability Directory?**

**YES** [ ]

**NO** [ ]

**Is your organisation engaged with Defence West? Please provide details.**

**YES** Click or tap here to enter text.

**NO** Click or tap here to enter text.

**Is your organisation currently engaged with the Office of Defence Industry Support (ODIS) previously known previously as the Centre for Defence Industry Capability? Please provide details.**

**YES** Click or tap here to enter text.

**NO** Click or tap here to enter text.

**Is your organisation a member of any industry associations? Please provide details.**

**YES** Click or tap here to enter text.

**NO** Click or tap here to enter text.

**Part 2 –Organisation Capabilities**

**Please attached your organisation’s quad chart; or provide details of why this is not applicable.**

**YES** [ ]

**NO** Click or tap here to enter text.

**Describe how your organisation supports the defence industry and or aligned sector(s).**

Click or tap here to enter text.

**Select your organisation’s predominate domains.**

* Land:[ ]
* Air: [ ]
* Maritime: [ ]
* Cyber: [ ]
* Space: [ ]
* Information: [ ]
* Services and Training: [ ]
* Home Affairs: [ ]
* Law Enforcement: [ ]
* Asset Security: [ ]

**Detail the Defence programs and or projects aligned to your organisation’s capabilities.**

Click or tap here to enter text.

**Detail your organisation’s current and or previous Defence contracts.**

Click or tap here to enter text.

**Detail anticipated Defence contacts your organisation could generate by attending Land Forces 2022.**

Click or tap here to enter text.

**Part 3 – Co-exhibitor Participation**

**One Attendee is required to ‘bump-in’ your organisation’s co-exhibiting pod on Monday 3 October 2022, between the hours of 1000 – 1500 hours. Please confirm and or provide advice.**

**YES** [ ]

**NO** Click or tap here to enter text.

**Defence West will host an evening networking event Monday, 3 October. Please advise if:**

**Your organisation anticipates attending** Click or tap here to enter text.

**Your organisation does not anticipate attending** Click or tap here to enter text.

**Do Attendees plan to attend any of Land Forces 2022 aligned conferences and or seminars?**

**YES** Click or tap here to enter text.

**NO** Click or tap here to enter text.

**Does your organisation plan to transport product displays? Please confirm and provide details such as dimensions, weight, interactive elements, power, internet, plinths, packing requirements, and set-up time.**

**YES** Click or tap here to enter text.

**NO** [ ]

**Product display photos or attachment.**



**Does your organisation intent to display marketing material?**

**YES** Click or tap here to enter text.

**NO** [ ]

**Is organisation intending to display weapons?**

**YES** [ ]

**NO** [ ]

If yes, it is imperative you established communication with Queensland Police Service Weapons Licensing (weapons.landforces@police.qld.gov.au).

**Part 4 – The Outcomes**

**What are you organisation’s objectives of attending Land Forces 2022? Please provide details.**

Click or tap here to enter text.

**Rank in order of importance, the following attendance aims.**

* + **Generate leads**: Select
	+ **Generate sales:** Select
	+ **Engage with sector**: Select
	+ **Increase organisation visibility** Select

**Does your organisation anticipate sales opportunities following Land Forces 2022?**

**YES** [ ]

**NO** [ ]

**Does your organisation anticipate export opportunities following Land Forces 2022?**

**YES** [ ]

**NO** [ ]

**Does your organisation anticipate to sign any contracts or make any announcements at Land Forces 2022?**

**YES** [ ]

**NO** [ ]

**If YES, please provide further details of A$ value of contract/the announcement**.

Click or tap here to enter text.

**Predict anticipated results of attending Land Forces 2022.**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **NA** | **Immediately**  | **Within 12 months**  | **Within 24 months**  |
| **New leads** | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. |
| **New sales** | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. |
| **Additional jobs** | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. |
| **Exports** | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. |
| **New international markets**  | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. |

**How much does your organisation anticipating investing to attend Land Forces 2022?**

Click or tap here to enter text.

**Has your organisation attended any AMDA hosted events previously? If so, please complete the following:**

* **Which events?**
* Click or tap here to enter text.
* **How many contacts did your organisation secure from attending?**
* Click or tap here to enter text.
* **How many of these contacts were solid leads [follow up meeting, program/project discussions, tender submission, contract negotiations]?**

Click or tap here to enter text.

**How did you hear about this EOI?:**

Click or tap here to enter text.

**EOI application is authorised by:**

**Name:** Click or tap here to enter text.

**Position:** Click or tap here to enter text.

**Organisation:** Click or tap here to enter text.

**Signature:** 

**Date:** Click or tap to enter a date.

**Additional Information**

* The opportunity to be Co-Exhibit on the Defence West stand at the Land Forces 2022: International Land Defence Exposition (Land Forces) is reserved for Western Australian based organisations.
* Applications are reserved for Western Australian organisation that will not have their own stand and Land Forces.
* Applications will be evaluated and weighted against each other to produce a score for the outcome of this Expression of Interest (EOI).
* EOI selection will be final, and formal feedback is available for this event.
* Defence West will undertake this assessment following the closing date of Sunday 17 July 2022, and will advise all applicants of the outcome by no later than Monday 1 August 2022.
* Selected Co-Exhibitors agree to adhere to guidelines of the conference organisers, conference hosts, and event venue.
* Selected Co-Exhibitors are responsible for liability insurance documents and other required forms of the conference organisers, conference hosts, and event venue.
* Successful Co-Exhibitors stand entitlements:
* Co-exhibitor pod free of charge
* personalised company graphics
* monitor
* power access
* bar stool
* lockable cupboard
* Defence West will provide a pre-departure briefing for all WA organisations attending Land Forces.
* Defence West will assist in arranging delegation visits, industry introductions and networking
* Defence West will provide post-attendance feedback and ongoing engagement support.
* Successful Co-Exhibitors general expenses are (but not limited to):
* Flights
* Accommodation
* transfers
* Meals
* personal incidentals
* freight of items (noting that SCHENKER is the event’s exclusive supplier)
* promotional and marketing collateral

*COVID & Force Majeure*

* Land Forces will be planned with flexibility to reshape or withdraw in accordance with COVID-19 requirements, or matters outside of Defence West’s control.