

2023 Catalogue Submission Frequently Asked Questions Australian Defence Export Office Portal

When is the 2023 Catalogue Submission period open?

The submission period for the 2023 Australian Defence Sales Catalogue runs from 26 September 2022 until 23:59 AEDT 6 November 2022.

Is the submission process for the 2023 Catalogue different this year?

Yes. This year you must complete a submission via the Australian Defence Export Office Portal web application (app). This is the only way you can apply for the 2023 Catalogue. If your company is not yet registered with the app, you must register first. Registration is free, and it takes around 2 minutes to register as a user. You can find the app via the link on the Australian Military Sales webpage, or search for **ADEO Exporter Portal** on your web browser.

If I have a product or service featured in the current Catalogue do I need to reapply for it to be included in the 2023 edition?

Yes, all companies are required to complete a submission in order to be considered for the 2023 Catalogue. This has not changed from last year. The new submission process will also make applying for future editions of the Catalogue easier, as your information will already be saved in the app.

Are services included or only products?

Both products and services are featured in the Australian Defence Sales Catalogue. You may load several products and/or services in the app, however, you can only select one (1) of those to be featured so please choose carefully – the Assessment Panel will only be reviewing that one choice for inclusion in the 2023 Catalogue.

If I wish to submit multiple products or services do I need to complete a separate submission for each?

No. Only one (1) product or service can be selected for assessment, per company, however other products and/or services can be referenced in the company details section of the submission. Additional products and/or services can be stored in your company profile on the app for use in submissions for future Catalogue editions, should you choose.

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Do all criteria questions need to be answered? Do I have to meet all of the criteria in order to be eligible to apply?

Yes, each question needs to be answered.

Some questions are **mandatory criteria** and must be met in order to be considered for the Catalogue:

- Is your company an Australian company as defined in the [Australian Defence Industrial Capability Plan?](#)
- A minimum of 51% of your product or service must be Australian content and/or Australian manufactured
- Your product or service must be export ready. Export ready is defined as:
 - Exportable within the next 12 months
 - Capable of obtaining an export permit from Defence Export Controls, should you need one
 - A product or service that is being exported, or is planned to be exported and is not limited to domestic sale.

Please note: this publication is for exporters only.

The remaining criteria will support your submission:

- Your product or service is being used or will be used by the Australian Defence Force. Alternatively, Defence has invested or will be investing funds in the development of your product or service.
- Your product or service falls under one of the 14 [Sovereign Industrial Capability Priorities](#).

Do I need to register with Defence Export Controls?

Yes, to obtain a Defence Export Controls [Client Registration Number \(DCRN\)](#). This is a requirement to meet the criteria to be considered for the Catalogue. We appreciate your product or service may not require an export permit, but you still must register with Defence Export Controls.

How much information do I need to provide for the ‘operated by ADF or invested in by Defence’ criteria?

When describing how your product or service is currently used, please provide details including where and by whom. Likewise, if your product or service is not currently being used but has been invested in by Defence then please supply details of the investing parties.

This is NOT a mandatory criteria, only preferred. Defence acknowledges that many products and services produced by Australian defence industry will only ever be exported and it is the aim of the Catalogue to maximise export opportunities.

Can I attach any additional information to my submission?

No additional information should be attached. This is to ensure a level playing field for all submissions.

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How will my submission be treated?

All submissions received by Defence will be treated as Commercial-in-Confidence. Any information provided in submissions must be unclassified in nature.

Will applicants be notified if successful?

All applicants will be notified of the outcome of their submission prior to the release of the Catalogue.

Please note: Defence may contact applicants listed on the submission form to clarify content or images. Please ensure you have the rights or permission to use an image.

What if my submission is not successful?

All applicants will be notified of the outcome of their submission prior to the release of the Catalogue 2023. As space is limited in the Catalogue, some submissions may not be included due to spacing restrictions. This may include products or services which were featured in previous editions of Catalogue.

Please note: Defence reserves the right to exclude submissions for any other reason, and companies are invited to seek feedback if they wish.

What if I still have questions?

Please contact the administrators, Australian Military Sales, within the Australian Defence Exports Office directly at amsc.submissions@defence.gov.au

Supporting Links

Australian Military Sales, within the Australian Defence Export Office

<https://www.defence.gov.au/business-industry/export/australian-defence-export-office>

Australian Defence Export Office Portal <https://exporter.adeoportal.defence.gov.au/>

Defence Export Controls <https://www.defence.gov.au/business-industry/export/controls>