

Australian Defence Sales Catalogue 2022

Frequently Asked Questions

The application period for the 2022 Australian Defence Sales Catalogue opens on **22 July 2021** and will close at **23:59 (AEST) on 26 September 2021**. The FAQs below will assist with completing the application form and submitting for consideration by Australian Military Sales.

Question 1: Applying for entry for the 2022 Catalogue is different this year?

Yes. Previously you could apply using the AMS online application form and emailing to our Mailbox. This year you must apply via the [ICN Gateway](#) and follow the instructions. This is the only way you can apply for the 2022 Catalogue. If your company is not yet registered with ICN Gateway, you must do that first. Registration is free, as is the Catalogue application.

Question 2: What happens if I encounter difficulties applying?

Please take a screen shot of the error message and email AMSC.Submissions@defence.gov.au immediately. If your issue is outside of normal office hours, an AMS representative will contact you the next business day.

Please note: all efforts will be made to contact you in a timely manner. However, given the volume of enquiries we usually receive, it may be up to 24 hours before you are contacted by AMS.

Question 3: If I have a product or service featured in the 2021 Catalogue do I need to reapply for it to be included in the 2022 edition?

Yes, all companies are required to submit an application to be considered for the 2022 Catalogue. For 2022 all applications will be via [ICN Gateway](#)

The new application process will make applying for future editions of the Catalogue easier, as your information will already be saved on the ICN Gateway.

Question 4: Are services included or only products?

Both products and services are featured in Catalogue. But each company may only apply for one service or one product to be featured.

Question 5: Do all 'Criteria' questions need to be answered? Do we have to meet all of the criteria in order to be eligible to apply?

Yes, each criteria needs to be answered. The first three criteria are mandatory and must be met in order to be considered for the Catalogue. A company that is able to meet all five criteria may be given preference over companies that do not.

If you wish to discuss the criteria, or you have questions please contact AMSC.Submissions@defence.gov.au

Question 6: What if I don't require an export permit?

Please make note in your application if you do not require an export permit. Please attach any supporting evidence from [Defence Export Controls](#) that a permit is not needed or that your product or services are not controlled.

Please note: evidence provided to answer this criteria must be from Defence Export Controls only. Documents supplied from another source will not be accepted, and you will be required to contact Defence Export Controls for advice before your application can be considered.

Question 7: 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. AMS acknowledges that many products and services produced by Australian defence industry will only ever be exported and it is the aim of the Catalogue is to maximise export opportunities.

Question 8: How will my application be treated?

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

Question 9: Will applicants be notified if successful?

All applicants will be notified of the outcome of their application prior to the release of the Catalogue. Please note that AMS may contact applicants listed on the submission form to clarify content or images.

Question 10: What if my application is not successful?

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

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

Question 11: If I wish to submit multiple products or services do I need to complete a separate application for each?

No. Only one (1) application will be accepted per company. If you have several products and/or services then please select one. Other products and/or services can be referenced in the company details section of the application.

Question 12: Can I attach any additional information to my application?

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