

Email Chain 239

From: Jennie s6(d), s9(2)(a)
Sent: Friday, 19 July 2019 12:22 PM
To: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)
Subject: Re: Logos and imagery

Hi

s6(a), s9(2)(a) is attending on behalf of NZDIA. I head off on holiday at midnight on 2nd August for 3 weeks and it was a bit close. I am doing a report for s6(d), s9(2)(a) If you are going maybe we should have a quick joint call to bring s6(d), s9(2)(a) up to date to maximise his impact.

Thanks

Jennie s6(d), s9(2)(a)

s6(d), s9(2)(a)

New Zealand Defence Industry Association Inc.

s6(d), s9(2)(a)
s9(2)(a)

On 19/07/2019, at 12:18 PM, Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii) wrote:

Also – are you going to the D+I awards and conference this year?

From: Jennie s6(d), s9(2)(a) >
Sent: Thursday, 18 July 2019 6:27 PM
To: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)
Subject: Re: Logos and imagery

I am going of course but s9(2)(a), s6(d) coming too!

On Thu, 18 Jul 2019 at 6:05 PM, Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii) wrote:

Does that mean you're not going?

From: Jennie s6(d), s9(2)(a) >
Sent: Thursday, 18 July 2019 2:28 PM
To: Sarah s. 9(2)(a) & 9(2)(g)(ii)
Cc: Deborah Howarth s. 9(2)(a) & 9(2)(g)(ii); Graeme Solloway - AKL s. 9(2)(a) & 9(2)(g)(ii) Amanda s. 9(2)(a) & 9(2)(g)(ii) Cheryl

s. 9(2)(a) & 9(2)(g)(ii)

s9(2)(a), s6(d)

Subject: Re: Logos and imagery

Hi all

We will miss s9(2)(a) but looking forward to working with s9(2)(a), s9(2)(g)(ii) s9(2)(a), s6(d) from our team is running things from our end and will attend for a couple of the days.

Regards

Jennie s9(2)(a), s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
s6(d), s9(2)(a)
s9(2)(a)

On 10/07/2019, at 3:54 PM, Sarah s. 9(2)(a) & 9(2)(g)(ii) wrote:

Hi Deb and Jennie

Hope you're both well. It's my last day at NZTE this Friday, so Amanda s. 9(2)(a) & 9(2)(g)(ii) will be taking over the NZ Pavilion design and build until my replacement arrives (as they are recruiting for a three-month internal secondment at the moment).

We will eventually need imagery and logos for your areas of the stand, so if you could please send them through to Amanda when the stand designers (still to be decided as we have three agencies putting pitch designs together) need them. We won't know the dimensions of imagery required until the stand designers and designs are decided upon/confirmed.

Best wishes for Pacific 2019, I'm sure it'll be a huge success and I will really miss working with you!!! I'll pop down to Darling Harbour to meet you for a coffee or drink in October, if you have time!

Sarah xo

Sarah s. 9(2)(a) & 9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)

T s. 9(2)(a) & 9(2)(g)(ii)

M + s. 9(2)(a) & 9(2)(g)(ii)

W nzte.govt.nz W newzealand.com/business <image002.png>

[Level 22, 20 Bond Street, Sydney, NSW 2000](#)
GPO Box 54, Sydney, NSW 2001, AUSTRALIA

<image001.png>

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow into international markets.

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

=====
===

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

=====
===

--

Jennie s6(d), s9(2)(a)

s6(d), s9(2)

New Zealand Defence Industry Association

s6(d), s9(2)(a)

s. 9(2)(a) & 9(2)(g)(ii)

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

=====
===

Email Chain 238

-----Original Appointment-----

From: jennie s6(d), s9(2)(a)

Sent: Wednesday, 17 July 2019 2:24 PM

To: s9(2)(a), s6(d); s. 9(2)(a) & 9(2)(g)(ii)

s9(2)(a) Graeme Solloway - AKL;

s9(2)(a), s6(d) | s. 9(2)(a) & 9(2)(g)(ii) | s9(2)(a), s6(d) ;

s9(2)(a), s6(d) | s. 9(2)(a) & 9(2)(g)(ii)

s9(2)(a), s6(d) ;

s9(2)(a), s6(d) | s. 9(2)(a) & 9(2)(g)(ii)

s9(2)(a), s6(d) | s. 9(2)(a) & 9(2)(g)(ii)

Subject: Updated invitation with note: Unclassified: NZDIA Working Group @ Wed 18 Sep 2019 9:30am - 11:50am (NZST) s9(2)(a), s9(2)(g)(ii)

When: Wednesday, 18 September 2019 9:30 AM-11:50 AM (UTC+12:00) Auckland, Wellington.

Where: s9(2)(b)(ii); s6(d)

This event has been changed with this note:

s9(2)(b)(ii), s6(d) . "

[more details »](#)

Unclassified: NZDIA Working Group

When Wed 18 Sep 2019 9:30am – 11:50am New Zealand Time

Where

Changed: s9(2)(b)(ii); s6(d)

[\(map\)](#)

Calendar

s. 9(2)(a) & 9(2)(g)(ii)

Who

• **s6(d), s9(2)(a)** - organiser

• **s9(2)(a), s6(d)**

• **[redacted]**

• **s. 9(2)(a) & 9(2)(g)(ii)**

• **s9(2)(a), s6(d)**

• **[redacted]**

• **s. 9(2)(a) & 9(2)(g)(ii)**

• **s9(2)(a), s6(d)**

• **s. 9(2)(a) & 9(2)(g)(ii)**

• **s9(2)(a), s6(d)**

• **[redacted]**

• **[redacted]**

• **s. 9(2)(a) & 9(2)(g)(ii)**

• **s9(2)(a), s6(d)**

• **[redacted]**

• **[redacted]**

• **s. 9(2)(a) & 9(2)(g)(ii)**

• **s9(2)(a), s6(d)**

• **s. 9(2)(a) & 9(2)(g)(ii)**

s6(d), s9(2)(b)(ii)

Going **s. 9(2)(a) & 9(2)(g)(ii)**)? [Yes](#) - [Maybe](#) - [No](#) [more options »](#)

Invitation from [Google Calendar](#)

You are receiving this courtesy email at the account **s. 9(2)(a) & 9(2)(g)(ii)** because you are an attendee of this event.

To stop receiving future updates for this event, decline this event. Alternatively, you can sign up for a Google Account at <https://www.google.com/calendar/> and control your notification settings for your entire calendar.

Forwarding this invitation could allow any recipient to send a response to the organiser and be added to the guest list, invite others regardless of their own invitation status or to modify your RSVP. [Learn more](#).

Email Chain 237

From: [REDACTED] s9(2)(a), s6(d)
Sent: Wednesday, 17 July 2019 11:19 AM
To: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii) >
Subject: NZDIA Logo for Pacific

Hi Graeme,

Please see attached.

Thanks

[REDACTED] s6(d), s9(2)(a)

[REDACTED] s6(d), s9(2)(a)

[REDACTED]

New Zealand Defence Industry Association

Mobile [REDACTED] s9(2)(a)

Attachment One: NZDIA-Black-Logo

Email Chain 236

From: Jennie [redacted] >
Sent: Wednesday, 10 July 2019 3:45 PM
To: Graeme Solloway - AKL [redacted]
Cc: [redacted] Richard, [redacted] Wright Huntley, Mr
[redacted] s. 9(2)(a) & 9(2)(g)(ii) Kate, [redacted] s. 9(2)(a) & 9(2)(g)(ii) Howarth
Debbie, Mrs [redacted] s. 9(2)(a) & 9(2)(g)(ii) Hema, Ms
[redacted] s. 9(2)(a) & 9(2)(g)(ii) [redacted] s9(2)(a), s6(d) Nick
[redacted] s. 9(2)(a) & 9(2)(g)(ii)

Subject: Re: Final Text for newsletters going out re DCP Day on 5 August Unclassified Any last comments?

Final final version of the text which picks up a few inconsistencies attached.

Regards

Jennie [redacted]

New Zealand Defence Industry Association

[redacted] s6(d), s9(2)(a)
[redacted] s9(2)(a)



Attachment One: Final Final for approval newsletter txts re DCP 5 August Blurbs 10.7.19

1. [Text of newsletter mailout to NZDIA mailing list excluding NZDF MOD Staff]
Community, Nation and World-An Update on Projects and Plans Supporting New Zealand's Security
Monday 5 August 2019 Wellington CBD
A day of information and discussion

The New Zealand Government's Defence Capability Plan 2019 (DCP) was eagerly awaited and has not disappointed.

With over 30 Defence led capability based investments planned between now and 2035, the DCP provides substantial opportunities for industry. In addition, NZDF is ramping up to launch a large number of smaller projects covering the full ambit of requirements from smaller NZDF led new or replacement capabilities, to Defence Estate projects and through to information and technology.

NZDIA is delighted to be delivering in collaboration with MOD and NZDF, a day of information and discussion between MOD/NZDF and industry.

The agenda and running order will be announced shortly but expect presentations from MOD and Capability Branch on all the key Defence led and NZDF led and NZDF led projects kicking off in 2019/2020. There will also be updates around sustainment and infrastructure investment, to support the DCP.

We are also delighted that there will be opportunities for Project Breakout discussions, between industry players and MOD/NZDF Project leads. As registrations come in, we will work out the best way to facilitate the sessions of greatest demand.

We will be talking to a range of Primes this week about opportunities in their supply chains for these projects. Further information will follow.

The plan for the day is arrival for registration between 0830 and 0915 for a 0930 start, with an address by the Minister of Defence, the Hon. Ron Mark. At 1530 we will switch into the breakout sessions and finish with a drinks reception from 1700 to 1900. The venue is booked but in case we need to move to a larger space the exact venue location will be supplied to registered attendees.

There is a modest charge for attendance:

- NZDIA Members' Representatives - s9(2)(b)(ii) ;
- Non Members - s9(2)(b)(ii) ;
- MOD/NZDF Employees - s9(2)(b)(ii) ; and
- Other Government Employees - s9(2)(b)(ii)

NZDF and MOD staff will be receiving a separate invite. NZDF/MOD people interested in attending should email s. 9(2)(a) & 9(2)(g)(ii) or s9(2)(a), s9(2)(g)(ii) before registering.

* NB: The discussions on Infrastructure will not include any topics covered by the Professional Services Alliance Project.

On Wed, 10 Jul 2019 at 15:14, Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii) wrote:

Thanks Jennie.

I have reread and I still don't see a link for business-people to register. Will it be on something other than the newsletter text? The way your first letter reads all NZDIA members (as well as NZDF/MOD staff) should register via Debbie. You could say in that last para "Anyone from MOD or NZDF interested in attending should email s. 9(2)(a) & 9(2)(g)(ii) before registering"

Cheers
Graeme

From: Jennie s6(d), s9(2)(a)
Sent: Wednesday, 10 July 2019 2:56 PM
To: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)
Cc: Richard, s. 9(2)(a) & 9(2)(g)(ii) ; Wright Huntley, Mr
s. 9(2)(a) & 9(2)(g)(ii) Kate, s. 9(2)(a) & 9(2)(g)(ii) Howarth
Debbie, Mrs s. 9(2)(a) & 9(2)(g)(ii) Hema, Ms
s. 9(2)(a) & 9(2)(g)(ii) ; s9(2)(a), s6(d) Nick
s. 9(2)(a) & 9(2)(g)(ii)
Subject: Re: Final Text for newsletters going out re DCP Day on 5 August Unclassified Any last comments?

Answers:

- Business people use the link to register only NZDF/MOD people email Debbie/Kate
- We will invoice and take CC payments straight away
- NZDF/MOD will need to charge their cost centres and we can send invoices by cost centre- Debbie will ensure there is no confusion as a result of us sending invoices out to NZDF when we have no PO numbers.
- I will add some words about the venue ie it is booked but in case we need to change venue due to the numbers and we will notify the CBD precise venue before the event.

Thanks

Jennie [redacted]
[redacted]
New Zealand Defence Industry Association
[redacted]
[redacted]

On Wed, 10 Jul 2019 at 14:35, Graeme Solloway - AKL <[redacted]> wrote:

A couple of clarifications:

- Do business-people wanting to attend register by contacting Debbie Howarth at [redacted]?
- Is payment to be made on invoice or on the day? If ahead of the event will Debbie be managing payment as part of the registration process?
- Location. [redacted]

Graeme

From: [redacted] Richard, [redacted]
Sent: Wednesday, 10 July 2019 2:10 PM
To: 'Jennie [redacted]'; Wright Huntley, Mr [redacted]
[redacted] Kate, [redacted] Howarth
Debbie, Mrs [redacted] Hema, Ms [redacted]
[redacted] ; [redacted] Graeme
Solloway - AKL <[redacted]>; Nick [redacted]
[redacted]
Subject: RE: Final Text for newsletters going out re DCP Day on 5 August Unclassified Any last comments?

A few suggested amendments.

Cheers

Richard [redacted]
[redacted]
New Zealand Defence Force
T: [redacted]
www.nzdf.mil.nz



A FORCE FOR
NEW ZEALAND

From: Jennie [redacted]
Sent: Wednesday, 10 July 2019 12:44 p.m.
To: Wright Huntley, Mr <[redacted]> Kate, Ms [redacted]
[redacted]; Howarth Debbie, Mrs <[redacted]>;
[redacted] Hema, [redacted] [redacted]

s9(2)(a), s6(d) Richard, s. 9(2)(a) & 9(2)(g)(ii)
Graeme Solloway s9(2)(a), s9(2)(g)(ii); Nick s. 9(2)(a) & 9(2)(g)(ii)
s. 9(2)(a) & 9(2)(g)(ii)

Subject: Final Text for newsletters going out re DCP Day on 5 August Unclassified Any last comments?

Hi all

I have included Graeme s. 9(2)(a) & 9(2)(g)(ii) and Nick s. 9(2)(a) & 9(2)(g)(ii) so they can communicate to their relevant companies.

Have attached 3 sets of newsletter wording:

- To NZDIA mailing list (excluding NZDF and MOD)
- to NZDF and MOD people on mailing list
- to go to NZ Marine AIDN and DTC to go to their mailing lists.

We need to get this out today but any last suggestions for wording?

Thanks

Jennie s9(2)(a), s9(2)(g)(ii)

New Zealand Defence Industry Association

s6(d), s9(2)(a)
s9(2)(a)

The information contained in this Internet Email message is intended for the addressee only and may contain privileged information, but not necessarily the official views or opinions of the New Zealand Defence Force. If you are not the intended recipient you must not use, disclose, copy or distribute this message or the information in it. If you have received this message in error, please Email or telephone the sender immediately.

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

=====
===

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

=====
===

Draft withheld under s.9(2)(g)(i). Final version attached above

Email Chain 235

From: Graeme [redacted]

Sent: Wednesday, 10 July 2019 11:04 AM

To: Jennie [redacted] > [redacted]

Subject: DCP meeting in Wellington 5 Aug

Hi Jennie & [redacted]

Can you send me further details on the planned meeting on the DCP for Wellington on 5 August – soon as please.

I want to circulate information to our customer teams to advise those firms they know that may have an interest. I think its best handled one on one to our customers rather than a broadcast widely.

Need to know – how do they register, what is the cost and when/where?

I was hoping to get there myself but that now looks unlikely as I have to fly to Melbourne that day.

Cheers
Graeme

Graeme [redacted]

T [redacted]

M [redacted]

w nzte.govt.nz



Level 6, 139 Quay Street, Auckland 1010
[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.

Email Chain 234

From: Graeme Solloway - AKL

Sent: Tuesday, 9 July 2019 4:58 PM

To: [redacted] s9(2)(a), s6(d) Jennie [redacted] s6(d), s9(2)(a)
[redacted] s9(2)(a), s6(d)

Subject: Feedback on Thursday

Thanks for the opportunity to be a part of the Positioning for Success workshop on Thursday last week. I really enjoyed it and felt that many of the attendees got a lot out of the event. Sorry, didn't get to writing this earlier – I was away on leave Friday and Monday – taking a bit of time out with in-laws in [redacted] s9(2)(a)

- Good venue and I had no issues with the BYO lunch concept. Only thing was that by the time we broke most of the counter food had disappeared.
- Pleased a survey has gone out – important to capture views.
- Would have been useful to have had an overview of the DCP as well as my presentation on Australia. The skills for the workshop are just as important with respect to selling into NZDF as Australia. I don't think everyone was as knowledgeable about the DCP/NZDF needs as might be supposed.
- Could work on tightening the programme – the Quad Chart workshop wandered a little, although I appreciate wanting to keep it fluid enough to work with where people were at – as there were different levels of knowledge/experience in the room.
- We should share some of the material ahead of time to ensure we capture any discrepancies – see point out about CDIC below.
- Don't try bringing too many different models into a workshop – keep it focussed. Thought Leaders needed a dedicated session in itself and I think confused people, tacked at the end as it was. It wasn't an easy/intuitive model to grasp; I was muddled, don't know about others.

Re CDIC. Only Australian incorporated firms have access to CDIC services, which can mean NZ-owned firms but through their Australian subsidiaries. This definition excludes NZ firms applying either from NZ or from an Australian branch that is not fully incorporated in Australia (trans-Tasman tax treatment means most NZ firms will adopt a branch structure until such time they have a substantial business presence in Australia). I am (really) happy if someone can challenge this.

On the whole well done and congratulations to Jennie for making it happen.

Cheers
Graeme

Graeme Solloway
Programme Leader



NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

T + [redacted] s. 9(2)(a) & 9(2)(g)(ii)

M [redacted] s. 9(2)(a) & 9(2)(g)(ii)

w nzte.govt.nz



Level 6, 139 Quay Street, Auckland 1010
[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.

Email Chain 233

From: [REDACTED] s9(2)(a), s6(d)
Sent: Tuesday, 9 July 2019 10:11 AM
Cc: [REDACTED] s9(2)(a), s6(d) >; [REDACTED] s6(d), s9(2)(a) ; Graeme Solloway - AKL
[REDACTED] s. 9(2)(a) & 9(2)(g)(ii) ; [REDACTED] s9(2)(a), s6(d)
Subject: Positioning for Success - Post Event Collateral & Review

Hi team,

Thank you so much for attending our Pilot on 4 July. It was lovely to have you all with us 🌟 😊 .

Please see attached the presentations and collateral from the day. We are redesigning the pink, white and green sheets and will forward these through shortly. We are also still working through the spreadsheet re the ICN capability categories, and will forward this as well when completed.

Given that this was our first time running the event, **we would really love to have your feedback**. If you could take 1 minute to click on the link below and let us know what went well and what can be improved on.

<https://fs17.formsite.com/NZDIA/bnk5ghtitd/index.html>

Also see the CDIC website, they've got some case studies of small businesses that have used them to push into the defence market. Might be something useful to see how this works from a practical perspective.

<https://www.business.gov.au/Centre-for-Defence-Industry-Capability/News-events-and-resources/Case-studies>

thanks

[REDACTED] s6(d), s9(2)(a)

[REDACTED] s6(d), s9(2)(a)

New Zealand Defence Industry Association

Mobile + [REDACTED] s9(2)(a)

Overview

"The most ambitious, complex and high risk defence spending programme since WWII"

\$200 Billion capital spend on new platforms

Plus ongoing maintenance and operations through to 2040s

Development of industry that will sustain the needs of the ADF and form the basis of an export growth industry

New Zealand access underpinned by CER



\$200 Billion Capital Spend

Integrated Investment Programme over a range of capabilities

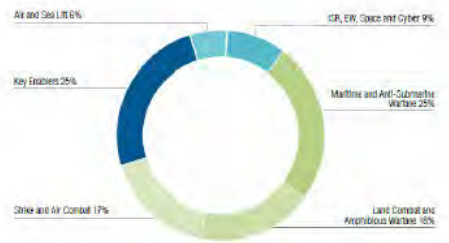


Figure 3: Ten Year Division of Investment by Capability Stream to FY 2025-26



Maritime

- 12 submarines (SEA1000)
- 9 frigates (SEA5000)
- 12 offshore patrol vessels (SEA1180)
- 21 Pacific patrol boats
- Maritime surveillance systems

Land forces

- Armoured vehicles (LAND400)
- Tank upgrades
- Integrated soldier support systems

Air

- Joint strike fighter
- P-8 surveillance aircraft
- Unmanned aircraft
- Electronic support aircraft

Intelligence

- Cyber defence and attack
- Strengthened electronic warfare
- Intelligence collection

Enabling

- Base camp and airfield upgrades
- Space and radar
- Communications

Does not include ongoing operations and maintenance
3:1 opex/capex ratio

Maximise “Australian” Industry

The Commonwealth of Australia see this as transformational – industry building

Legislatively defined requirement for Defence to partner with Australian industry

- Industry as a *Fundamental Input to Capability*
- Assure long-term sustainability of defence assets
- Grow an export industry
- Jobs and Growth
- Broad support

Australia Industry Capability Plan – a requirement for all Prime contractors to Defence to demonstrate how it will maximise Australian industry as a part of their bid

- All contracts above A\$20 million or of significant defence capability
- Technology transfer
- Supply chain
- Exports



New Zealand defined as part of Australian Industry, [2018 Defence Industry Capability Plan](#), section 1.7:
Australian defence industry includes New Zealand entities consistent with the Australia-New Zealand Closer Economic Relations Trade Agreement

How does ADF buy?

Need is defined by Forces requirement and defence strategy

- Integrated Investment Programme

CASG is the key buyer of defence materiel

- Projects eg SEA5000

Look mostly to Primes for fulfilment

- Large international firms
- Transfer technology
- Reduce risk
- Manage sub-contractors
- Entry to global supply chains -> exports



s9(2)(b)(ii), s9(2)(ba)(i)

What do Primes look for in subcontractors

- ✓ Clear value proposition – know what you do well
- ✓ Capability clearly presented – pitch, web, media
- ✓ Financial stability
- ✓ Long-term and strategic view of the defence market
- ✓ History of supply performance
- ✓ Quality of customer base
- ✓ Global competitiveness
- ✓ Appropriate quality assurance (eg ISO9001)
- ✓ A culture of safety, plus compliance with relevant legislation
- ✓ Intellectual property clearly owned and/or authority to offer OEM warranties
- ✓ Compliance with defence security requirements



Prepare for the Defence market

- Commitment from your Board and Executive
- Financial strength to sustain long sell cycles
- Focus on understanding what you are good at
- Build credibility as a (potential) defence supplier
- Consider how you are perceived in the Australian market
 - Be close to your customer
 - Demonstrate how you advantage Australia
- Visit key trade shows to build knowledge and connections
- Get engaged with business networks in NZ and Australia



Defence hygiene

- Quad Charts
- Portals and ICN
- AusTender
- Security clearances



What is NZTE doing?

Our purpose is to grow companies bigger, better, faster for the good of New Zealand

Recognising that the Australian defence market is complex and success is a long-term game

- Build an understanding of the opportunity and challenges
- Find those companies that have the ambition and commitment to succeed in the Australian market
- Prepare our customers to be successful through a range of services and advice in New Zealand and in Australia
- Connect customers with relevant buyers and influencers in the Australian market
 - Trade shows such as Pacific 2019
 - Briefings by Primes
 - Tailored market development for managed customers
- Be alongside our customer's journey into the market

We will do so working with industry and NZ Inc partners

Final Word

Defence is a long-game

Australia's defence programmes run out for decades to come

It will be transformative to high value manufacturing and other industries in this region

Programmes are being defined now and Primes are actively looking to New Zealand for innovative solutions

Contact New Zealand Trade and Enterprise to know more



9



www.nzte.govt.nz

To know more contact NZTE via your Customer Manager,
or ring 0800 555 888

Attachment Two: ICN Capability_User_Guide

Publicly available via:

https://icn.org.au/sites/default/files/Capability_User_Guide.pdf

Attachment Three: Developing Effective Quad Charts s6(d), s9(2)(a)
withheld in its entirety under s9(2)(b)(ii)

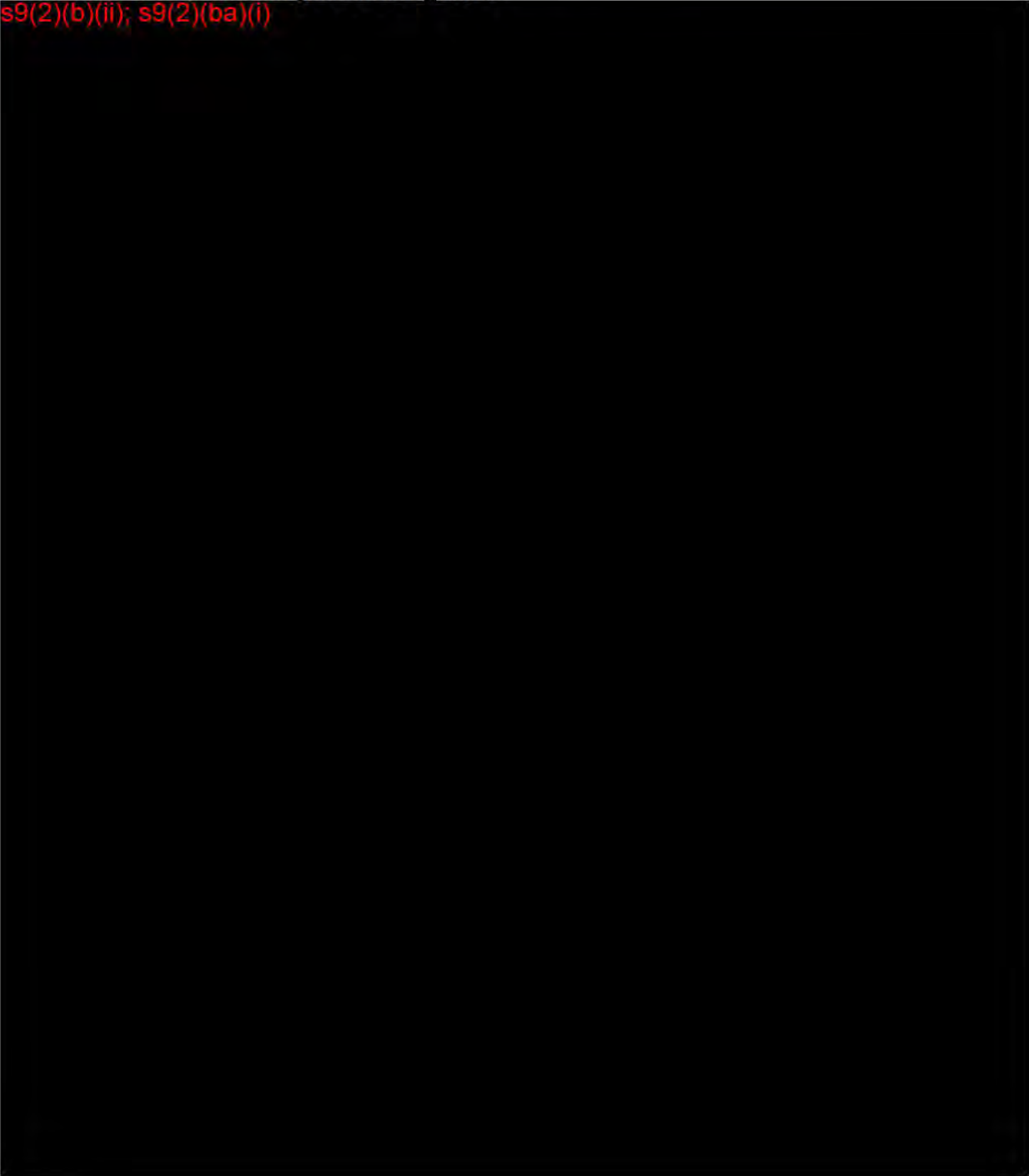
Attachment Four: Creating_an_ICN_Gateway_Company_Profile

Publicly available via:

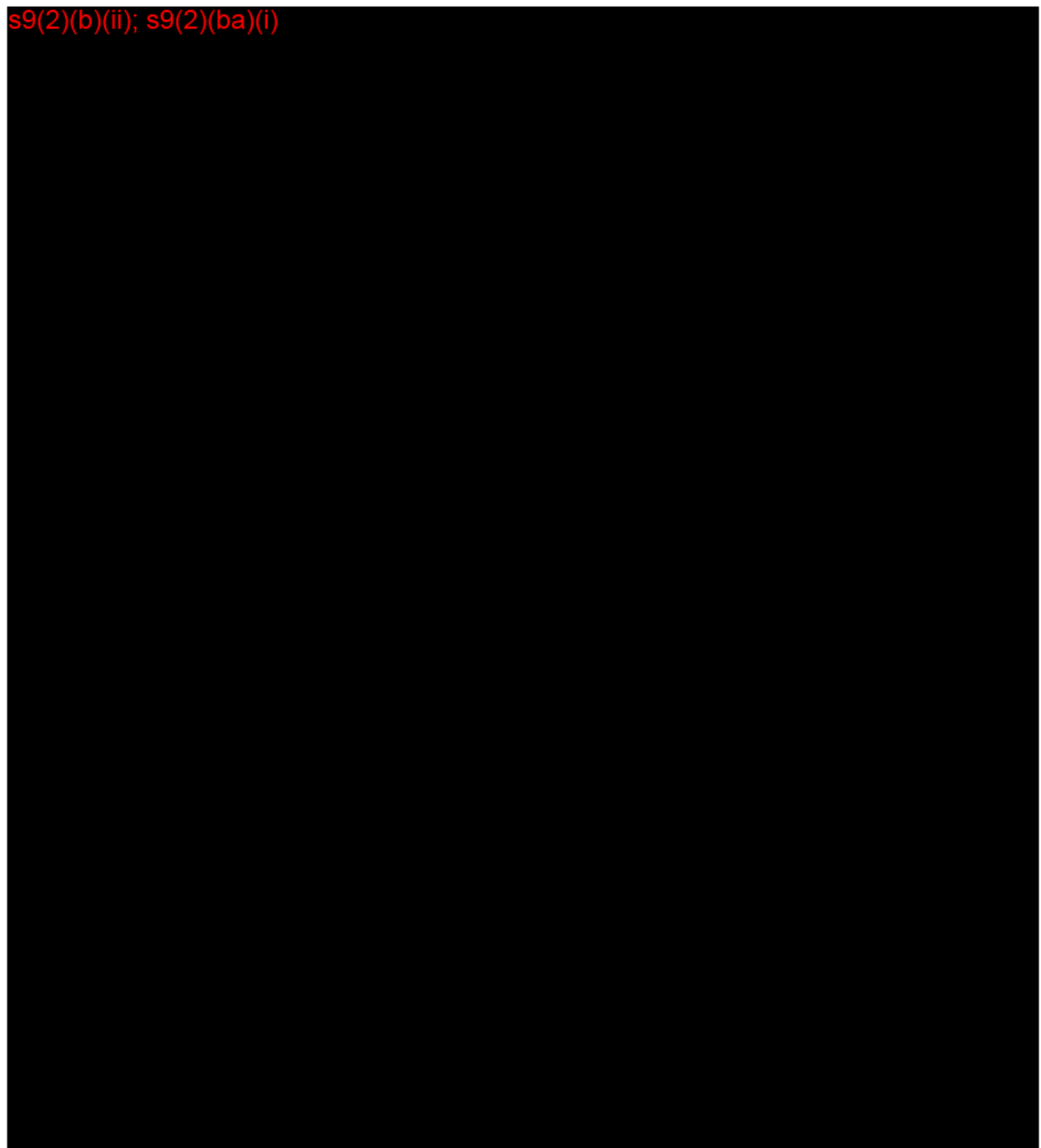
https://gateway.icn.org.au/docs/Creating_an_ICN_Gateway_Company_Profile.pdf

Attachment Five: Positioning for Success_NZDIA

s9(2)(b)(ii); s9(2)(ba)(i)



s9(2)(b)(ii); s9(2)(ba)(i)



s9(2)(b)(ii); s9(2)(ba)(i)

Attachment Five: Qurd Chart Single_ s6(d), s9(2)(a)
withheld in its entirety under s9(2)(b)(ii)

Email Chain 232

From: Jennie [s6(d), s9(2)(a)] >
Sent: Sunday, 7 July 2019 4:36 PM
To: [s9(2)(a), s6(d)]
Cc: [s9(2)(a), s6(d)] Graeme Solloway - AKL
[s. 9(2)(a) & 9(2)(g)(ii)]
Subject: Re: Quad Chart Colleterial

Thanks [s9(2)(a), s6(d)] and Graeme for excellent presentations and guidance. [s6(d), s9(2)(a)] and I will meet tomorrow to sort out sending out collateral and then next steps too. Hope you have had some sleep now [s9(2)(a), s6(d)]

Regards

Jennie [s6(d), s9(2)(a)]
[s6(d), s9(2)(a)]
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
[s6(d), s9(2)(a)]
+ [s9(2)(a)]

On 5/07/2019, at 3:41 PM, [s9(2)(a), s6(d)] wrote:

Also see the CDIC website, they've got some case studies of small businesses that have used them to push into the defence market. Might be something useful to see how this works from a practical perspective.

<https://www.business.gov.au/Centre-for-Defence-Industry-Capability/News-events-and-resources/Case-studies>

From: [s6(d), s9(2)(a)]
Sent: Friday, July 5, 2019 11:21 AM
To: 'Jennie [s6(d), s9(2)(a)] > [s9(2)(a), s6(d)]
Cc: Graeme Solloway -AKL [s9(2)(a), s9(2)(g)(ii)]
Subject: Quad Chart Colleterial

Jennie [s9(2)(a), s6(d)]

Good to spend time with you yesterday, what we did was just a slice of a day-long course that combines structured BD, being customer focused, risk management and developing customer-focused VPs in the context of the Australia Defence Market.

I think what is interesting is that we are doing this more now to support primes upskilling their suppliers to meet local content needs, which is not dissimilar to the group of businesses you had in the workshop yesterday.

I think there might be opportunity membership wise as a good proportion of those businesses probably had less than 20 people (a typical NZ SME), so I am unsure whether there is another member class opportunity. From our experience, large suppliers are often teaming with smaller suppliers to create market opportunities.

Happy to catch up in the coming weeks,

s9(2)(a), s6(d)

s6(d), s9(2)(a) | CEO

NZ: + s9(2)(a) Australia: s9(2)(a)

e s9(2)(a), s6(d)

<image001.jpg>

s9(2)(b)(ii)

, Auckland 1024 New Zealand
PO Box 27432, Auckland 1440 New Zealand

s9(2)(b)(ii)

East Brisbane 4169, Australia

s9(2)(b)(ii)

| Follow us on LinkedIn [<image002.jpg>](#)

IMPORTANT: Before opening or using any attachments, it is your responsibility to check them for viruses and defects. CONFIDENTIALITY: The contents of this email, including any attachments, are confidential and may also be privileged. Any unauthorised use of the contents is expressly prohibited. If you have received this email in error, please advise the sender immediately and then delete this email together with all attachments. Please do not copy, use or disclose this email.

Email Chain 231

From: [REDACTED] s9(2)(a), s6(d)
Sent: Thursday, 4 July 2019 11:43 AM
To: 'Jennie [REDACTED] s6(d), s9(2)(a)'; Graeme Solloway - AKL
[REDACTED] s. 9(2)(a) & 9(2)(g)(ii); [REDACTED] s9(2)(a), s6(d)
Cc: [REDACTED] s9(2)(a), s6(d)
Subject: Evaluation today and soft copy handouts * action required

Hi team,

Just thinking about the post event activities from today's course.

Please review the draft evaluation form on the link below. Do you want to add/delete anything?
<https://fs17.formsite.com/NZDIA/bnk5ghtitd/index.html>

Also, [REDACTED] s9(2)(a), s6(d) from [REDACTED] s9(2)(b)(ii) mentioned the attached might be useful to the attendees. Do you want them sent out? And a link below:

SME grant funding

Australia has a number of grants available to support the development of Australian businesses in the defence industry. This may be of interest to New Zealand companies working with Australian entities. <https://www.business.gov.au/Centre-for-Defence-Industry-Capability/Grants-for-defence-industry>

I would like to send out evaluation form and thank you for attending tomorrow, so if you get a chance to review today/tonight that would be lovely.

Thanks

[REDACTED] s6(d), s9(2)(a)

[REDACTED] s6(d), s9(2)(a)
[REDACTED] s6(d), s9(2)(a)

New Zealand Defence Industry Association

Mobile [REDACTED] s9(2)(a), s6(d)

Attachment One: ICN Capability_User_Guide

Publicly available via:

https://icn.org.au/sites/default/files/Capability_User_Guide.pdf

Attachment Two: Creating_an_ICN_Gateway_Company_Profile

Publicly available via:

https://gateway.icn.org.au/docs/Creating_an_ICN_Gateway_Company_Profile.pdf

Email Chain 230

From: [REDACTED] s9(2)(a), s6(d)
Sent: Wednesday, 3 July 2019 4:35 PM
To: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)
Subject: RE: Final Numbers for tomorrow

Lovely thanks Graeme.

From: Graeme Solloway - AKL
Sent: Wednesday, 3 July 2019 4:29 PM
To: [REDACTED] s9(2)(a), s6(d)
Subject: RE: Final Numbers for tomorrow

[REDACTED] s6(d), s9(2)(a)

Here is my presentation for tomorrow. I'll bring it along on a USB stick as well.

Graeme

Attachment One: Australia Defence_NZDIA Training Day FINAL

Graeme Solloway
Programme Lead
Australia Defence



NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono



Australia Defence

The Changing Face of Government
Procurement

April 2019

Overview

“The most ambitious, complex and high risk defence spending programme since WWII”

\$200 Billion capital spend on new platforms

Plus ongoing maintenance and operations through to 2040s

Development of industry that will sustain the needs of the ADF and form the basis of an export growth industry

New Zealand access underpinned by CER



\$200 Billion Capital Spend

Integrated Investment Programme over a range of capabilities

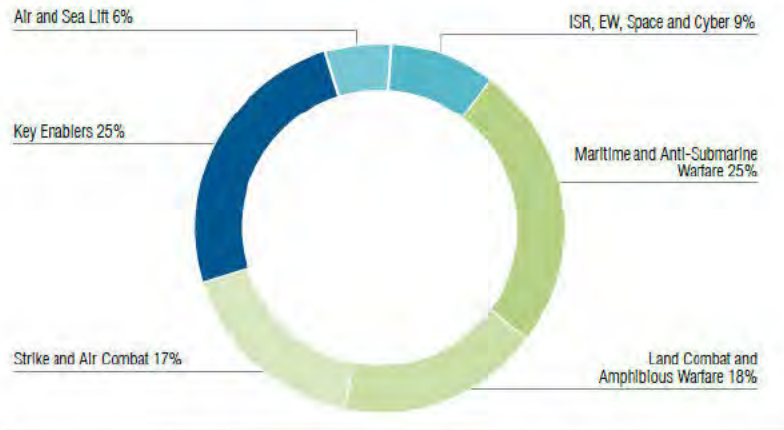


Figure 3: Ten Year Division of Investment by Capability Stream to FY 2025-26



Maritime

- 12 submarines (SEA1000)
- 9 frigates (SEA5000)
- 12 offshore patrol vessels (SEA1180)
- 21 Pacific patrol boats
- Maritime surveillance systems

Land forces

- Armoured vehicles (LAND400)
- Tank upgrades
- Integrated soldier support systems

Air

- Joint strike fighter
- P-8 surveillance aircraft
- Unmanned aircraft
- Electronic support aircraft

Intelligence

- Cyber defence and attack
- Strengthened electronic warfare
- Intelligence collection

Enabling

- Base camp and airfield upgrades
- Space and radar
- Communications

Does not include ongoing operations and maintenance 3:1 opex/capex ratio

Maximise “Australian” Industry

The Commonwealth of Australia see this as transformational – industry building

Legislatively defined requirement for Defence to partner with Australian industry

- Industry as a *Fundamental Input to Capability*
- Assure long-term sustainability of defence assets
- Grow an export industry
- Jobs and Growth
- Broad support

Australia Industry Capability Plan – a requirement for all Prime contractors to Defence to demonstrate how it will maximise Australian industry as a part of their bid

- All contracts above A\$20 million or of significant defence capability
- Technology transfer
- Supply chain
- Exports



New Zealand defined as part of Australian Industry, [*2018 Defence Industry Capability Plan*](#), section 1.7:

Australian defence industry includes New Zealand entities consistent with the Australia-New Zealand Closer Economic Relations Trade Agreement

How does ADF buy?

Need is defined by Forces requirement and defence strategy

- Integrated Investment Programme

CASG is the key buyer of defence materiel

- Projects eg SEA5000

Look mostly to Primes for fulfilment

- Large international firms
- Transfer technology
- Reduce risk
- Manage sub-contractors
- Entry to global supply chains -> exports



s9(2)(b)(ii), s9(2)(ba)(i)

What do Primes look for in subcontractors

- ✓ Clear value proposition – know what you do well
- ✓ Capability clearly presented – pitch, web, media
- ✓ Financial stability
- ✓ Long-term and strategic view of the defence market
- ✓ History of supply performance
- ✓ Quality of customer base
- ✓ Global competitiveness
- ✓ Appropriate quality assurance (eg ISO9001)
- ✓ A culture of safety, plus compliance with relevant legislation
- ✓ Intellectual property clearly owned and/or authority to offer OEM warranties
- ✓ Compliance with defence security requirements



Prepare for the Defence market

- Commitment from your Board and Executive
- Financial strength to sustain long sell cycles
- Focus on understanding what you are good at
- Build credibility as a (potential) defence supplier
- Consider how you are perceived in the Australian market
 - Be close to your customer
 - Demonstrate how you advantage Australia
- Visit key trade shows to build knowledge and connections
- Get engaged with business networks in NZ and Australia



Defence hygiene

- Quad Charts
- Portals and ICN
- AusTender
- Security clearances



Final Word

- Defence is a long-game
- Australia's defence programmes run out for decades to come
- It will be transformative to high value manufacturing and other industries in this region
- Programmes are being defined now and Primes are actively looking to New Zealand for innovative solutions
- Contact New Zealand Trade and Enterprise to know more



NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

www.nzte.govt.nz

To know more contact NZTE via your Customer Manager,
or ring 0800 555 888

From: [REDACTED] s9(2)(a), s6(d)
Sent: Wednesday, 10 April 2019 8:32 AM
To: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)
Subject: Presentation slides

Morning Graeme,
Jennie was wondering if you might be able to send through your slides from your presentation on Monday in Wellington.
If you could send them to me that would be lovely.
Thanks so much 😊

s6(d), s9(2)(a)

New Zealand Defence Industry Association

Mobile + s9(2)(a)

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

=====
===

Email Chain 229

From: [REDACTED] s9(2)(a), s6(d)
Sent: Tuesday, 2 April 2019 1:44 PM
To: 'Jennie [REDACTED] s6(d), s9(2)(a) >; Graeme Solloway -AKL
[REDACTED] s. 9(2)(a) & 9(2)(g)(ii) ; 'HOWARTH DEBBIE, MRS' [REDACTED] s. 9(2)(a) & 9(2)(g)(ii)
Subject: RE: Pacific 2019 Planning do we start on the project timeline?

Hi team,
Just following up on this. Would you like me to set up a planning meeting for us to kick of what needs doing?

[REDACTED] s6(d), s9(2)(a)

[REDACTED] s6(d), s9(2)(a)

New Zealand Defence Industry Association
Mobile + [REDACTED] s9(2)(a)

From: Jennie [REDACTED] s6(d), s9(2)(a) >
Sent: Monday, 18 March 2019 12:26 PM
To: Graeme Solloway [REDACTED] s9(2)(a), s9(2)(g)(ii) ; HOWARTH DEBBIE, MRS
[REDACTED] s. 9(2)(a) & 9(2)(g)(ii) >; [REDACTED] s9(2)(a), s6(d)
Subject: Pacific 2019 Planning do we start on the project timeline?

[REDACTED] s6(d), s9(2)(a) will be running the planning and organising from our side.
Regards

Jennie [REDACTED] s6(d), s9(2)(a)
[REDACTED] s6(d), s9(2)(a)
New Zealand Defence Industry Association
[REDACTED] s6(d), s9(2)(a)
[REDACTED] s9(2)(a)

Email Chain 228

From: Graeme Solloway - AKL

Sent: Tuesday, 2 July 2019 3:38 PM

To: s9(2)(a), s6(d)

Subject: RE: Unclassified: 4 July Positioning for Success - IMPORTANT VENUE CHANGE

Thanks s6(d), s9(2)(a)

Graeme

From: s9(2)(a), s6(d)

Sent: Tuesday, 2 July 2019 1:16 PM

Cc: s9(2)(a), s6(d) Graeme Solloway - AKL

s. 9(2)(a) & 9(2)(g)(ii) s6(d), s9(2)(a); s9(2)(a), s6(d)

Subject: Unclassified: 4 July Positioning for Success - IMPORTANT VENUE CHANGE

Hi team,

Thank you so much for your registration for the Positioning for Success event on 4 July.

A few reminders about the event on Thursday:

- Due to an increase in numbers (wonderful news!) the venue has changed to s9(2)(b)(ii); s6(d).
- We are not providing catering, but there is a great café at s9(2)(a), s6(d).
- Given that it's the first time we are running this, we have decided to offer this complimentary! You are part of our first intake so any and all feedback will be greatly received.
- Please see attached updated agenda for the day.

If you have any concerns or questions, please let me know.

We look forward to seeing you.

s9(2)(a), s6(d)


s9(2)(a), s6(d)

New Zealand Defence Industry Association

Mobile + s9(2)(a)

Attachment One: Positioning for Success Agenda FINAL

s9(2)(ba)(i)



Email Chain 227

From: [REDACTED] s9(2)(a), s6(d)
Sent: Tuesday, 2 July 2019 1:09 PM
To: 'Jennie [REDACTED] s6(d), s9(2)(a) >; Graeme Solloway - AKL
[REDACTED] s. 9(2)(a) & 9(2)(g)(ii) [REDACTED] s9(2)(a), s6(d)
Subject: 4 July Positioning for Success

Hi team,

Just a quick double check to see that you are all ok for presenting on Thursday?

The venue has changed back to [REDACTED] s9(2)(b)(ii), s6(d) due to an increase in numbers. See attached attendee list for your information.

[REDACTED] s9(2)(a), s6(d) I will get flipchart paper and pens ready for you the morning of the event.

I'm sending out comms shortly to all attendees advising venue change.

Any other last minute requests let me know ●

Thanks

[REDACTED] s9(2)(a), s6(d)

[REDACTED] s6(d), s9(2)(a)

New Zealand Defence Industry Association

Mobile + [REDACTED] s9(2)(a)

Attachment One: Positioning for Success Agenda FINAL

s9(2)(ba)(ii)



Attachment Two: Attendee List FINAL

First Name	Surname	Organisation	Title	Email Address for Confirmation of your Registration
s9(2)(a), s6(d)	s9(2)(a), s6(d)	s9(2)(b)(ii)	Auckland Manager	s9(2)(a), s6(d)
			Territory Manager	
Nick	s9(2)(a) & s9(2)(b)(ii)	Callaghan Innovation	Research Projects Developer	s. 9(2)(a) & 9(2)(g)(ii)
s9(2)(a), s6(d)	s9(2)(b)(ii)		Sales and Marketing Manager	s9(2)(a), s6(d)
			General Manager, Digital Services	
			National Business Development Manager	
			General Manager, Beca Applied Technologies Ltd	
			Business Development Manager	
			Director	
			Senior Project Manager	
			COO	
Bernie	s. 9(2)(a) & 9(2)(g)(ii)	NZDF		s. 9(2)(a) & 9(2)(g)(ii)
Graeme		NZTE		
s9(2)(a), s6(d)	s9(2)(b)(ii)		Business Development Manager	s9(2)(a), s6(d)
			Business Development Manager	
			CEO	
			Consultant	
			Defence Sales Manager	
			Director	
Jason	s. 9(2)(a) & 9(2)(g)(ii)	NZDF - Capability Branch		s. 9(2)(a) & 9(2)(g)(ii)

Email Chain 226

From: [REDACTED] s9(2)(a), s6(d)
Sent: Monday, 1 July 2019 11:13 AM
To: [REDACTED] s9(2)(a), s6(d)
Cc: 'Jennie [REDACTED] s6(d), s9(2)(a) >; Graeme Solloway - AKL
[REDACTED] s. 9(2)(a) & 9(2)(g)(ii)
Subject: FW: Avalon 2021 - Reserve your space
Hi [REDACTED] s6(d), s9(2)(a)

We would like to secure space for 2021. Similar size to what we had this year.

Many thanks

[REDACTED] s6(d), s9(2)(a)

New Zealand Defence Industry Association
Mobile [REDACTED] s9(2)(a)

On 25/06/2019, at 1:31 PM, [REDACTED] s9(2)(a), s6(d) wrote:

Good Morning,

On behalf of the entire team, thank you once again for your support of Avalon 2019.

Although it seems like it only just finished, planning has already commenced for Avalon 2021. As such, I am writing to see if you would like to take the opportunity to reserve your 2019 space for Avalon 2021. We have a grandfather policy that affords all existing exhibitors a dedicated window of time to re-reserve their space for the following show. At this stage all I require is a reservation; I don't require order forms so there is no obligation attached.

It would be greatly appreciated if you could please advise your intentions for Avalon 2021 by midnight (AEST) on Sunday 14 July 2019. After this point, all unreserved space will be made available for sale.

Exhibitors looking to move location or increase in size are also requested to submit intentions as these requests will be actioned in order of receipt.

Thank you once again for your support in 2019 and I look forward to working with you again to make Avalon 2021 another fantastic show.

Kind Regards.

[REDACTED] s6(d) [REDACTED] s9(2)(a)

Aerospace, Maritime, Defence & Security Foundation of Australia Limited

<image002.jpg>

PO Box 4095
GEELONG VIC 3220

Email: [REDACTED] s9(2)(a), s6(d)

Ph: + [REDACTED] s9(2)(a)

Mobile: + [REDACTED] s9(2)(a)

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

Email Chain 225

From: Graeme Solloway - AKL

Sent: Friday, 28 June 2019 4:23 PM

To: Jennie s6(d), s9(2)(a) >; Deborah Howarth < s. 9(2)(a) & 9(2)(g)(ii) >

Cc: s9(2)(a), s6(d)

Subject: RE: Avalon 2021 - Reserve your space

Hi Jennie,

Go ahead and secure the space as there is no obligation. I am only going to consider our plans for further trade shows after Pacific '19.

Cheers

Graeme

From: Jennie s6(d), s9(2)(a) >

Sent: Friday, 28 June 2019 4:05 PM

To: Deborah Howarth < s. 9(2)(a) & 9(2)(g)(ii) >; Graeme Solloway - AKL

s. 9(2)(a) & 9(2)(g)(ii)

Cc: s9(2)(a), s6(d)

Subject: Re: Avalon 2021 - Reserve your space

Shall we go ahead and ask for a similar size to this year then figure it out? Graeme, is this one for NZTE?

Regards

On 25/06/2019, at 1:31 PM, s9(2)(a), s6(d) wrote:

Good Morning,

On behalf of the entire team, thank you once again for your support of Avalon 2019.

Although it seems like it only just finished, planning has already commenced for Avalon 2021. As such, I am writing to see if you would like to take the opportunity to reserve your 2019 space for Avalon 2021. We have a grandfather policy that affords all existing exhibitors a dedicated window of time to re-reserve their space for the following show. At this stage all I require is a reservation; I don't require order forms so there is no obligation attached.

It would be greatly appreciated if you could please advise your intentions for Avalon 2021 by midnight (AEST) on Sunday 14 July 2019. After this point, all unreserved space will be made available for sale.

Exhibitors looking to move location or increase in size are also requested to submit intentions as these requests will be actioned in order of receipt.

Thank you once again for your support in 2019 and I look forward to working with you again to make Avalon 2021 another fantastic show.

Kind Regards.

s6(d) s9(2)(a)

s9(2)(a) [REDACTED]

Aerospace, Maritime, Defence & Security Foundation of Australia Limited

<image002.jpg>

PO Box 4095

GEELONG VIC 3220

Email: s9(2)(a), s6(d) [REDACTED]

Ph: s9(2)(a) [REDACTED]

[REDACTED]

Email Chain 224

From: [redacted] s9(2)(a), s6(d)

Sent: Thursday, 27 June 2019 12:41 PM

Cc: [redacted] s9(2)(a), s6(d) Graeme Solloway - AKL

[redacted] s. 9(2)(a) & 9(2)(g)(ii) ; 'Jennie [redacted] s6(d), s9(2)(a) > [redacted] s9(2)(a), s9(2)(g)(ii),

[redacted] s. 9(2)(a) & 9(2)(g)(ii) 'Howarth Debbie, Mrs' < [redacted] s. 9(2)(a) & 9(2)(g)(ii) >;

[redacted] s9(2)(a), s6(d)

Subject: Unclassified: 4 July - Positioning for Success event

Hi team,

Thank you so much for your registration for the Positioning for Success event on 4 July.

Given that it's the first time we are running this, we have decided to offer this complimentary! You are part of our first intake so any and all feedback will be greatly received.

Please see attached updated agenda for the day.

Points to Note:

- Venue has changed to the NZDF Auckland office at [redacted] s9(2)(b)(ii); s6(d)
- Please bring id with you
- We are not providing catering, but there is a great café downstairs.

If you have any concerns or questions, please let me know.

We look forward to seeing you.

[redacted] s6(d), s9(2)(b)(ii)

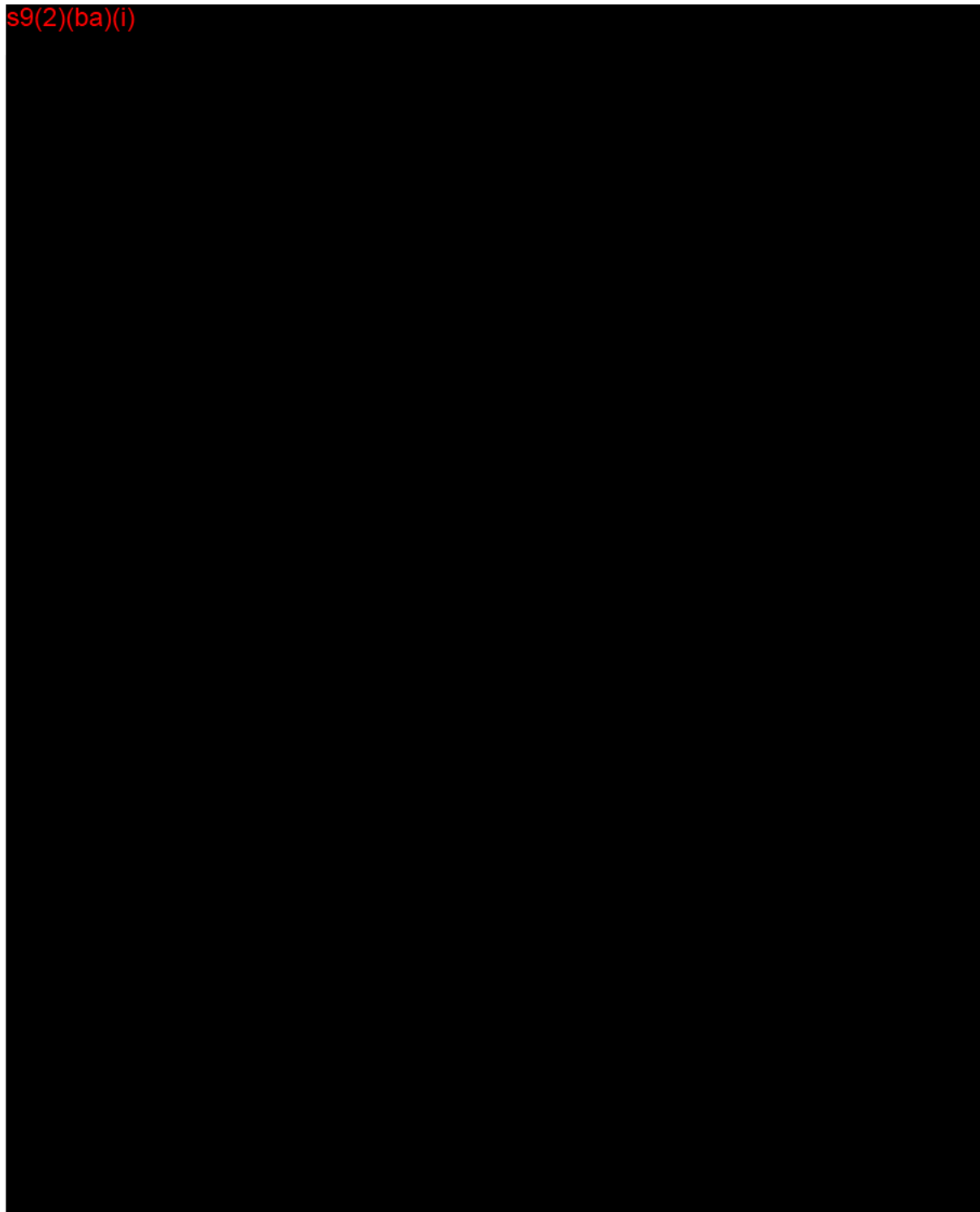
[redacted] s6(d), s9(2)(a)

New Zealand Defence Industry Association

Mobile + [redacted] s9(2)(a)

Attachment One: Positioning for Success Agenda FINAL

s9(2)(ba)(i)



Email Chain 223

From: Cheryl [REDACTED] s. 9(2)(a) & 9(2)(g)(ii)
Sent: Friday, 21 June 2019 5:22 PM
To: Jennie [REDACTED] s6(d), s9(2)(a) >
Cc: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii) ; Sarah [REDACTED] s. 9(2)(a) & 9(2)(g)(ii)
[REDACTED] s. 9(2)(a) & 9(2)(g)(ii) ; [REDACTED] s9(2)(a), s6(d)
Subject: RE: Walkers package at Pacific

Hi Jennie,

We don't have a fancy flyer, but here is the information:

Visitor delegate
[REDACTED] s9(2)(b)(ii)
<ul style="list-style-type: none">• One registered trade visitor pass to the Exhibition. Others can be procured from the Pacific 2019 website.• Use of the common meeting facilities on the New Zealand stand.• Logo placement on a panel in the common space on the New Zealand stand, visible to passing trade audience.• Tray space to display one brochure type in the common space on the New Zealand stand.• Use of storage facilities for personal belongings (note this is unsecured storage and will be limited to allowing for one bag or briefcase per person).• Attendance at the New Zealand networking event.• To the extent we are able, NZTE will assist you with:<ul style="list-style-type: none">○ Establishing one-on-one meetings; and○ Introductions to key Australian agencies.• Pre-departure briefing in Auckland (date TBC).• Being alongside other New Zealand companies, NZDF and agencies at this important trade event.

Many thanks,

Cheryl s.9(2)(a) & 9(2)(g)(ii)
s9(2)(a), s9(2)(g)(ii)

T s. 9(2)(a) & 9(2)(g)(ii)

M s. 9(2)(a) & 9(2)(g)(ii)

W newzealand.com/business



**NEW ZEALAND
TRADE & ENTERPRISE**
Te Taurapa Tūhono

Level 22 / 20 Bond Street, Sydney, NSW 2000, Australia
[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow into international markets.

From: Jennie s6(d), s9(2)(a)

Sent: Friday, 21 June 2019 5:07 PM

To: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii); s9(2)(a)
s9(2)(a); Sarah s. 9(2)(a) & 9(2)(g)(ii) Cheryl s. 9(2)(a) & 9(2)(g)(ii)

Subject: Walkers package at Pacific

Hi

I am still encouraging people to look at this. Do we have a flyer with the terms? Cannot find it for some reason.

Thanks

Jennie s6(d), s9(2)(a)

New Zealand Defence Industry Association

s6(d), s9(2)(a)
s9(2)(a)



Email Chain 222

From: [redacted] s9(2)(a), s6(d)
Sent: Tuesday, 18 June 2019 8:36 AM
To: Graeme Solloway - AKL [redacted] s9(2)(a), s9(2)(g)(ii) >
Subject: RE: Unclassified: Pilot Event 4 July * Positioning for Success

Ok no worries, thanks for checking.

From: Graeme Solloway - AKL [redacted] s9(2)(a), s9(2)(g)(ii) >
Sent: Monday, 17 June 2019 9:07 PM
To: [redacted] s9(2)(a), s6(d)
Cc: [redacted] s. 9(2)(a) & s. 6(a) [redacted] s9(2)(a)
[redacted] s9(2)(a), s6(d) ; Jennie [redacted] s6(d), s9(2)(a) Howarth Debbie, Mrs
[redacted] s. 9(2)(a) & 9(2)(g)(ii)
Subject: Re: Unclassified: Pilot Event 4 July * Positioning for Success

Re NZTE Boardroom, sorry it's not available. Nor is the large meeting room on Level 5.
Ngā Mihi
Graeme [redacted] s. 9(2)(a) & 9(2)(g)(ii)
New Zealand Trade and Enterprise
M [redacted] s9(2)(a)

Sent from my iPhone
From: [redacted] s9(2)(a), s6(d)
Sent: Monday, 17 June 2019 4:50 PM
To: Graeme Solloway - AKL [redacted] s9(2)(a), s9(2)(g)(ii) >; [redacted] s. 9(2)(a) & s. 6(a) [redacted] s9(2)(a) 'Jennie [redacted] s6(d), s9(2)(a) >; 'Howarth Debbie, Mrs' [redacted] s. 9(2)(a) & 9(2)(g)(ii) >
Subject: Unclassified: Pilot Event 4 July * Positioning for Success

Hi team,
Please see attached the latest DRAFT agenda for our event on 4 July.
Can you please come back to me with your comments/thoughts so I can collate.

Actions Required:

- Jennie – please send Philippa slides from Graeme
- Graeme – is the NZTE boardroom available on 4 July, in case registration numbers are low
- [redacted] s9(2)(a), s6(d) – once you have had a chance to review, please let me know your topic, room requirements and confirm if the presenter is yourself or someone else
- [redacted] s9(2)(a), s6(d) please double check timings for your sessions are comfortable and we have all your room requirements
- Deb – please confirm if we are able to have someone from NZDF speak on the security segment

Thanks so much
[redacted] s9(2)(a), s6(d)

[redacted] s6(d), s9(2)(a)
New Zealand Defence Industry Association
Mobile [redacted] s9(2)(a)

Attachment One: Positioning for Success Draft Agenda EXTERNAL

s9(2)(ba)(i)



Email Chain 221

From: Jennie [REDACTED]

Sent: Monday, 17 June 2019 8:49 AM

To: Graeme Solloway - AKL [REDACTED]; [REDACTED]
[REDACTED]

Subject: 4 July training

Hi

Sorry for slow responses last week, broken tooth slowed me down!

Spoke to [REDACTED] Friday. We are going ahead on 4th but as a free event which will be a teaser for a full training programme of events for the next 12 months.

Would still like Graeme to kick off. [REDACTED] and I are meeting today to run through our entire proposed programme for 12 months now we have the DCP.

I will talk to [REDACTED] today.

Regards

Jennie [REDACTED]

[REDACTED]

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

[REDACTED]

+ [REDACTED]

Email Chain 220

From: Jennie [REDACTED]
Sent: Friday, 7 June 2019 4:54 PM
To: Graeme Solloway - AKL [REDACTED]
Subject: Fwd: ADM's Pacific 2019 edition opportunities
Begin forwarded message:

From: [REDACTED]
Subject: ADM's Pacific 2019 edition opportunities
Date: 7 June 2019 at 11:18:47 AM NZST
To: [REDACTED]

Hi Jennie, and I hope all is well with you and your team.

As we wind down the Aussie financial year, we look to what's happening in the next one ... and here in Australia, nothing will be bigger than **Pacific 2019**, Darling Harbour Convention Centre Sydney, 8-10 October.

Will you be attending? Maybe exhibiting? Wanting to drive new clients to your business? Wanting to meet just the right defence contacts? And leave a lasting impression as well?

If answering YES to any of these, then why not partner with Australia's premier defence publication, **Australian Defence Magazine** (ADM), to help you achieve your goals.

We know there'll be many magazines from which you can choose ... but only ADM will give you these three very important competitive advantages:

- **ADM is the only publication on the Defence Standing Offer Panel**, making ADM the openly-stated preferred reading of the Department and industry that serves it, and it means that ADM is as close to "official" status as can be. So no matter that others may claim larger circulation or wider distribution, in Australian defence ... ADM has to be read ... and that's the difference;
- **ADM's October edition will feature the Chief of Navy, VADM Mike Noonan**, as our interview guest, so we know at least one rather-influential reader, and
- **ADM will be the only magazine inserted in all the delegate satchels for the Chief of Navy's Sea Power Conference** held during Pacific 2019. This is where you will be seen and read by a most-influential world-wide audience, including the 20+ visiting chiefs of Allied navies attending, inc those of the 5-Eyes nations.

With over \$A95 billion being invested just in new naval assets, all of us have a seriously vested-interest in the outcome, so [REDACTED] and her team are starting their preparation now. **If it's a naval-related defence project, ADM will be covering it**, in the depth you need to stay abreast of all the developments. It also means that there's time for you to make your own contribution ... so if you've got something to say, then let's hear from you soon please. Email her:

[REDACTED] or call her on [REDACTED].

Bookings for Print Advertising close 3 Sept, and artwork is needed 10 Sept, and not later than the 13th so we can have the magazines printed and sent to the SeaPower centre in time. Rates remain unchanged, now nine years, and full pages are guaranteed to be right-facing. Wherever possible, ads are thoughtfully placed so as to be near relevant editorial. Add GST if booking in Aust. Rates and tech specs are on the sheet attached.

Bookings for Digital Advertising close when they're full ... cos unlike print ads, where we can add more pages, all digital ads are placed on a first-come basis, and are placed in exclusivity, not ad-stacked and rotated with others, so there's only limited space. If you want a booking, send me the details and I'll let you know what is available which would help your promotion.

Corporate Profiles: Once again, those companies choosing to exhibit on government stands are invited to send us their corporate profiles, and [REDACTED] will shortly be sending the PDF to the state government coordinators. When you receive it, please complete the form, add your hi-res logo, and send it back. There is no charge for this, and we'll publish as many as we can, giving preference to small and micro-SMEs to assist them first.

So ... over to you with your questions.

Warmest regards and we'll see you in Sydney

[REDACTED]

--



[REDACTED]

[REDACTED]

ADM Group

Australian Defence Magazine

Direct: + [REDACTED]

Mobile: [REDACTED]

Postal: [REDACTED]

Email: [REDACTED]

www.australiandefence.com.au

PACIFIC 2019

BONUS DISTRIBUTION

**PACIFIC AND SEA POWER
CONFERENCES**
8-10 October, Sydney

**ADM'S NORTHERN
AUSTRALIA DEFENCE
SUMMIT**
23-24 Oct, Darwin

PACIFIC 2019

Australia is girt by sea and this geography is not likely to change any time soon. To coincide with the Pacific International Maritime Expo in Sydney, *ADM* this month will be examining all things naval.

We will take a closer look at the Naval Shipbuilding plan in the wake of the federal election to help you join the dots and chart the course ahead for the Defence community.

FROM THE SOURCE

CHIEF OF NAVY VADM MIKE NOONAN (INVITED)



HOT TOPICS

- Submarines
- Patrol boats
- Hunter class
- Unmanned technology
- Naval weapons
- Maritime sustainment
- Maritime workforce
- Naval aviation

DEADLINES

- **Closing Date:**
3 SEP 2019
- **Material Deadline:**
10 SEP 2019

Attachment Two: ADM EDITORIAL PROGRAM



EDITION	SPECIAL FEATURES	BONUSES	DEADLINES
June 2019	ENHANCING THE ADF'S COMBAT CAPABILITY <ul style="list-style-type: none"> Naval Shipbuilding program updates Land vehicle program updates Weapons Helicopter Replacement/Upgrade Projects 		BOOKING: 7 May 2019 MATERIAL: 14 May 2019
July 2019	SURVEILLANCE IN THE LAND DOMAIN <ul style="list-style-type: none"> Enhancing ADF surveillance capabilities Surveillance programs ADF WEAPONS <ul style="list-style-type: none"> Air-launched weapons – land-based weapons – naval weapons Non-kinetic weapons SUPPLY CHAIN MANAGEMENT <ul style="list-style-type: none"> Annual Supply Chain feature on management, security, support, engagement, SMEs. 	ADM's WOMEN IN DEFENCE AWARDS (WIDA): 11 July, Canberra ADM EXCLUSIVE DISTRIBUTION	BOOKING: 4 June 2019 MATERIAL: 11 June 2019
August 2019	DEVELOPMENTS IN UNDERSEA DEFENCE TECHNOLOGY <ul style="list-style-type: none"> Maritime Security and Force Protection – Combat Systems STEM IN DEFENCE <ul style="list-style-type: none"> Focus on STEAM... STEM with Arts – the future Defence Industry workforce ANNUAL SIMULATION COVERAGE <ul style="list-style-type: none"> In-depth look at the synthetic environment and developments across all domains 	ADM's STEM AND DEFENCE SUMMIT: 13 August, Canberra ADM EXCLUSIVE DISTRIBUTION DSEI: 10-13 September, London	BOOKING: 9 July 2019 MATERIAL: 16 July 2019
September 2019	LAND FORCES <ul style="list-style-type: none"> Land projects and capability review Complete and up to date coverage of programs incl Land 400, Land 121, JP 2060, JP 2072, Land 200 and Land 155 DEFENCE SUPPORT AND INFRASTRUCTURE <ul style="list-style-type: none"> Key DE&IG programs 	ADM's DEFENCE ESTATE AND BASE SUPPORT SUMMIT: 12 September, Canberra ADM EXCLUSIVE DISTRIBUTION	BOOKING: 6 August 2019 MATERIAL: 12 August 2019
October 2019	PACIFIC 2019 <ul style="list-style-type: none"> All things naval in this edition to support the biggest maritime show of the year DEFENCE IN THE NORTH <ul style="list-style-type: none"> The geostrategic importance of northern Australia examined through a capability lens. 	PACIFIC 2019 8-10 October, Sydney ADM's NORTHERN AUSTRALIA DEFENCE SUMMIT: 23-24 October, Darwin ADM EXCLUSIVE DISTRIBUTION	BOOKING: 3 September 2019 MATERIAL: 10 September 2019
November 2019	COMMUNICATIONS AND C4I ANNUAL FEATURE <ul style="list-style-type: none"> Including JP 2072, satcoms under JP9102, naval and airborne comms SUSTAINMENT AND MRO <ul style="list-style-type: none"> Annual review of what keeps the ADF operational and in a good state of repair across all three services and key enablers. 	MILCIS 2019: 12-14 November, Canberra SUBMARINE INSTITUTE OF AUSTRALIA ANNUAL CONFERENCE: 18-21 November, Fremantle	BOOKING: 1 October 2019 MATERIAL: 8 October 2019
Dec/Jan 2019/2020	ADM'S TOP 40 AUSTRALIAN DEFENCE CONTRACTORS + TOP 20 SMES ANNUAL PROJECT AND REVIEW AND PREVIEW <ul style="list-style-type: none"> The year that was and the year ahead 	ADM2020 Congress February, Canberra Playhouse Theatre ADM EXCLUSIVE DISTRIBUTION	BOOKING: 27 November 2019 MATERIAL: 4 December 2019
February 2020	AIR POWER 2020 <ul style="list-style-type: none"> A comprehensive breakdown of the RAAF's top projects 	SINGAPORE AIRSHOW 11-16 February	BOOKING: 15 January 2020 MATERIAL: 22 January 2020
March 2020	LAND WARFARE 2020 including MILITARY VEHICLES <ul style="list-style-type: none"> Firepower, Mobility and Protection Project coverage: Various phases of Land 75, Land 125, Land 400, Land 19, Land 2072, Land 907 Tank Upgrade Program BORDER PROTECTION & HOMELAND SECURITY <ul style="list-style-type: none"> Focus on Customs and Border Force activities incl. maritime, immigration issues, homeland and cyber security. 	CIVSEC 2020 24-26 March, Melbourne	BOOKING: 11 February 2020 MATERIAL: 18 February 2020
April 2020	SEAPOW 2020 <ul style="list-style-type: none"> Australian maritime combat power Naval project reports – Naval EW developments Sea 1000 Future Submarine Project – Naval Weapons SPACE <ul style="list-style-type: none"> Australia has a growing space technology community across a range of capabilities to be examined this month 	ADM's SPACE SUMMIT April, Canberra ADM EXCLUSIVE DISTRIBUTION	BOOKING: 6 March 2020 MATERIAL: 13 March 2020
May 2020	ELECTRONIC WARFARE (EW) & UAVs IN THE DIGITAL BATTLESPACE <ul style="list-style-type: none"> The thinking and technology behind the black boxes Surveillance from the Air & Space: UAV's and Satellites CYBER SECURITY IN THE DEFENCE DOMAIN <ul style="list-style-type: none"> Understanding and managing the threat The role for Defence, security agencies and Defence industry 		BOOKING: 9 April 2020 MATERIAL: 16 April 2020

CONTACT: David ^{s9(2)(a)}, Advertising Manager E:

^{s9(2)(a)}
General Enquiries: Yaffa Media Pty Ltd (Brisbane Office) PO Box 9165, Wynnum Plaza Qld 4178

ADM DIGITAL ADVERTISING RATES 2019

UPDATED 16 OCTOBER 2018



A key component of *ADM's* Defence-Industry engagement is our significant digital presence, with two newsletters each week, and active social media engagement. *ADM* is the only print publication with a dedicated Online Editor.

MATERIAL SPECS

Online material deadline is five business days prior to publishing.

WEBSITE

MATERIAL SIZE	DEPTH (PIXELS)	WIDTH (PIXELS)
Billboard	250	960
Extended Leaderboard	90	960
MREC	250	300
Pop Up	490	590
EDM	800-1,000	600
Gutter/Rail Ads x 2	750	160

No file size is to exceed 100kb. Multiple slides or files can be sent for sequencing.



eNEWSLETTERS

MATERIAL SIZE	DEPTH (PIXELS)	WIDTH (PIXELS)
Banner	90	600
Medium Banner	60	468

MAX FILE SIZE

To facilitate fast loading, no file to exceed 100kb.

DEADLINES

Website and eNewsletter online material deadline is five days prior to publishing. EDM broadcast material deadline is 10 days prior to publishing.

DIGITAL RATES

www.australiandefence.com.au

ADM Online is the trusted site serving the business of defence from the leading defence business magazine – ADM. RATES ARE PER MONTH.

GENERAL RATES*	1x (\$)	4x (\$)	ADM Advertiser (\$)
Billboard	2,500	2,250	2,125
Extended Leaderboard	2,100	1,890	1,785
Rails	2,200		
Pop-UP (7-days only)	2,000		
MREC	1,500	1,350	1,275
EDM (max three per annum)	3,700		
Newsletter Banner	1,000	900	850
Newsletter Medium Banner	800	720	680

Currency: Australian \$ Rates are gross (excluding GST) *Rates do not include GST. Australian companies add 10%.

10% Agency commission allowed. Advertisers may be billed in US dollars. Please enquire for US dollar rates based on the current exchange rate.

SAVE MONEY!

BOOK A PROMOTIONAL PACKAGE

All packages are for a calendar month.

	1x (\$)	ADM Advertiser* (\$)
• PLATINUM: Website Billboard & Banner on the newsletters	2,960	2,700
• GOLD: Website Extended Leaderboard & Medium Banner on the newsletters	2,460	2,250
• SILVER: Website MREC & Medium Banner on the newsletters	1,960	1,790

*To qualify to receive the ADM Advertiser discount rate, a minimum of three print ads must be booked over the year.

ELECTRONIC DIRECT MAIL (EDM)

ADM EDMs offer advertisers direct engagement with a dedicated audience of defence and defence industry readers who trust the ADM name.



CLICK HERE FOR FURTHER INFORMATION



PRINT ADVERTISING RATES 2019

UPDATED 16 OCTOBER 2018

Serving as a communications bridge between defence and industry,
ADM plays an important role in the ongoing dialogue among the key defence
 and defence industry stakeholders.



MATERIAL SPECS

MATERIAL SIZE	DEPTH (MM)	WIDTH (MM)
DPS (trimmed*)	297	420
FP (trimmed*)	297	210
1/2 page DPS (trimmed*)	145	420
1/2 page vertical	275	120
1/2 page horizontal	135	185
1/3 page vertical	275	57
1/3 page horizontal	75	185

* Please add 5mm bleed to all FP, DHPs and DPS ads.



MAGAZINE RATES*

Australian Defence Magazine (ADM) – the trusted name in defence business publishing – offers advertisers unrivalled access to senior decisionmakers. Published monthly.

4 colour	CASUAL (\$)	3X (\$)	5X (\$)	11X (\$)
Double Page Spread (DPS)	6,640	6,070	5,730	5,430
Double Half Page Spread (DHPs)	3,990	3,780	3,630	3,510
Full page (FP)	3,700	3,340	3,180	3,010
1/2 page	1,990	1,890	1,820	1,750
1/3 page	1,530	1,470	1,440	1,420
1/4 page	1,190	1,170	1,150	1,120
OBC (Cover 4)	4,500	4,080	3,950	3,670
IFC (Cover 2)	4,330	3,930	3,730	3,540
IBC (Cover 3)	4,140	3,760	3,570	3,370

Currency: Australian \$ Rates are gross (excluding GST) *Rates do not include GST. Australian companies add 10%. 10% Agency commission allowed.

Advertisers may be billed in US dollars. Please enquire for US dollar rates based on the current exchange rate.

DEADLINES

COVER DATE	BOOK CANCEL DEADLINE	AD MATERIAL DEADLINE	PUBLISH MAIL DATE
February	15 Jan	22 Jan	14 Feb
March	11 Feb	18 Feb	15 Mar
April	6 March	13 March	8 April
May	9 April	16 April	10 May
June	7 May	14 May	6 June
July	4 June	11 June	5 July
August	9 July	6 July	9 Aug
September	6 August	13 Aug	6 Sept
October	27 August	3 Sept	24 Sept
November	1 Oct	8 Oct	1 Nov
December/January	28 Nov	4 Dec	3 Jan



Email Chain 219

From: [REDACTED] s9(2)(a), s6(d)
Sent: Thursday, 6 June 2019 5:43 PM
To: Graeme Solloway - AKL <[REDACTED] s9(2)(a), s9(2)(g)(ii)>
Cc: 'Jennie [REDACTED] s6(d), s9(2)(a)>
Subject: RE: NZDIA Training Session in Auckland 4 July re doing business in Australia and NZ
Unclassified

Hi Graeme,
Sorry Jennie couldn't do 10am next Tuesday, I've set up a phone call for 12pm.
If that doesn't work let me know.
M

From: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)
Sent: Thursday, 6 June 2019 1:33 PM
To: [REDACTED] s9(2)(a), s6(d)
Cc: 'Jennie [REDACTED] s6(d), s9(2)(a)>
Subject: RE: NZDIA Training Session in Auckland 4 July re doing business in Australia and NZ
Unclassified

Yes I can see you then. Where? How long do you want me on the 4th?
Graeme

From: [REDACTED] s9(2)(a), s6(d)
Sent: Thursday, 6 June 2019 12:30 PM
To: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)
Cc: 'Jennie [REDACTED] s6(d), s9(2)(a)>
Subject: RE: NZDIA Training Session in Auckland 4 July re doing business in Australia and NZ
Unclassified

Hi Graeme,
I believe Jennie spoke with [REDACTED] s9(2)(a), s6(d) yesterday morning quickly.
How does next Tuesday morning at 10am sound to have a catch up with Jennie and myself?
[REDACTED] s9(2)(a), s6(d)

From: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)
Sent: Thursday, 6 June 2019 12:20 PM
To: [REDACTED] s9(2)(a), s6(d)
Subject: RE: NZDIA Training Session in Auckland 4 July re doing business in Australia and NZ
Unclassified

[REDACTED] s6(d), s9(2)(a) when are we getting together on this? I need to understand what you need from me and the time commitment on 4th. At what time for how long? I won't be available for the entire day or a substantial portion of.
Graeme

From: [REDACTED] s9(2)(a), s6(d)
Sent: Monday, 27 May 2019 3:09 PM
To: 'Jennie [REDACTED] s6(d), s9(2)(a) <[REDACTED] s. 9(2)(a) & 9(2)(g)(ii)>; 'HOWARTH DEBBIE, MRS' <DEBORAH.HOWARTH@nzdf.mil.nz>; [REDACTED] s. 9(2)(a) & 6(a)

s. 9(2)(a) & 6(a)

Subject: RE: NZDIA Training Session in Auckland 4 July re doing business in Australia and NZ
Unclassified

Hi all,

Just wondering if Wednesday 29 May would suit at 11am NZT.

Please advise and I will send an invite.

Thanks

s6(d), s9(2)(a)

s6(d), s9(2)(a)

s9(2)(a), s6(d)

New Zealand Defence Industry Association

Mobile s9(2)(a)

From: Jennie s6(d), s9(2)(a) >

Sent: Friday, 24 May 2019 10:52 AM

To: Graeme Solloway <s9(2)(a), s9(2)(g)(ii) >; HOWARTH DEBBIE, MRS

s. 9(2)(a) & 9(2)(g)(ii) >;

s9(2)(a), s6(d) >;

s. 9(2)(a) & 6(a) ;

s. 9(2)(a) & 6(a)

Subject: NZDIA Training Session in Auckland 4 July re doing business in Australia and NZ Unclassified

Hi all

I have included s9(2)(a), s6(d) and s9(2)(a), s6(d) into this conversation.

We are running a training event on 4 July in Auckland. Agenda is quadcharts, pitching a quadchart, opportunities in Aus and NZ and how to get going.

s9(2)(a), s6(d) we would love the involvement of s9(2)(b)(ii) as previously discussed.

s9(2)(a), s6(d) can you set up a meeting next week to catch up with s9(2)(a), s6(d) and if Debbie and Graeme are free to join us?

We have advertised the date, have an outline timetable but need to flesh it out some more before we go out with a full advert to our mailing list and also s9(2)(b)(ii) and s9(2)(b)(ii).

Regards

Jennie s6(d), s9(2)(a)

s6(d), s9(2)(a)

New Zealand Defence Industry Association

s6(d), s9(2)(a)

s9(2)(a)

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

Email Chain 218

From: [REDACTED] s9(2)(a), s6(d)
Sent: Tuesday, 4 June 2019 3:27 PM
To: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)
Subject: RE: Power point version

Ha ha, all good!

From: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)
Sent: Tuesday, 4 June 2019 3:18 PM
To: [REDACTED] s9(2)(a), s6(d)
Subject: RE: Power point version

Oops my message got cut – was saying it was 19MB!
Graeme

From: [REDACTED] s9(2)(a), s6(d)
Sent: Tuesday, 4 June 2019 3:16 PM
To: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)
Subject: RE: Power point version

Thanks 🌑 😊

From: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)
Sent: Tuesday, 4 June 2019 11:19 AM
To: [REDACTED] s9(2)(a), s6(d)
Subject: RE: Power point version

Hi [REDACTED] s6(d), s9(2)(a) -

Attachement One: Australia Defence_Biz NZ Procurement Seminar FINAL

Graeme Solloway
Programme Lead
Australia Defence



NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono



Australia Defence Market

NZDIA Industry Training Day
4 July 2019

Overview

“The most ambitious, complex and high risk defence spending programme since WWII”

\$200 Billion capital spend on new platforms

Plus ongoing maintenance and operations through to 2040s

Development of industry that will sustain the needs of the ADF and form the basis of an export growth industry

New Zealand access underpinned by CER



\$200 Billion Capital Spend

Integrated Investment Programme over a range of capabilities

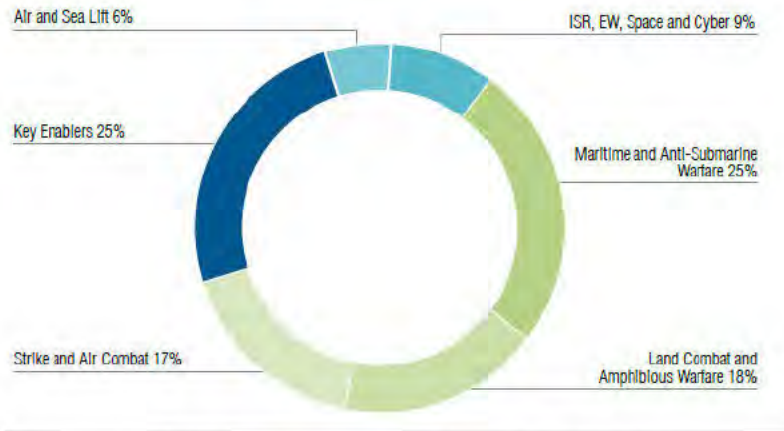


Figure 3: Ten Year Division of Investment by Capability Stream to FY 2025-26



Maritime

- 12 submarines (SEA1000)
- 9 frigates (SEA5000)
- 12 offshore patrol vessels (SEA1180)
- 21 Pacific patrol boats
- Maritime surveillance systems

Land forces

- Armoured vehicles (LAND400)
- Tank upgrades
- Integrated soldier support systems

Air

- Joint strike fighter
- P-8 surveillance aircraft
- Unmanned aircraft
- Electronic support aircraft

Intelligence

- Cyber defence and attack
- Strengthened electronic warfare
- Intelligence collection

Enabling

- Base camp and airfield upgrades
- Space and radar
- Communications

Does not include ongoing operations and maintenance 3:1 opex/capex ratio

Maximise “Australian” Industry

The Commonwealth of Australia see this as transformational – industry building

Legislatively defined requirement for Defence to partner with Australian industry

- Industry as a *Fundamental Input to Capability*
- Assure long-term sustainability of defence assets
- Grow an export industry
- Jobs and Growth
- Broad support

Australia Industry Capability Plan – a requirement for all Prime contractors to Defence to demonstrate how it will maximise Australian industry as a part of their bid

- All contracts above A\$20 million or of significant defence capability
- Technology transfer
- Supply chain
- Exports



New Zealand defined as part of Australian Industry, [2018 Defence Industry Capability Plan](#), section 1.7:

Australian defence industry includes New Zealand entities consistent with the Australia-New Zealand Closer Economic Relations Trade Agreement

How does ADF buy?

Need is defined by Forces requirement and defence strategy

- Integrated Investment Programme

CASG is the key buyer of defence materiel

- Projects eg SEA5000

Look mostly to Primes for fulfilment

- Large international firms
- Transfer technology
- Reduce risk
- Manage sub-contractors
- Entry to global supply chains -> exports



s9(2)(b)(ii), s9(2)(ba)(i)

What do Primes look for in subcontractors

- ✓ Clear value proposition – know what you do well
- ✓ Capability clearly presented – pitch, web, media
- ✓ Financial stability
- ✓ Long-term and strategic view of the defence market
- ✓ History of supply performance
- ✓ Quality of customer base
- ✓ Global competitiveness
- ✓ Appropriate quality assurance (eg ISO9001)
- ✓ A culture of safety, plus compliance with relevant legislation
- ✓ Intellectual property clearly owned and/or authority to offer OEM warranties
- ✓ Compliance with defence security requirements



Prepare for the Defence market

- Commitment from your Board and Executive
- Financial strength to sustain long sell cycles
- Focus on understanding what you are good at
- Build credibility as a (potential) defence supplier
- Consider how you are perceived in the Australian market
 - Be close to your customer
 - Demonstrate how you advantage Australia
- Visit key trade shows to build knowledge and connections
- Get engaged with business networks in NZ and Australia



Defence hygiene

- Quad Charts
- Portals and ICN
- AusTender
- Security clearances



What is NZTE doing?

Our purpose is to grow companies bigger, better, faster for the good of New Zealand

Recognising that the Australian defence market is complex and success is a long-term game

- Build an understanding of the opportunity and challenges
- Find those companies that have the ambition and commitment to succeed in the Australian market
- Prepare our customers to be successful through a range of services and advice in New Zealand and in Australia
- Connect customers with relevant buyers and influencers in the Australian market
 - Trade shows such as Pacific 2019
 - Briefings by Primes
 - Tailored market development for managed customers
- Be alongside our customer's journey into the market

We will do so working with industry and NZ Inc partners

Final Word

Defence is a long-game

Australia's defence programmes run out for decades to come

It will be transformative to high value manufacturing and other industries in this region

Programmes are being defined now and Primes are actively looking to New Zealand for innovative solutions

Contact New Zealand Trade and Enterprise to know more



NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

www.nzte.govt.nz

To know more contact NZTE via your Customer Manager,
or ring 0800 555 888

From: [REDACTED] s9(2)(a), s6(d)

Sent: Wednesday, 29 May 2019 2:33 PM

To: Graeme Solloway - AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)

Cc: 'Jennie [REDACTED] s6(d), s9(2)(a) >

Subject: Power point version

Hi Graeme

Can you please send Jennie the powerpoint version of the attached?

Thanks 😊

[REDACTED] s9(2)(a), s6(d)

[REDACTED] s6(d), s9(2)(a)

New Zealand Defence Industry Association

Mobile + [REDACTED] s9(2)(a)

Email Chain 217

From: Graeme Solloway - AKL

Sent: Monday, 27 May 2019 3:16 pm

To: [redacted] s9(2)(a), s6(d); 'Jennie [redacted] s6(d), s9(2)(a)'; 'HOWARTH DEBBIE, MRS' <[redacted] s. 9(2)(a) & 9(2)(g)(ii) [redacted] s6(a), s9(2)(a) [redacted] s. 9(2)(a) & 6(a); [redacted] s. 9(2)(a) & 6(a)

Subject: RE: NZDIA Training Session in Auckland 4 July re doing business in Australia and NZ
Unclassified

Sorry I cannot meet on Wednesday morning. However am good that afternoon, or Friday morning.

Graeme

From: Jennie [redacted] s6(d), s9(2)(a)

Sent: Friday, 24 May 2019 10:52 AM

To: Graeme Solloway - AKL <[redacted] s9(2)(a), s9(2)(g)(ii) [redacted] s. 9(2)(a) & 9(2)(g)(ii); HOWARTH DEBBIE, MRS [redacted] s9(2)(a), s6(d) [redacted] s. 9(2)(a) & 6(a); [redacted] s. 9(2)(a) & 6(a)

Subject: NZDIA Training Session in Auckland 4 July re doing business in Australia and NZ
Unclassified

Hi all

I have included [redacted] s9(2)(a), s6(d) and [redacted] s9(2)(a), s6(d) into this conversation.

We are running a training event on 4 July in Auckland. Agenda is quadcharts, pitching a quadchart, opportunities in Aus and NZ and how to get going.

[redacted] s9(2)(a), s6(d) we would love the involvement of [redacted] s9(2)(b)(ii) as previously discussed.

[redacted] s9(2)(a), s6(d) can you set up a meeting next week to catch up with [redacted] s9(2)(a), s6(d) and if Debbie and Graeme are free to join us?

We have advertised the date, have an outline timetable but need to flesh it out some more before we go out with a full advert to our mailing list and also [redacted] s9(2)(b)(ii) and [redacted] s9(2)(b)(ii).

Regards

Jennie [redacted] s9(2)(a), s6(d)

New Zealand Defence Industry Association

[redacted] s6(d), s9(2)(a)
[redacted] s9(2)(a)

Email Chain 216

-----Original Appointment-----

From: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)
Sent: Thursday, 23 May 2019 5:49 pm
To: Graeme Solloway - AKL s6(d), s9(2)(a); s9(2)(a), s6(d); Debbie Howarth s. 9(2)(a) & 9(2)(g)(ii); Cheryl s. 9(2)(a) & 9(2)(g)(ii); Sarah s. 9(2)(a) & 9(2)(g)(ii)
Subject: Pacific 2019 planning meeting
When: Tuesday, 28 May 2019 2:00 pm-3:00 pm (UTC+12:00) Auckland, Wellington.
Where: *AKL L6 Paris Zoom Room - 6Px; *SYD Bennelong 2.3 Boardroom Zoom Room;
https://nzte.zoom.us/j/590680392

From: Graeme Solloway - AKL
Sent: Thursday, 23 May 2019 5:45 pm
To: s6(d), s9(2)(a); s9(2)(a), s6(d) s. 9(2)(a) & 9(2)(g)(ii)
Subject: RE: Invitation: Unclassified: Pacific 2019 Planning @ Tue 28 May 2019 2pm - 2:50pm (NZST) (graeme.solloway@nzte.govt.nz)

Hi – can we have this meeting at NZTE so I can Zoom in Cheryl and Sarah from our Sydney office? I'll send a separate invitation for this time to you all.

Cheers
Graeme

-----Original Appointment-----

From: s6(d), s9(2)(a)
Sent: Tuesday, 7 May 2019 4:43 PM
To: s6(d), s9(2)(a); Graeme Solloway -AKL; s9(2)(a), s6(d) s. 9(2)(a) & 9(2)(g)(ii)
Subject: Invitation: Unclassified: Pacific 2019 Planning @ Tue 28 May 2019 2pm - 2:50pm (NZST) s. 9(2)(a) & 9(2)(g)(ii)
When: Tuesday, 28 May 2019 2:00 PM-2:50 PM (UTC+12:00) Auckland, Wellington.
Where: s9(2)(b)(ii); s6(d)

You have been invited to the following event.

[more details »](#)

Unclassified: Pacific 2019 Planning

When Tue 28 May 2019 2pm – 2:50pm New Zealand Time

Where s9(2)(b)(ii); s6(d)

Joining info [meet.google.com/s9\(2\)\(b\)\(ii\)](https://meet.google.com/s9(2)(b)(ii))

Or dial: +1 316-512-3717 PIN: 442876494#

Calendar s. 9(2)(a) & 9(2)(g)(ii)

Who

- s6(d), s9(2)(a) organiser
- s. 9(2)(a) & 9(2)(g)(ii)
- s9(2)(a)
- s. 9(2)(a) & 9(2)(g)(ii)

Going s. 9(2)(a) & 9(2)(g)(ii) ? [Yes](#) - [Maybe](#) - [No](#) [more options »](#)

Invitation from [Google Calendar](#)

You are receiving this courtesy email at the account **s. 9(2)(a) & 9(2)(g)(ii)** because you are an attendee of this event.

To stop receiving future updates for this event, decline this event. Alternatively, you can sign up for a Google Account at <https://www.google.com/calendar/> and control your notification settings for your entire calendar.

Forwarding this invitation could allow any recipient to send a response to the organiser and be added to the guest list, invite others regardless of their own invitation status or to modify your RSVP. [Learn more](#).

Email Chain 215

From: Graeme Solloway - AKL

Sent: Thursday, 23 May 2019 6:59 PM

To: Howarth Debbie, Mrs <[redacted] s. 9(2)(a) & 9(2)(g)(ii)>; Jennie [redacted] s6(d), s9(2)(a)

Cc: [redacted] s9(2)(a), s6(d)

Subject: RE: Unclassified: Formal Request for NZDF Speaker in Auckland 4 July 2019

I would be keen to see any guides on Australian defence security requirements. It's an area I know I am weak in my understanding.

Is that [redacted] s9(2)(a), s9(2)(b)(ii), s6(d) that you are referring to attending. If so, good – have a few NZTE customers that would value meeting her.

Graeme

From: Jennie [redacted] s6(d), s9(2)(a)

Sent: Wednesday, 22 May 2019 6:45 PM

To: Howarth Debbie, Mrs <[redacted] s. 9(2)(a) & 9(2)(g)(ii)>

Cc: [redacted] s9(2)(a), s6(d) Graeme Solloway - AKL

[redacted] s. 9(2)(a) & 9(2)(g)(ii)

Subject: Re: Unclassified: Formal Request for NZDF Speaker in Auckland 4 July 2019

Great, thanks.

Jennie [redacted] s6(d), s9(2)(a)

New Zealand Defence Industry Association

[redacted] s6(d), s9(2)(a)

[redacted] s9(2)(a)



On Wed, 22 May 2019 at 17:38, Howarth Debbie, Mrs <[redacted] s. 9(2)(a) & 9(2)(g)(ii)> wrote:

Hi

I will discuss with Scott and revert

Debbie

Debbie Howarth

Director - Industry Engagement - JDS, Joint Defence Services

New Zealand Defence Force

NZDF Auckland Business Hub | PO Box 90038, Victoria St West, Auckland 1142

M: [redacted] s. 9(2)(a) & 9(2)(g)(ii) | Internal: [redacted] s. 9(2)(a) & 9(2)(g)(ii)

www.nzdf.mil.nz

Internal link: <http://org/nzdf/IELP/Home.aspx>



**A FORCE FOR
NEW ZEALAND**

From: Jennie s6(d), s9(2)(a)
Sent: Wednesday, 22 May 2019 5:33 p.m.
To: Howarth Debbie, Mrs < s. 9(2)(a) & 9(2)(g)(ii) >
Cc: s6(d), s9(2)(a) Graeme Solloway
s. 9(2)(a) & 9(2)(g)(ii)
Subject: Re: Unclassified: Formal Request for NZDF Speaker in Auckland 4 July 2019

Hi

A bit of DISP, the cyber requirements and anything suppliers need to sort from a security perspective to supply NZDF. We will source the equivalent info re Australia, maybe in the form of Guides etc, unless Graeme has a person who could speak on the topic re Australian requirements. If s9(2)(a) is able to attend she could possibly cover this off too or instead.

Regards

On 22/05/2019, at 5:28 PM, Howarth Debbie, Mrs < s. 9(2)(a) & 9(2)(g)(ii) > wrote:

Hi

Can I please have a little more information on what you are requesting.

Security is a very large topic, is it physical, cyber or are you talking about DISP?

Deb

Debbie Howarth

Director - Industry Engagement - JDS, Joint Defence Services
New Zealand Defence Force
NZDF Auckland Business Hub | PO Box 90038, Victoria St West, Auckland 1142
M: s. 9(2)(a) & 9(2)(g)(ii) | Internal: s. 9(2)(a) & 9(2)(g)(ii)
www.nzdf.mil.nz
Internal link: <http://org/nzdf/IELP/Home.aspx>
<image001.png>

From: Graeme Solloway - AKL
Sent: Thursday, 23 May 2019 10:40 AM
To: s9(2)(a), s6(d) ; s. 9(2)(a) & 9(2)(g)(ii)
Cc: Jennie s6(d), s9(2)(a)
Subject: RE: Unclassified: Formal Request for NZDF Speaker in Auckland 4 July 2019

Yes – happy to. Good to see the Quad Chart work with s9(2)(a), s6(d)

Graeme

From: s9(2)(a), s6(d)
Sent: Wednesday, 22 May 2019 5:09 PM
To: s. 9(2)(a) & 9(2)(g)(ii) ; Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)
Cc: Jennie s6(d), s9(2)(a)
Subject: Unclassified: Formal Request for NZDF Speaker in Auckland 4 July 2019

Hi Deb & Graeme,

We are boxing on with making a skills training event a reality on Thursday 4 July 2019. Please see attached a first draft of the agenda for your information.

Graeme – are you able to speak on 4 July something similar to the export NZ presentation last month?

Deb – would it be possible to have one of your security guys from Wellington for the security segment on the agenda? We would be able to fund the travel if needed.

We are working on a wider comms piece but your feedback would be great, we are meeting with [REDACTED] next week but are keen to advance as much as possible.

Thanks very much

[REDACTED]

[REDACTED] s9(2)(a), s6(d)

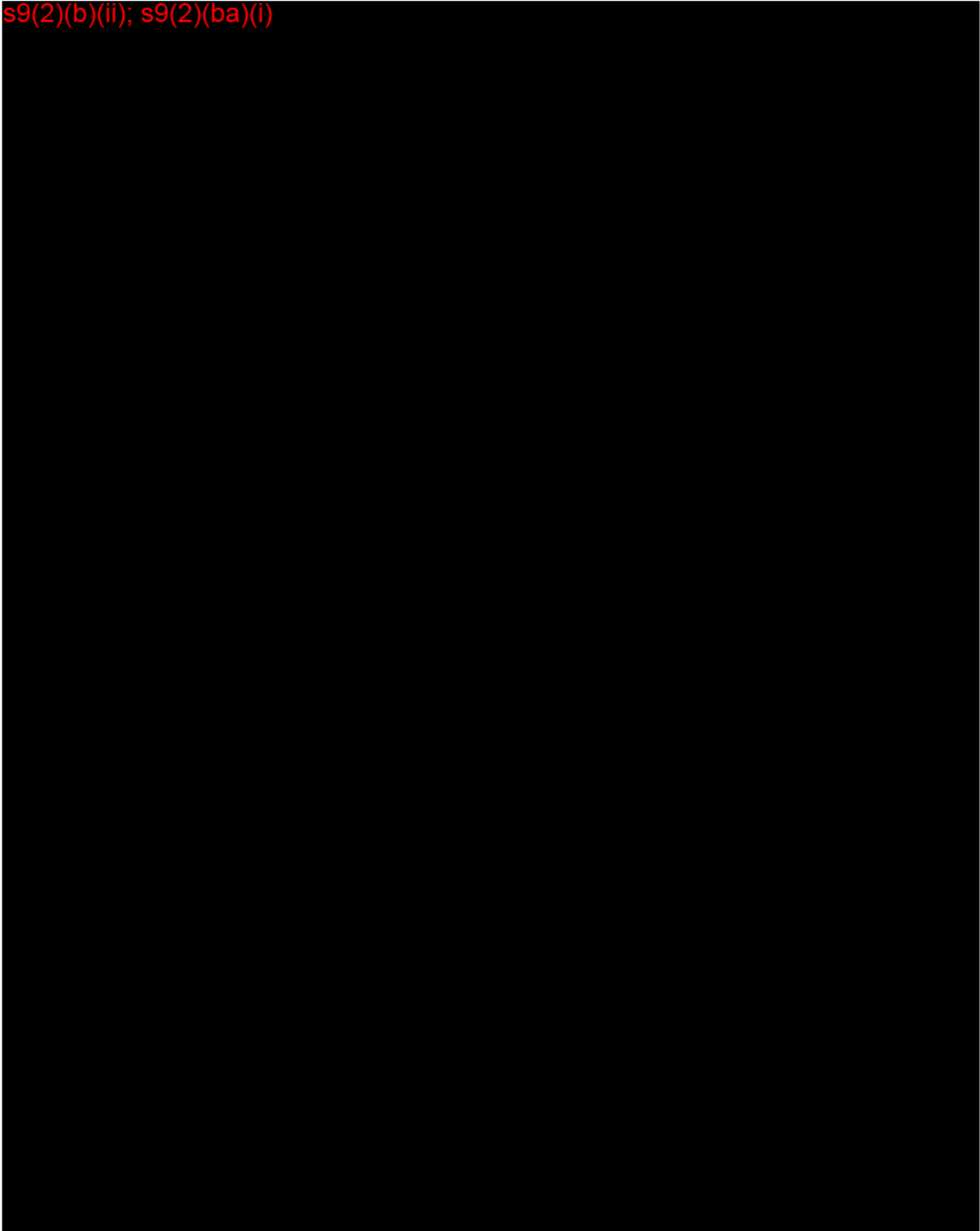
[REDACTED] s6(d), s9(2)(a)

New Zealand Defence Industry Association

Mobile [REDACTED] s9(2)(a)

[REDACTED] Attachment withheld under s9(2)(ba)(i), s9(2)(g)(ii)

s9(2)(b)(ii); s9(2)(ba)(i)



Email Chain 214

From: [REDACTED] s9(2)(a), s6(d)
Sent: Tuesday, 7 May 2019 4:43 PM
To: 'Howarth Debbie, Mrs' <[REDACTED] s. 9(2)(a) & 9(2)(g)(ii)>; Graeme Solloway -AKL [REDACTED] s. 9(2)(a) & 9(2)(g)(ii)>; 'Jennie [REDACTED] s6(d), s9(2)(a)>
Subject: RE: Pacific Planning 2019 unclassified

Lovely thanks, I have sent an invite for 2pm.

From: Howarth Debbie, Mrs [REDACTED] s. 9(2)(a) & 9(2)(g)(ii)
Sent: Monday, 6 May 2019 4:12 PM
To: 'Graeme Solloway -AKL' [REDACTED] s9(2)(a), s9(2)(g)(ii)>; [REDACTED] s9(2)(a), s6(d)>
'Jennie [REDACTED] s6(d), s9(2)(a)>
Subject: RE: Pacific Planning 2019 unclassified

All good with me presently

Debbie Howarth

Director - Industry Engagement - JDS, Joint Defence Services
New Zealand Defence Force
NZDF Auckland Business Hub | PO Box 90038, Victoria St West, Auckland 1142
M: [REDACTED] s. 9(2)(a) & 9(2)(g)(ii) | Internal: [REDACTED] s. 9(2)(a) & 9(2)(g)(ii)
www.nzdf.mil.nz
Internal link: <http://org/nzdf/IELP/Home.aspx>



New Zealand
**DEFENCE
FORCE**
Te Ope Kaitiaki o Aotearoa

A FORCE FOR
NEW ZEALAND

From: Graeme Solloway -AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)>]
Sent: Monday, 6 May 2019 3:59 p.m.
To: [REDACTED] s9(2)(a), s6(d)>; Howarth Debbie, Mrs <[REDACTED] s. 9(2)(a) & 9(2)(g)(ii)>; 'Jennie [REDACTED] s6(d), s9(2)(a)>
Subject: RE: Pacific Planning 2019

Good for me.

Graeme

From: Graeme Solloway -AKL
Sent: Monday, 6 May 2019 3:59 PM
To: [REDACTED] s9(2)(a), s6(d)>; [REDACTED] s. 9(2)(a) & 9(2)(g)(ii)>; 'Jennie [REDACTED] s6(d), s9(2)(a)>
Subject: RE: Pacific Planning 2019

Good for me.

Graeme

From: [REDACTED] s9(2)(a), s6(d)
Sent: Monday, 6 May 2019 2:46 PM
To: [REDACTED] s. 9(2)(a) & 9(2)(g)(ii)>; Graeme Solloway -AKL [REDACTED] s9(2)(a), s9(2)(g)(ii)>

'Jennie [REDACTED]

Subject: Pacific Planning 2019

Hi

Just wondering if I should set up some time for us to start the conversation around planning for Pacific.

How is everyone's diary looking Tuesday 28 May?

[REDACTED]

[REDACTED]

[REDACTED]

New Zealand Defence Industry Association

Mobile + [REDACTED]

This e-mail message, together with any attachments, is for the intended recipient only and may not be disclosed to any other person. If you are not the intended recipient and you have received or seen this message through an error, please notify the sender immediately and delete the email from your system. Unauthorised use or disclosure of the message, or the information it contains, may be unlawful.

New Zealand Trade and Enterprise accepts no responsibility for changes made to this email or to any attachments after transmission from New Zealand Trade and Enterprise. The information contained in this email, together with any attachments, does not necessarily represent the official view of New Zealand Trade and Enterprise. It is your responsibility to check this email and any attachments for viruses.

=====

===

The information contained in this Internet Email message is intended for the addressee only and may contain privileged information, but not necessarily the official views or opinions of the New Zealand Defence Force. If you are not the intended recipient you must not use, disclose, copy or distribute this message or the information in it. If you have received this message in error, please Email or telephone the sender immediately.

Email Chain 213

-----Original Appointment-----

From: s6(d), s9(2)(a)

Sent: Tuesday, 7 May 2019 4:43 PM

To: Graeme Solloway -AKL; s9(2)(a); s. 9(2)(a) & 9(2)(g)(ii)

Subject: Invitation: Unclassified: Pacific 2019 Planning @ Tue 28 May 2019 2pm - 2:50pm (NZST)

s. 9(2)(a) & 9(2)(g)(ii)

When: Tuesday, 28 May 2019 2:00 PM-2:50 PM (UTC+12:00) Auckland, Wellington.

Where: s9(2)(b)(ii); s6(d)

Email Chain 212

From: Graeme Solloway -AKL

Sent: Monday, 6 May 2019 3:59 pm

To: [REDACTED] s9(2)(a), s6(d); [REDACTED] s. 9(2)(a) & 9(2)(g)(ii); 'Jennie' [REDACTED] s6(d), s9(2)(a)

Subject: RE: Pacific Planning 2019

Good for me.

Graeme

From: [REDACTED] s9(2)(a), s6(d)

Sent: Monday, 6 May 2019 2:46 PM

To: [REDACTED] s. 9(2)(a) & 9(2)(g)(ii); Graeme Solloway -AKL [REDACTED] s9(2)(a), s9(2)(g)(ii); 'Jennie' [REDACTED] s6(d), s9(2)(a)

Subject: Pacific Planning 2019

Hi

Just wondering if I should set up some time for us to start the conversation around planning for Pacific.

How is everyone's diary looking Tuesday 28 May?

[REDACTED] s9(2)(a), s6(d)

[REDACTED] s9(2)(a), s6(d)

[REDACTED] s9(2)(a), s6(d)

New Zealand Defence Industry Association

Mobile + [REDACTED] s9(2)(a)

Email Chain 211

From: [redacted] s9(2)(a), s6(d)

Sent: Monday, 6 May 2019 2:01 PM

To: s6(d), s9(2)(a) [redacted]

[redacted] s9(2)(a), s6(d)
[redacted] s9(2)(a), s6(d)
s6(d), s9(2)(a)
s6(d), s9(2)(a)
[redacted] s9(2)(a), s6(d) 'NZDIA Accounts'
s9(2)(a) ; 'Jennie' s6(d), s9(2)(a) >; Graeme Solloway -AKL
[redacted] s. 9(2)(a) & 9(2)(g)(ii)
[redacted] s. 9(2)(a) & 9(2)(g)(ii)

Subject: Unclassified: Working Group Agenda 8 May

Hi team,

Please see the attached.

Many thanks

[redacted] s9(2)(a), s6(d)

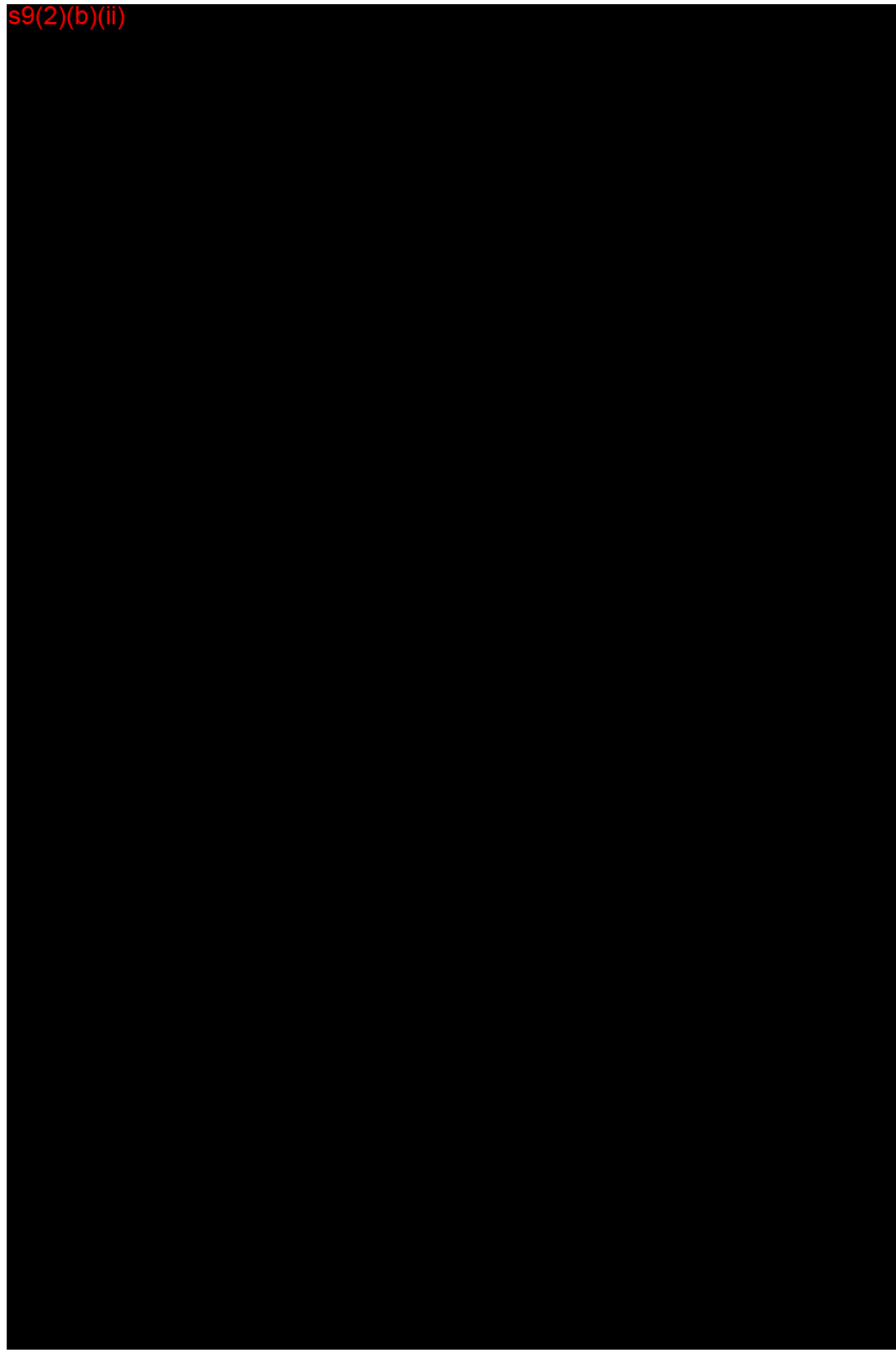
s9(2)(a), s6(d)

s6(d), s9(2)(a)

New Zealand Defence Industry Association

Mobile + [redacted] s9(2)(a)

s9(2)(b)(ii)



Email Chain 210

-----Original Appointment-----

From: s6(d), s9(2)(a)

Sent: Tuesday, 16 April 2019 2:38 PM

To: s9(2)(a), s6(d) s. 9(2)(a) & 9(2)(g)(ii)
s9(2)(a), s6(d) ; Graeme Solloway -AKL;
s9(2)(a), s6(d) ; s. 9(2)(a) & 9(2)(g)(ii) s9(2)(a), s6(d)
s9(2)(a), s6(d) ; s. 9(2)(a) & 9(2)(g)(ii)
s9(2)(a), s6(d)
s9(2)(a) s. 9(2)(a) & 9(2)(g)(ii)
s. 9(2)(a) & 9(2)(g)(ii) s9(2)(a), s6(d)

Subject: Updated invitation: Unclassified: NZDIA Working Group @ Wed 8 May 2019 11am - 12:30pm (NZST) (Graeme.Solloway@nzte.govt.nz)

When: Wednesday, 8 May 2019 11:00 AM-12:30 PM (UTC+12:00) Auckland, Wellington.

Where: s9(2)(b)(ii); s6(d)

I am waiting to hear back from s9(2)(b)(ii), expecting them to take the Visitor package, although they could make the call to Exhibit which we'll honour. s9(2)(b)(ii) is in Europe and has asked for a couple of weeks.

Please keep all the above in confidence.

Our registration site is now down. So I am happy if you want to put in something along the lines of:

Pacific 2019 – should you wish to take up the Visitor package to attend the Pacific 2019 International Marine Expo in Sydney, xx-xx October, please contact Graeme Solloway at New Zealand Trade and Enterprise, s. 9(2)(a) & 9(2)(g)(ii) The Visitor package includes:

- Trade visitor passes – you get one for signing, however you can register additional attendees through the online registration process at no extra charge
- Use of the stand – common meeting facilities, storage space and opportunity to place a brochure on the stand
- Logo placement on the stand
- Attendance to the NZ networking breakfast
- NZTE support to establish meetings and get some introductions to key visitors/agencies
- Pre-departure briefing in Auckland

The cost is s9(2)(b)(ii). Final registrations of interest for the Visitor package should be made by 10 May.

Registration to take up the full Exhibitor package on the New Zealand stand has closed.

Thank you – that would be useful to get a last message out regarding the Visitor attendance package.

I will be in touch soon regarding the NZDIA presence – and similarly will be talking to Deb about the NZDF presence.

Best regards,

Graeme Solloway
Programme Leader



NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

T s. 9(2)(a) & 9(2)(g)(ii)

M s. 9(2)(a) & 9(2)(g)(ii)

w nzte.govt.nz



Level 6, 139 Quay Street, Auckland 1010
[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster – into international markets.

From: Jennie s6(d), s9(2)(a)

Sent: Monday, 15 April 2019 1:14 PM

To: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii); s9(2)(a), s6(d)

s9(2)(a), s6(d)

Subject: NZDIA Newsletter-do you want me to do the last call for Pacific?

Hi
Happy to use your words or use some previous words.

Have you looked at CIVSEC2020? I am going to mention it and set up a who is interested form so we can see who needs to be informed and you can look at it later on.

J

Jennie s6(d), s9(2)(a)

s6(d), s9(2)(a)

New Zealand Defence Industry Association

s6(d), s9(2)(a)

s9(2)(a)