

**Email Chain 260**

**From:** s6(d), s9(2)(a)  
**Sent:** Monday, 9 September 2019 8:28 AM  
**To:** Cheryl s9(2)(a), s9(2)(g)(ii)  
**Subject:** FW: PACIFIC Connections/Introductions Desired

Morning Cheryl,

FYI ●

s6(d) s9(2)(a)  
**New Zealand Defence Industry Association**  
**Mobile** s9(2)(a)

**From:** Nick s9(2)(a), s9(2)(g)(ii) >  
**Sent:** Thursday, 5 September 2019 1:53 PM  
**To:** s6(d), s9(2)(a)  
**Subject:** PACIFIC Connections/Introductions Desired

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

I'm confirmed as a Visitor and will also have some minor collateral to take for the display stand. Graeme already knows about that.

Plans: Travelling out early 8 Oct, returning afternoon 10<sup>th</sup>. Intending to attend the Kiwi Breakfast and NZDIA Concentrated lunch. s9(2)(b)(ii).

Let me know if you need any other details.

Cheers,  
Nick

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

1 Watt St, Parnell,  
Auckland 1010  
PO Box 842, Shortland St,  
Auckland 1140  
New Zealand

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

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Email Chain 259

From: s9(2)(a), s6(d)  
Sent: Thursday, 5 September 2019 6:50 PM  
To: 'Jennie s6(d), s9(2)(a)'; Angela s9(2)(a), s9(2)(g)(ii)  
<s9(2)(a), s9(2)(g)(ii)>  
Cc: s6(d), s9(2)(a)  
Subject: RE: 18th September Wellington

Hi Angela

Please see link below for registration to the member meeting.  
<https://fs17.formsite.com/NZDIA/rxqnchih64/index.html>

Many thanks

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

s6(d) s9(2)(a)

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

From: Jennie s6(d), s9(2)(a) >  
Sent: Thursday, 5 September 2019 4:51 PM  
To: Angela s9(2)(a), s9(2)(g)(ii)  
Cc: s9(2)(a), s6(d) >; Admin Support  
<s9(2)(a)>  
Subject: Re: 18th September Wellington

Hi

s6(d), s9(2)(a) can you send the newsletter with link to register and s9(2)(a) add Angela to the mailing list.

Regards

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

s6(d), s9(2)(a)  
s9(2)(a)  
New Zealand Defence Industry Association Inc.

On 5/09/2019, at 9:00 AM, Angela s9(2)(a), s9(2)(g)(ii) - s9(2)(a), s9(2)(g)(ii) wrote:

Jennie

Fabulous to see you again – Please let me know the schedule for the 18<sup>th</sup> and I'll adjust my flights.

Kind Regards  
Angela

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**Angela** <sup>s9(2)(a), s9(2)(g)(ii)</sup>  


**T** <sup>s9(2)(a), s9(2)(g)(ii)</sup>  
**M** <sup>s9(2)(a), s9(2)(g)(ii)</sup>

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**W** [nzte.govt.nz](http://nzte.govt.nz)

[<image002.png>](#)

[<image001.jpg>](#)

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PO Box 2364, Shortland Street, Auckland 1140, New Zealand

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Email Chain 258

From: s9(2)(a), s6(d)  
Sent: Wednesday, 4 September 2019 11:08 AM  
To: Cheryl s9(2)(a), s9(2)(g)(ii)  
Subject: RE: Contact details

Lovely thanks ●

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

s6(d) s9(2)(a)

New Zealand Defence Industry Association  
Mobile s9(2)(a)

From: Cheryl s9(2)(a), s9(2)(g)(ii)  
Sent: Tuesday, 3 September 2019 1:33 PM  
To: s9(2)(a), s6(d)  
Subject: RE: Contact details

Hi s6(a), s9(2)(a)

Yes, we will be there! Details below:

Graeme s9(2)(a), s9(2)(g)(ii)  
Daniel s9(2)(a), s9(2)(g)(ii)  
Cheryl s9(2)(a), s9(2)(g)(ii)

s(9)(ba)(i)

. Please can you confirm who will be there from NZDIA and their contact details?

Many thanks, Cheryl

From: s9(2)(a), s6(d)  
Sent: Tuesday, 3 September 2019 12:53 PM  
To: Cheryl s9(2)(a), s9(2)(g)(ii) >  
Subject: Contact details

Hi Cheryl

Can you please advise mobile numbers for yourself, Daniel and Graeme for my runsheet contact details.

I'm assuming you will be onsite at PACIFIC?

Thanks 😊

s6(d) s9(2)(a)

New Zealand Defence Industry Association  
Mobile s9(2)(a)

**Email Chain 257**

**From:** Cheryl [redacted]  
**Sent:** Tuesday, 3 September 2019 1:34 PM  
**To:** s9(2)(a), s6(d)  
**Subject:** RE: Travel movements

Thanks [redacted]

**From:** s9(2)(a), s6(d)  
**Sent:** Tuesday, 3 September 2019 12:57 PM  
**To:** Cheryl [redacted] s9(2)(a), s9(2)(g)(ii) >  
**Cc:** 'Jennie' [redacted] s6(d), s9(2)(a)  
**Subject:** Travel movements

Hi Cheryl

Just letting you know our travel details for PACIFIC:

**Jennie**

Flying over Sunday night 6 October arrives 12.50 pm on NZ103  
Staying at [redacted] s9(2)(b)(ii)  
Flying home NZ103 departs 3.45 pm on Saturday 12 October

[redacted] s6(d), s9(2)(a)  
Flying over Monday 7 October on NZ101 arriving 8.40 am  
Staying at [redacted] s9(2)(b)(ii)  
Flying home NZ706 departs 5.50 pm Wednesday 9 October

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

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

**Email Chain 256**

**From:** s9(2)(a), s6(d)  
**Sent:** Monday, 2 September 2019 5:55 PM  
**To:** Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)  
**Cc:** Daniel s9(2)(a), s9(2)(g)(ii)  
**Subject:** RE: Comms re breakfast

Totally understand. I will chat to Jennie ●

s6(d) s9(2)(a)  
**New Zealand Defence Industry Association**  
**Mobile +**s9(2)(a)

**From:** Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii) >  
**Sent:** Monday, 2 September 2019 5:52 PM  
**To:** s9(2)(a), s6(d)  
**Cc:** Daniel s9(2)(a), s9(2)(g)(ii) >  
**Subject:** RE: Comms re breakfast

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

We only have capacity for 100 people at the breakfast, and aiming to get as many ADF, CASG, Primes and other Oz industry into the room. I want to keep the invites to NZers restricted to those people who will be at Pacific 2019. Only those on the NZ stand get to invite others of their contacts (part of the value of paying to be there). Other Kiwis at the show get an invite – if we know they're there – but don't get to invite their contacts.

So I'm reluctant to have the invite go out in the newsletter, as it could open the door to those who turn up and then want to invite in their mates or business contacts – without actually having contributed to the presence at the show.

Cheers  
Graeme

**From:** s9(2)(a), s6(d)  
**Sent:** Monday, 2 September 2019 5:40 PM  
**To:** Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii) >  
**Cc:** Daniel s9(2)(a), s9(2)(g)(ii) >  
**Subject:** Comms re breakfast

Hi Graeme & Daniel,

Quick question, are you comfortable with this wording highlighted in yellow?  
It's going out in our newsletter. But just wanted to double check... and also what are the potential numbers we could invite to the breakfast.



## Generating Powerful Partnerships

The theme for the New Zealand Stand at Pacific is "Generating Powerful Partnerships". This theme speaks nicely to the range of engagements we have planned for this year.

Actions needed now for Members and friends of NZDIA:

1. Sign up for the NZDIA Concentrated Lunch-Day 1 Tuesday 8 October 12-2 [SIGN UP HERE](#);
2. Go to GETS and register for the Southern Ocean Patrol Vessel Industry Brief-Day 2; Wednesday 9 October [www.gets.govt.nz](http://www.gets.govt.nz);
3. Email us with expressions of interest to receive an invite to the New Zealand Breakfast Day 3 10 October 2019 [EMAIL LINK](#);
4. Let us know if you are attending Defence or Exhibitor activities and let us

s6(d) s9(2)(a)

**New Zealand Defence Industry Association**

Mobile s9(2)(a)

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Email Chain 255

From: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Sent: Monday, 2 September 2019 9:06 AM  
To: s9(2)(a), s6(d); 'Jennie s6(d), s9(2)(a)  
Cc: Daniel s9(2)(a), s9(2)(g)(ii)  
Subject: RE: Pacific 2019: communication messages unclassified

Thanks s9(2)(a), s6(d) and Jennie. See you tomorrow.

From: s9(2)(a), s6(d)  
Sent: Monday, 2 September 2019 7:54 AM  
To: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii); 'Jennie s6(d), s9(2)(a)  
Cc: Daniel s9(2)(a), s9(2)(g)(ii)  
Subject: RE: Pacific 2019: communication messages unclassified

Morning,

Yes that is me. Hi Daniel ●.

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

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

New Zealand Defence Industry Association  
Mobile s9(2)(a)

From: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Sent: Thursday, 29 August 2019 7:49 PM  
To: s9(2)(a), s6(d); 'Jennie s6(d), s9(2)(a) 'Debbie Howarth'  
s9(2)(a), s9(2)(g)(ii); WRIGHT HUNTLEY, MR s9(2)(a), s9(2)(g)(ii)  
Cc: Daniel s9(2)(a), s9(2)(g)(ii); s9(2)(a), s9(2)(k) Ian, s9(2)(a), s9(2)(k)  
Subject: Pacific 2019: communication messages unclassified

Hi Everyone,

I would like to introduce Daniel s9(2)(a), s9(2)(g)(ii), our Sydney-based s9(2)(a), s9(2)(g)(ii). Dan's role will be to support the comms work at Pacific 2019 (as well as more broadly, our communications into the defence market as we go forward with our work).

We have agreed a tagline for our presence at Pacific 2019, "Generating Powerful Partnerships". There is some messaging behind that which Dan will draw up, and this will need some substantiation or proof points. In NZTE we (and NZDIA) may have some, but there are wider messages around the defence relationship with Australia that we would like to draw on.

Can you please introduce Daniel to your relevant Communications Manager so that we can build out a set of NZ Inc messages and proof points? We want to have this prepared in advance of Pacific 2019 in early October.

s9(2)(a), s6(d) I assume you will have this role for NZDIA?

Much appreciated.

Regards,

---

**Graeme Solloway**  
Programme Leader



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Te Taurapa Tūhono

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

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

W [nzte.govt.nz](http://nzte.govt.nz)



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Email Chain 254

From: Jennie [redacted]  
Sent: Sunday, 1 September 2019 2:08 PM  
To: Graeme Solloway - AKL <[redacted]>  
Cc: [redacted] Deborah Howarth  
<[redacted]>; Huntley Wright [redacted]; Daniel  
[redacted]; [redacted] lan, [redacted]  
[redacted]  
Subject: Re: Pacific 2019: communication messages unclassified

Hi all and Daniel look forward to working with you.  
[redacted] and I will get together early this week to discuss.

Regards

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

On 29/08/2019, at 7:48 PM, Graeme Solloway - AKL <[redacted]> wrote:

Hi Everyone,

I would like to introduce Daniel [redacted], our Sydney-based [redacted]. Dan's role will be to support the comms work at Pacific 2019 (as well as more broadly, our communications into the defence market as we go forward with our work).

We have agreed a tagline for our presence at Pacific 2019, "Generating Powerful Partnerships". There is some messaging behind that which Dan will draw up, and this will need some substantiation or proof points. In NZTE we (and NZDIA) may have some, but there are wider messages around the defence relationship with Australia that we would like to draw on.

Can you please introduce Daniel to your relevant Communications Manager so that we can build out a set of NZ Inc messages and proof points? We want to have this prepared in advance of Pacific 2019 in early October.

[redacted] I assume you will have this role for NZDIA?

Much appreciated.

Regards,



---

**Graeme Solloway**  
Programme Leader

T + [REDACTED] M [REDACTED]

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W [nzte.govt.nz](http://nzte.govt.nz) <image002.png><image003.png> <image004.png> <image005.png> <image006.png>

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<image001.png>

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Email Chain 253

From: s9(2)(a), s9(2)(g)(ii) [redacted]  
Sent: Thursday, 29 August 2019 2:22 PM  
To: Daniel [redacted] <s9(2)(a), s9(2)(g)(ii)>  
Cc: s6(d), s9(2)(a) [redacted]  
Subject: RE: NZDIA logo

Hi s9(2)(a) [redacted]

Can you urgently liaise with Daniel please re our logo.  
Daniel I have attached a jpeg but not sure the quality is right.

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

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

Attachment One: NZDIA Logo Black May 2018



**NZDIA**  
New Zealand Defence Industry Association

From: Daniel s9(2)(a), s9(2)(g)(ii) SYD <s9(2)(a), s9(2)(g)(ii)>  
Sent: Thursday, 29 August 2019 2:19 PM  
To: s9(2)(a), s6(d) [redacted]; Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Subject: RE: NZDIA logo

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

I need to in either JPEG or PNG format as I can't view/use the format (InDesign I think?) you've sent.

Ngā mihi,

Daniel s9(2)(a), s9(2)(g)(ii) [redacted]  
s9(2)(a), s9(2)(g)(ii) [redacted]

T s9(2)(a), s9(2)(g)(ii) [redacted] M s9(2)(a), s9(2)(g)(ii) [redacted]

[nzte.govt.nz](http://nzte.govt.nz)

W [newzealand.com/business](http://newzealand.com/business)



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GPO Box 54, Sydney, NSW 2001, AUSTRALIA [View location map](#)

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From: s9(2)(a), s6(d)  
Sent: Thursday, 29 August 2019 12:02 PM  
To: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii); Daniel s9(2)(a), s9(2)(g)(ii)-SYD  
s9(2)(a), s9(2)(g)(ii)  
Subject: RE: NZDIA logo

Hi Daniel,

Is this the logo you have?

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

New Zealand Defence Industry Association  
Mobile s9(2)(a)

From: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Sent: Thursday, 29 August 2019 1:33 PM  
To: Daniel s9(2)(a), s9(2)(g)(ii) >  
Cc: s9(2)(a), s6(d)  
Subject: NZDIA logo

Hi s9(2)(a), s6(d) – Dan needs a better quality logo. Can you help him please?

Graeme

---

**Graeme Solloway**  
Programme Leader



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**TRADE & ENTERPRISE**  
Te Taurapa Tūhono

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

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

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Email Chain 252

From: Jennie [REDACTED]  
Sent: Thursday, 15 August 2019 2:42 PM  
To: Graeme Solloway - AKL [REDACTED]  
Cc: Nicola [REDACTED]; Cheryl [REDACTED]; Alan [REDACTED]; Stuart [REDACTED]; Sharon-May [REDACTED]; Daniel [REDACTED]  
[REDACTED]; [REDACTED]  
[REDACTED]; [REDACTED]  
[REDACTED]; [REDACTED]  
[REDACTED]; [REDACTED]  
[REDACTED]; [REDACTED]; Debbie Howarth ([REDACTED])  
[REDACTED]; Pennie [REDACTED]; [REDACTED]  
Subject: Re: Pacific 2019 pre-event customer briefing

I will be attending the meeting in person.

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

On Thu, 15 Aug 2019 at 09:58, Graeme Solloway - AKL [REDACTED] wrote:

Good Morning,

I am confirming the date and time for the Pacific 2019 pre-event briefing to be held at NZTE Auckland, Level 6, 139 Quay Street, on 3 September, 1000-1200 hours.

We will also use Zoom to VC in anyone unable to make it to Auckland and introduce some of our Sydney team, however I do encourage you to come into the NZTE office in Auckland for the meeting if you are able to.

Please let me know if you will be using Zoom to VC into the meeting. To do so use the link <https://nzte.zoom.us/j/760064533> and follow instructions. If you have not used before it's straightforward and does not require a client to be downloaded.

An Agenda and further material will follow.

Best regards

---

**Graeme Solloway**

T + [REDACTED]

M [REDACTED]

Programme Leader

W [nzte.govt.nz](http://nzte.govt.nz)



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Hi there,

You are invited to a Zoom meeting.

Join from PC, Mac, Linux, iOS or Android: <https://nzte.zoom.us/j/760064533>

Or iPhone One-Tap:

New Zealand: +6448318959, 760 064 533# or +6498011188, 760 064 533

Or Telephone:

Dial:(for higher quality, dial a number based on your current location):

New Zealand: +64 (0) 9 801 1188 or +64 (0) 4 831 8959

Australia: +61 (0) 8 7150 1149 or +61 (0) 2 8015 2088

China: +852 5808 6088

United States: +1 669 900 6833 or +1 646 558 8656

United Arab Emirates: +971 800 035 704 239 (Toll Free)

United Kingdom: +44 (0) 20 3695 0088 or +44 (0) 20 3051 2874

Japan: +81 (0) 524 564 439 or +81 (0) 3 4578 1488

Canada: +1 647 558 0588

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Chile: +56 41 256 0288 or +56 23 210 9066

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Germany: +49 (0) 30 5679 5800 or +49 (0) 30 3080 6188

Hong Kong: +852 5808 6088

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India: 1 800 267 2722 (Toll Free) or 1 800 102 9182 (Toll Free)

Italy: +39 069 926 8001 or +39 069 480 6488

Malaysia: +60 3 9212 1727 or +60 3 3099 2229

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Peru: +51 1 730 6777 or +51 1 707 5788

Russia: +7 812 426 8988 or +7 495 283 9788

Singapore: +65 3165 1065 or +65 3158 7288

South Africa: +27 87 551 7702 or +27 87 550 7717

South Korea: +82 (0) 2 6105 4111 or +82 (0) 2 6022 2322

Spain: +34 91 198 0188 or +34 84 368 5025

Turkey: +90 216 900 2606 or +90 216 900 1866

Argentina: +54 343 414 5968 or +54 341 512 2188

Vietnam: +84 28 4458 2373

Ireland: +353 1 513 3247 or +353 1 691 7488

International numbers available: <https://zoom.us/j/9171111111>

Meeting ID: 760 064 533

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Email Chain 251

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

From: Google Calendar <calendar-notification@google.com> On Behalf Of

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

Sent: Thursday, 15 August 2019 2:42 PM

To: Graeme [REDACTED] - AKL

Subject: Accepted: Pacific 2019 pre-event customer briefing @ Tue 3 Sep 2019 10am - 12pm (NZST)  
(Graeme Solloway - AKL)

When: Tuesday, 3 September 2019 10:00 AM-12:00 PM (UTC+12:00) Auckland, Wellington.

Where: \*AKL L6 BoardRoom/Sangrahan Zoom - 14Px; <https://nzte.zoom.us/j/760064533>, \*AKL L6 BoardRoom/Sangrahan Zoom - 14Px

s6(d), s9(2)(a) has accepted this invitation.

Pacific 2019 pre-event customer briefing

When Tue 3 Sep 2019 10am – 12pm New Zealand Time

Where \*AKL L6 BoardRoom/Sangrahan Zoom - 14Px; <https://nzte.zoom.us/j/760064533>,  
\*AKL L6 BoardRoom/Sangrahan Zoom - 14Px ([map](#))

Calendar Graeme Solloway - AKL

Who

- Graeme [REDACTED] - AKL- organiser
- s6(d), s9(2)(a) - creator
- s9(2)(a), s6(d)
- s9(2)(a), s6(d)
- Nicola [REDACTED]
- s9(2)(a), s6(d)
- s9(2)(a), s6(d)
- s9(2)(a), s6(d)
- Alan [REDACTED] -SYD
- s9(2)(a), s6(d)
- Cheryl [REDACTED] -SYD
- Debbie Howarth ()
- s9(2)(a), s6(d)
- Stuart [REDACTED] -BNE
- s9(2)(a), s6(d)n
- Danie [REDACTED] -WLG
- Sharon-May [REDACTED] - SYD
- s9(2)(a), s6(d)
- s9(2)(a), s6(d)
- s9(2)(a), s6(d)
- s9(2)(a), s6(d)
- Pennie [REDACTED] - SYD - optional

Attachments [image001.png](#)  
[image002.png](#)  
[image003.png](#)  
[image004.png](#)  
[image005.png](#)  
[image006.png](#)

Good Morning,

I am confirming the date and time for the Pacific 2019 pre-event briefing to be held at NZTE Auckland, Level 6, 139 Quay Street, on 3 September, 1000-1200 hours.



We will also use Zoom to VC in anyone unable to make it to Auckland and introduce some of our Sydney team, however I do encourage you to come into the NZTE office in Auckland for the meeting if you are able to.

Please let me know if you will be using Zoom to VC into the meeting. To do so use the link <https://nzte.zoom.us/j/760064533> and follow instructions. If you have not used before it's straightforward and does not require a client to be downloaded.

An Agenda and further material will follow.

Best regards

Graeme Solloway  
Programme Leader

[\[cid:image001.png@01D55350.021BC0C0\]](#)

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

W [nzte.govt.nz](http://nzte.govt.nz)

[\[cid:image002.png@01D55350.021BC0C0\]](#)[\[cid:image003.png@01D55350.021BC0C0\]](#)

[\[cid:image004.png@01D55350.021BC0C0\]](#) [\[cid:image005.png@01D55350.021BC0C0\]](#)

[\[cid:image006.png@01D55350.021BC0C0\]](#)

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China: +852 5808 6088

United States: +1 669 900 6833 or +1 646 558 8656

United Arab Emirates: +971 800 035 704 239 (Toll Free)

United Kingdom: +44 (0) 20 3695 0088 or +44 (0) 20 3051 2874

Japan: +81 (0) 524 564 439 or +81 (0) 3 4578 1488

Canada: +1 647 558 0588

Brazil: +55 21 3958 7888 or +55 11 4680 6788

Chile: +56 41 256 0288 or +56 23 210 9066

Colombia: +57 2 620 7388 or +57 1 508 7702

France: +33 (0) 7 5678 4048 or +33 (0) 1 8288 0188

Germany: +49 (0) 30 5679 5800 or +49 (0) 30 3080 6188

Hong Kong: +852 5808 6088

Hungary: +36 1 701 0488 or +36 1 408 8456

India: 1 800 267 2722 (Toll Free) or 1 800 102 9182 (Toll Free)

Italy: +39 069 926 8001 or +39 069 480 6488

Malaysia: +60 3 9212 1727 or +60 3 3099 2229  
Mexico: +52 554 161 4288 or +52 229 910 0061  
Peru: +51 1 730 6777 or +51 1 707 5788  
Russia: +7 812 426 8988 or +7 495 283 9788  
Singapore: +65 3165 1065 or +65 3158 7288  
South Africa: +27 87 551 7702 or +27 87 550 7717  
South Korea: +82 (0) 2 6105 4111 or +82 (0) 2 6022 2322  
Spain: +34 91 198 0188 or +34 84 368 5025  
Turkey: +90 216 900 2606 or +90 216 900 1866  
Argentina: +54 343 414 5968 or +54 341 512 2188  
Vietnam: +84 28 4458 2373  
Ireland: +353 1 513 3247 or +353 1 691 7488

International numbers available: <https://zoom.us/j/aetYgRMpMb>

Meeting ID: 760 064 533

Invitation from [Google Calendar](#)

You are receiving this courtesy email at the account **s9(2)(a), s9(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 250

From: s9(2)(a), s6(d) <s9(2)(a), s6(d)>  
Sent: Wednesday, 14 August 2019 5:52 PM  
To: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Subject: RE: Walking Package

No worries at all.

From: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Sent: Wednesday, 14 August 2019 4:13 PM  
To: s9(2)(a), s6(d)  
Cc: Chery SYD <s9(2)(a), s9(2)(g)(ii)>  
Subject: RE: Walking Package

Thanks s6(d), s9(2)(a) – yes I would have a bit of explaining to do to my leadership team (board and Minister!) why we had s9(2)(b)(ii) part of the NZ industry representation. s9(2)(a), s6(d) will be welcome to meet with yourselves, NZDF and our companies at the show.

Cheers  
Graeme

From: s9(2)(a)  
Sent: Wednesday, 14 August 2019 3:09 PM  
To: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Cc: Chery SYD <s9(2)(a), s9(2)(g)(ii)>  
Subject: RE: Walking Package

Ok I understand. It was for s9(2)(a), s6(d) from s9(2)(b)(ii). And I don't think he would qualify ●

From: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Sent: Wednesday, 14 August 2019 2:55 PM  
To: s9(2)(a), s6(d)  
Cc: Chery SYD <s9(2)(a), s9(2)(g)(ii)>  
Subject: RE: Walking Package

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

Who is Jennie talking to? I don't want to include any new walkers unless there is a very good reason – i.e. they're a NZ exporting firm with a good prospect of securing business in Australia. We're right up against deadlines for logos to the designers, information to the organisers etc, so they would need to make a decision quickly.

Graeme

From: s9(2)(a), s6(d) <s9(2)(a), s6(d)>  
Sent: Wednesday, 14 August 2019 12:36 PM  
To: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Cc: Chery SYD <s9(2)(a), s9(2)(g)(ii)>  
Subject: Walking Package

Hi Graeme,

Jennie wants me to send some info to a couple of our members about the Pacific Walking package.  
I don't have these details.  
I was wondering if you could please provide them?

Thanks so much

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

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

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

New Zealand Defence Industry Association

Mobile s9(2)(a)

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**Email Chain 249**

**From:** s9(2)(a), s6(d) >  
**Sent:** Wednesday, 14 August 2019 9:49 AM  
**To:** Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>; s9(2)(a), s9(2)(k) Ian, s9(2)(a), s9(2)(k) s9(2)(a), s9(2)(k) >; 'Howarth Debbie, Mrs' s9(2)(a), s9(2)(g)(ii) >; 'Jennie s6(d), s9(2)(a) 'Wright Huntley, Mr' s9(2)(a), s9(2)(g)(ii) >  
**Cc:** Amanda s9(2)(a), s9(2)(g)(ii) >; Cheryl s9(2)(a), s9(2)(g)(ii) >; Nicola s9(2)(a), s9(2)(g)(ii) >; Deirdre s9(2)(a), s9(2)(g)(ii) >; Sharon-May s9(2)(a), s9(2)(g)(ii) >; Daniel s9(2)(a), s9(2)(g)(ii) <s9(2)(a), s9(2)(g)(ii)>  
**Subject:** RE: NZ Stand at Pacific 2019 - ACTION: tag-line feedback unclassified

Sounds good to us.  
Thanks Graeme and team.

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

**From:** Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
**Sent:** Wednesday, 14 August 2019 9:42 AM  
**To:** s9(2)(a), s9(2)(k) Ian, s9(2)(a), s9(2)(k) >; Howarth Debbie, Mrs s9(2)(a), s9(2)(g)(ii) >; 'Jennie s6(d), s9(2)(a) >; Wright Huntley, Mr <s9(2)(a), s9(2)(g)(ii)>; s9(2)(a), s9(2)(g)(ii) >  
**Cc:** Amanda s9(2)(a), s9(2)(g)(ii) >; Cheryl s9(2)(a), s9(2)(g)(ii) >; Nicola s9(2)(a), s9(2)(g)(ii) >; Deirdre s9(2)(a), s9(2)(g)(ii) >; Sharon-May s9(2)(a), s9(2)(g)(ii) >; Daniel s9(2)(a), s9(2)(g)(ii) >  
**Subject:** RE: NZ Stand at Pacific 2019 - ACTION: tag-line feedback unclassified

Hi,

At our defence project steering group meeting yesterday we reviewed the Pacific 2019 presence and discussed the proposed tagline.

View was a preference for a modification to

*Generating Powerful Partnerships*

Therefore taking a forward looking, more aspirational positioning – and bearing in mind the purpose is to primarily support our defence firms in their efforts to build partnerships with defence and Australian industry. This tagline will be used on stand imagery and other collateral we may produce.

Before finalising this I would like to get any feedback on this by the end of this week please. As a final step our Director of Communications, Andrew s9(2)(a), s6(d) who has extensive Australian media experience, will provide his assessment of our preferred option or options.

Please let me know if you have any feedback – positive or negative – or any other preferences, by the end of this week.



Cheers  
Graeme

From: [redacted] Ian, s9(2)(a), s9(2)(k)  
Sent: Tuesday, 6 August 2019 4:47 PM  
To: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii); Howarth Debbie, Mrs s9(2)(a), s9(2)(g)(ii); 'Jennie s6(d), s9(2)(a)'; Wright Huntley, Mr s9(2)(a), s9(2)(g)(ii)  
Cc: Amanda s9(2)(a), s9(2)(g)(ii); s9(2)(a), s9(2)(g)(ii); Cheryl s9(2)(a), s9(2)(g)(ii); Nicola s9(2)(a), s9(2)(g)(ii); Deirdre s9(2)(a), s9(2)(g)(ii); Sharon-May s9(2)(a), s9(2)(g)(ii)  
Subject: RE: NZ Stand at Pacific 2019 - ACTION: tag-line feedback unclassified

Hi Graham – certainly resonates with me, although with my Marketing trainer wheels on ! Wonder if we need to somehow link in the defence component, s9(2)(g)(i)  
[redacted] My ten cents worth  
and good luck

Cheers,

Ian

[redacted] Ian  
s9(2)(a), s9(2)(k)  
Royal New Zealand Air Force  
M: +[redacted] | Internal: +[redacted]  
[www.nzdf.mil.nz](http://www.nzdf.mil.nz)



From: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)  
Sent: Monday, 5 August 2019 9:45 a.m.  
To: Howarth Debbie, Mrs s9(2)(a), s9(2)(g)(ii); 'Jennie s6(d), s9(2)(a)'; s9(2)(a), s9(2)(g)(ii) Ian, s9(2)(a), s9(2)(k) Wright Huntley, Mr s9(2)(a), s9(2)(g)(ii)  
Cc: Amanda s9(2)(a), s9(2)(g)(ii); s9(2)(a), s9(2)(g)(ii); Nicola s9(2)(a), s9(2)(g)(ii); Deirdre s9(2)(a), s9(2)(g)(ii) AKL s9(2)(a), s9(2)(g)(ii); Sharon-May s9(2)(a), s9(2)(g)(ii)  
Subject: NZ Stand at Pacific 2019 - ACTION: tag-line feedback

Hi Defence and Industry colleagues

I want your feedback on the proposed Tag Line for the Pacific 2019 stand. This will be incorporated into the stand design and is in principle 2-3 words forming a statement we want visitors to the stand

to take out. It will be displayed on the central pillar of the stand, bearing in mind we don't intend to have a TV screen on that unit above the lounge area.

s9(2)(g)(i)

s9(2)(g)(i)

s9(2)(g)(i)

- s9(2)(g)(i)

Can you give me some feedback this week if possible? We need to inform the design company of our choice by 26 August and I want to get this right, so am seeking immediate responses and any considerations you think should be made before we reach the 26<sup>th</sup>.

The stand design allows for separate NZDF and NZDIA spaces, separated by a common-use lounge, and for four exhibitor business delegates on the rear side with their own areas, plus a further three business delegates based at the stand while visiting.

Best regards,

---

**Graeme Solloway**  
Programme Leader



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T s9(2)(a), s9(2)(g)(i)

M s9(2)(a), s9(2)(g)(i)

w [nzte.govt.nz](http://nzte.govt.nz)



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## Email Chain 248

**From:** s9(2)(a), s6(d) <s9(2)(a), s6(d)>  
**Sent:** Wednesday, 14 August 2019 9:40 AM  
**To:** Cheryl s9(2)(a), s6(d) -SYD s9(2)(a), s9(2)(g)(ii) >  
**Cc:** Nicola s9(2)(a), s9(2)(g)(ii) >; Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
**Subject:** RE: Pacific 2019 - UPDATE

Lovely thanks Cheryl ●

**From:** Cheryl s9(2)(a), s9(2)(g)(ii) -SYD <s9(2)(a), s9(2)(g)(ii)>  
**Sent:** Monday, 12 August 2019 1:19 PM  
**To:** s9(2)(a), s6(d) <s9(2)(a), s6(d)>  
**Cc:** Nicola s9(2)(a), s9(2)(g)(ii) >; Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
**Subject:** RE: Pacific 2019 - UPDATE

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

Thanks for your questions, we had a catch up with s9(2)(b)(ii) this morning, so your questions are pertinent!

- Who is the reception spot reserved for?  
This is designed to be a general 'welcome' spot for visitors to use who may not know who they need to approach on the stand – we are talking about whether this needs to be staffed throughout the expo, and if so we will need to have a roster to ensure that it is. It is also an ideal spot for any company literature.
- And I'm assuming there will be powerpoints in the lounge area at the high tables?  
s9(2)(b)(ii) will be sending out a final plan for power for our approval on 23<sup>rd</sup> September. So please make sure that you have ample power for your needs in your area, and we will do the same for the lounge area. We don't want it to become an area which people take over to do their work, but we also want to ensure that we have enough points to keep things powered up!
- Does our collective stand have a coffee machine and/or water cooler? Might be nice to strike a deal with a NZ water company?  
There are no plans to do this. My view is that there will be plenty of coffee and water points around the expo so I don't think this will add anything unique to the stand. But we will bring plenty of Whittakers mini slabs, which are always very popular!

Hope that helps – let me know if you have any further questions as we go through this process together.

All the best,  
Cheryl

**From:** s9(2)(a), s6(d) <s9(2)(a), s6(d)>  
**Sent:** Monday, 12 August 2019 12:29 PM  
**To:** Nicola s9(2)(a), s9(2)(g)(ii) >  
**Subject:** RE: Pacific 2019 - UPDATE



Lovely thanks 😊

From: Nicola [redacted] s9(2)(a), s9(2)(g)(ii) >  
Sent: Monday, 12 August 2019 12:01 PM  
To: [redacted] s9(2)(a), s6(d)  
Cc: Cheryl [redacted] SYD <[redacted] s9(2)(a), s9(2)(g)(ii) >  
Subject: RE: Pacific 2019 - UPDATE

Hi [redacted] s6(d), s9(2)(a) – I'll ask Cheryl to come back to you on this – she's far more expert on the details than me!

Nicola [redacted] s9(2)(a), s9(2)(g)(ii)



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T [redacted] s9(2)(a), s9(2)(g)(ii)

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P O Box 468, Christchurch 8140, New Zealand.

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From: [redacted] s9(2)(a), s6(d) <[redacted] s9(2)(a), s6(d) >  
Sent: Monday, August 12, 2019 10:32 AM  
To: Nicola [redacted] s9(2)(a), s9(2)(g)(ii) >  
Subject: RE: Pacific 2019 - UPDATE

Hi Nicola

Thanks for this. Couple of questions:

- Who is the reception spot reserved for?
- And I'm assuming there will be powerpoints in the lounge area at the high tables?
- Does our collective stand have a coffee machine and/or water cooler? Might be nice to strike a deal with a NZ water company?

Thanks

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

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

From: Nicola [redacted] s9(2)(a), s9(2)(g)(ii) >  
Sent: Wednesday, 7 August 2019 1:31 PM  
Cc: Cheryl [redacted] s9(2)(a), s9(2)(g)(ii) >; Graeme Solloway - AKL  
[redacted] s9(2)(a), s9(2)(g)(ii) >; [redacted] s6(d), s9(2)(a)  
Subject: RE: Pacific 2019 - UPDATE

Hi everyone,

Following my email yesterday, I would like to introduce you to the design agency who will be responsible for creating the New Zealand pavilion – **s9(2)(b)(ii)**.

**s9(2)(a), s6(d)** from **s9(2)(b)(ii)** will be in contact with you shortly to explain what is included in your area on the stand, what information is required from you at this stage, and will be able to answer any questions you may have.

Please also think about what imagery you would like to use (bearing in mind that this is a maritime expo), which product/logo you will be promoting, and make sure that you will be able to provide them with appropriate high resolution images.

Many thanks,  
Nicola

---

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



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T + **s9(2)(a), s9(2)(g)(ii)**

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From: Nicola **s9(2)(a), s9(2)(g)(ii)**  
Sent: Tuesday, August 6, 2019 4:17 PM  
Cc: Cheryl **s9(2)(a), s9(2)(g)(ii)**; Graeme Solloway - AKL  
**s9(2)(a), s9(2)(g)(ii)**  
Subject: RE: Pacific 2019 - UPDATE

Hi everyone,

We have provided your contact details to the organisers of Pacific 2019 so that they can set up an exhibitor profile for your company.

You will shortly receive a welcome email from **s9(2)(a), s6(d)** **s9(2)(a), s6(d)** with further information on how to set up your exhibitor log on and password.

Please can you action this week, as they would like you to provide the details for your individual entry in the online Exhibitor Directory via Form 4 by Friday, 9 August 2019.

There are other forms that you will be asked to action, including allocating the details for 2 entry badges (one of which should be for you).

Please let me know if you have any questions.

All the best,



Nicola

Nicola [REDACTED]



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T + [REDACTED]

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From: Nicola [REDACTED]

Sent: Monday, August 5, 2019 4:16 PM

Cc: Cheryl [REDACTED] SYD [REDACTED]; Graeme Solloway - AKL [REDACTED]

Subject: FW: Pacific 2019 - UPDATE

Importance: High

Hi everyone,

Just wanted to follow up Graeme's email below to say thank you to those of you who've responded, and to give a friendly reminder to those we're yet to hear back from... It would be great if you could please send us your contact details (as per action points at the bottom of the email below) so that we can liaise with the organisers, who will then send you a link to their online exhibitor directory for you to upload your introductory blurb.

Please reply back to me as soon as you can (Graeme is offshore so I'm helping out in his absence) so we can get this actioned.

Many thanks  
Nicola

Nicola [REDACTED]  
[REDACTED]



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T + [REDACTED]

W [nzte.govt.nz](http://nzte.govt.nz)



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P O Box 468, Christchurch 8140, New Zealand.

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From: Graeme Solloway - AKL [REDACTED]

Sent: Tuesday, 30 July 2019 12:42 p.m.

To: s6(d), s9(2)(a) s6(d), s9(2)(a) s6(d), s9(2)(a)  
s6(d), s9(2)(a) s6(d), s9(2)(a)  
s9(2)(a), s6(d) ; 'Jennie s6(d), s9(2)(a) 'Debbie Howarth'  
<s9(2)(a), s9(2)(g)(ii) >: s9(2)(a), s6(d) s6(d), s9(2)(a)  
s6(d), s9(2)(a) ; s6(d), s9(2)(a)  
Cc: Cheryl s9(2)(a), s9(2)(g)(ii)  
Subject: Pacific 2019 - UPDATE

Kia Ora,

Our planning for Pacific 2019 is now well underway. I want to give you an update of where things are at, and what I would like from you in return.

### **Stand**

We're in the process of finalising the design of our stand and I have included a few of the latest shots from the design company. The footprint of the stand will provide for a decent amount of common meeting area, as well as space for exhibiting companies and our NZDF and NZDIA partners. Each exhibitor will have their own section of the stand footprint and we will be in further communication with you as we proceed on your specific requirements for the stand. Visitor delegates will have their logo displayed on a common wall in the lounge area.

The ICC venue in Sydney is huge. It will be configured as a single massive space by combining all four "halls" of the venue. We are centrally located, approx. on the boundary of Hall 3 and 4 in the floor plan attached. We will have the Victoria state stand on one side and the Northern Territory state stand on another. Please note that the floor plan is still subject to change, and the most up-to-date version can be viewed on the Pacific website [here](#).

### **New Zealand Breakfast**

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The purpose of the briefing is to a) Run through the logistics of the show, b) Introduce some of the people you will meet during the show – including each other, and c) Discuss preparation for the show, and how to make best use of the opportunity.

Anticipate this being a two hour meeting.

Meantime, I have included a presentation on Quad Charts given by s6(d), s9(2)(a) of s9(2)(b)(ii) to a NZDIA meeting recently. The Quad Chart is a basic marketing tool used in the Australian defence sector. While it's a statement of capability, it is also a way of stating your value prop to a defence buyer – and so should focus on the benefits of your solutions to defence, not just the features/specifications of your products. There are many variations of Quad Charts and I am on the lookout for good examples to share. Also attached by way of example are some completed by s9(2)(b)(ii) a few years ago – a different format than the traditional, but covering the same content.

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NZTE – assisted by our partners in NZDF and NZDIA – will help you set up meetings with key contacts at Pacific 2019. To do so we need to understand who you are looking to get in front of. This is always a best-efforts endeavour, but our intention is to try to get to people early so that you will have some contacts to meet as you head to the show. Further, once at then show it's not uncommon that further targets for meeting will become apparent, and we'll look to respond as best we can. If you can think about and give us an indication of who you want to see at the show we will start the process. Try to be as specific – and realistic – as possible; while we will try to get some of the top-brass to call by the stand, the chances are the right people to sit down with will be lower down the tree and amongst the community of Primes and industry reps.

### **Call to action**

Please respond with:

- a) Your organisational point of contact for further communication on the show including logistics
- b) Any specific people you would like invited to the NZ Breakfast - we'll start the list although invites won't go out till much closer to the show
- c) Your key targets/contacts for meeting at the show
- d) Let me know if 3 September is difficult for attending the pre-event briefing

Best regards,

---

**Graeme Solloway**  
Programme Leader



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

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

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

W [nzte.govt.nz](http://nzte.govt.nz)



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Email Chain 247

From: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>

Sent: Tuesday, 13 August 2019 9:08 AM

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

Cc: 'Jennie' <s6(d), s9(2)(a)>; <s9(2)(a), s6(d)>; Daniel <>; Rache <s9(2)(a), s9(2)(g)(ii)> SYD

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

Subject: FW: PACIFIC 2019 Preview Report To Be Published In The Australian- October 8

Hi <s9(2)(a)>

I am introducing Daniel <s9(2)(a), s9(2)(g)(ii)> in our Sydney office. Daniel has media relations responsibility for NZ Trade & Enterprise in Australia and will be assisting in our very modest media programme around Pacific 2019. I am familiar with previous editions of <s9(2)(b)(ii)> preview reports for the Land Forces and Avalon shows. I understand they have very good reach but have been too expensive for us to consider previously – and I expect on this occasion as well.

Please get in touch with Daniel if you would like to provide us with more information.

Best regards,

---

**Graeme Solloway**  
Programme Leader



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

T <s9(2)(a), s9(2)(g)(ii)>

M <s9(2)(a), s9(2)(g)(ii)>

w [nzte.govt.nz](http://nzte.govt.nz)



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

Sent: Monday, 12 August 2019 8:50 PM

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

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

Subject: Re: PACIFIC 2019 Preview Report To Be Published In <s9(2)(b)(ii), s9(2)(ba)(i)> October 8

H <s9(2)(a)>

We are working with NZTE at Pacific. I have copied in Graeme Solloway. We do not have any budget this year and I suspect Graeme does not either but over to him.

Regards

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 9/08/2019, at 3:25 AM, [REDACTED] > wrote:

Hi Jennie,

My name is [REDACTED] and I am the [REDACTED] at [REDACTED]

I am getting in touch to let you know about our PACIFIC 2019 preview guide to be published on the opening day of the event on October 8  
I can see that you have a prominent exhibition space at PACIFIC 2019 space so I thought this would be of interest to you to amplify your involvement?

We are proud of our ongoing publishing relationship with the event organisers that has seen the publication of a number of preview guides including PACIFIC 2017, LAND FORCES 2018 and AVALON 2019 in February.

The report will be published in both stand alone print and digital magazine formats with all editorial and advertising content lifted over to the digital magazine. The digital edition will be promoted extensively across [REDACTED] and the [REDACTED] APAC and US editions.

Screen shots of the AVALON 2019 promotional campaign across the [REDACTED] are enclosed for your reference. I should also add that we were able to secure almost [REDACTED] ad impressions across the WSJ to promote the AVALON report, valued at just under [REDACTED] providing true international exposure.

Importantly, the digital magazine version will once again sit in front of [REDACTED] subscriber paywall ensuring unrestricted promotion across all of our news channels and via social media. All ads are lifted over and we invite advertisers to supply additional imagery and video for the creation of galleries at no extra charge.

A link to the [PACIFIC 2017](#) digital magazine version is embedded for your reference. I have also enclosed a PDF version of the 2017 guide if you would like to see it.

An overview of the PACIFIC 2019 report and applicable deadlines are enclosed for your reference.

Jennie, thanks for your time and I look forward to your feedback on whether the NZDIA would like to be involved with the preview guide.

Regards

[REDACTED]  
[REDACTED]  
[REDACTED]  
T [REDACTED] M [REDACTED]  
E [REDACTED] W [REDACTED]

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

**Follow us online** \_\_\_\_\_

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

\_\_\_\_\_

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**Email Chain 246**

**From:** s6(d), s9(2)(a)  
**Sent:** Monday, 5 August 2019 12:10 PM  
**To:** Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
**Cc:** 'Jennie s6(d), s9(2)(a)'; Nicola s9(2)(a), s9(2)(g)(ii) >  
**Subject:** RE: NZ Stand at Pacific 2019 - ACTION: tag-line feedback

Hi Graeme,

Of course my thoughts are:

"s9(2)(g)(i)"

Or

"s9(2)(g)(i)"

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

**From:** Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)  
**Sent:** Monday, 5 August 2019 11:50 AM  
**To:** s9(2)(a)  
**Cc:** 'Jennie s6(d), s9(2)(a)'; Nicola s9(2)(a), s9(2)(g)(ii) >  
**Subject:** FW: NZ Stand at Pacific 2019 - ACTION: tag-line feedback

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

In Jennie's absence appreciate any feedback you can give. Can I suggest you don't share this widely, rather if you need to seek any input then restrict the communication to s6(d), s9(2)(a). I see the "tag-line" as more a govt to govt statement that supports our businesses through the context of our engagement in Australia.

Graeme

**From:** Graeme Solloway - AKL  
**Sent:** Monday, 5 August 2019 11:45 AM  
**To:** 'Debbie Howarth' <s9(2)(a), s9(2)(g)(ii)>; 'Jennie s6(d), s9(2)(a)'; s6(d), s9(2)(a); Ian, s9(2)(a), s9(2)(k) <s9(2)(a), s9(2)(k)>; WRIGHT HUNTLEY, MR s9(2)(a), s9(2)(g)(ii) <s9(2)(a), s9(2)(g)(ii)>  
**Cc:** Amanda s9(2)(a), s9(2)(g)(ii); Cheryl s9(2)(a), s9(2)(g)(ii); s9(2)(a), s9(2)(g)(ii); Nicola s9(2)(a), s9(2)(g)(ii); Deirdre s9(2)(a), s9(2)(g)(ii); s9(2)(a), s9(2)(g)(ii); Sharon-May s9(2)(a), s9(2)(g)(ii)  
**Subject:** NZ Stand at Pacific 2019 - ACTION: tag-line feedback

Hi Defence and Industry colleagues

I want your feedback on the proposed Tag Line for the Pacific 2019 stand. This will be incorporated into the stand design and is in principle 2-3 words forming a statement we want visitors to the stand



to take out. It will be displayed on the central pillar of the stand, bearing in mind we don't intend to have a TV screen on that unit above the lounge area.

s9(2)(g)(i)

s9(2)(g)(i)

s9(2)(g)(i)

- s9(2)(g)(i)
- s9(2)(g)(i)
- s9(2)(g)(i)

Can you give me some feedback this week if possible? We need to inform the design company of our choice by 26 August and I want to get this right, so am seeking immediate responses and any considerations you think should be made before we reach the 26<sup>th</sup>.

The stand design allows for separate NZDF and NZDIA spaces, separated by a common-use lounge, and for four exhibitor business delegates on the rear side with their own areas, plus a further three business delegates based at the stand while visiting.

Best regards,

---

**Graeme Solloway**  
Programme Leader



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

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

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

w [nzte.govt.nz](http://nzte.govt.nz)



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Email Chain 245

From: Jennie [redacted] >  
Sent: Monday, 5 August 2019 4:55 AM  
To: Graeme Solloway - AKL <[redacted]>; [redacted]  
<[redacted]>  
Cc: [redacted]  
[redacted]  
Deborah Howarth [redacted] >; [redacted]  
[redacted]  
Chery [redacted] >  
Subject: Re: Pacific 2019 - UPDATE

Hi all

I am away for 3 weeks overseas so [redacted] is point on Pacific for NZDIA, although I am never far away!

Regards

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

On 30/07/2019, at 1:42 AM, Graeme Solloway - AKL <[redacted]> wrote:

Kia Ora,

Our planning for Pacific 2019 is now well underway. I want to give you an update of where things are at, and what I would like from you in return.

**Stand**

We're in the process of finalising the design of our stand and I have included a few of the latest shots from the design company. The footprint of the stand will provide for a decent amount of common meeting area, as well as space for exhibiting companies and our NZDF and NZDIA partners. Each exhibitor will have their own section of the stand footprint and we will be in further communication with you as we proceed on your specific requirements for the stand. Visitor delegates will have their logo displayed on a common wall in the lounge area.

The ICC venue in Sydney is huge. It will be configured as a single massive space by combining all four "halls" of the venue. We are centrally located, approx. on the boundary of Hall 3 and 4 in the floor plan attached. We will have the Victoria state stand on one side and the Northern Territory state stand on another. Please note that the floor plan is still subject to change, and the most up-to-date version can be viewed on the Pacific website [here](#).

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Anticipate this being a two hour meeting.

Meantime, I have included a presentation on Quad Charts given by **s9(2)(a), s6(d)** of **s9(2)(b)(ii)** to a NZDIA meeting recently. The Quad Chart is a basic marketing tool used in the Australian defence sector. While it's a statement of capability, it is also a way of stating your value prop to a defence buyer – and so should focus on the benefits of your solutions to defence, not just the features/specifications of your products. There are many variations of Quad Charts and I am on the lookout for good examples to share. Also attached by way of example are some completed by **s9(2)(b)(ii)** a few years ago – a different format than the traditional, but covering the same content.

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**Call to action**

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Best regards,

---

**Graeme Solloway**  
Programme Leader

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

w [nzte.govt.nz](http://nzte.govt.nz) <image002.png><image003.png> <image004.png> <image005.png> <image006.png>

<image001.png>

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Attachments the same as email chain 244. Please refer to them.

Email Chain 244

From: s9(2)(a), s6(d)  
Sent: Monday, 5 August 2019 2:41 PM  
To: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Cc: Nicola s9(2)(a), s9(2)(g)(ii)  
Subject: RE: Pacific 2019 - UPDATE

Hi Graeme & Nicola,

Ok lovely thanks 😊

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

From: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Sent: Monday, 5 August 2019 2:27 PM  
To: s9(2)(a), s6(d)  
Cc: Nicola s9(2)(a), s9(2)(g)(ii)  
Subject: RE: Pacific 2019 - UPDATE

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

I am going to let Nicola take charge of comms around Pac 19 so I can focus on some other areas. However, regarding the breakfast – yes, we would like to have specific invite names but the deadline for that will be much closer to the date in October.

Graeme

From: s9(2)(a), s6(d)  
Sent: Sunday, 4 August 2019 6:48 PM  
To: Graeme Solloway - AKL <s9(2)(a), s9(2)(b)(ii)>  
Subject: FW: Pacific 2019 - UPDATE

Hi Graeme,

Just double checking, do you need from us specific invites for the Thursday breakfast?

3 September for a pre-briefing for Jennie and myself looks good.

For any logistic information regarding our area – contact person is me. My mobile is s9(2)(a)

Many thanks

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

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

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

New Zealand Defence Industry Association

Mobile s9(2)(a)

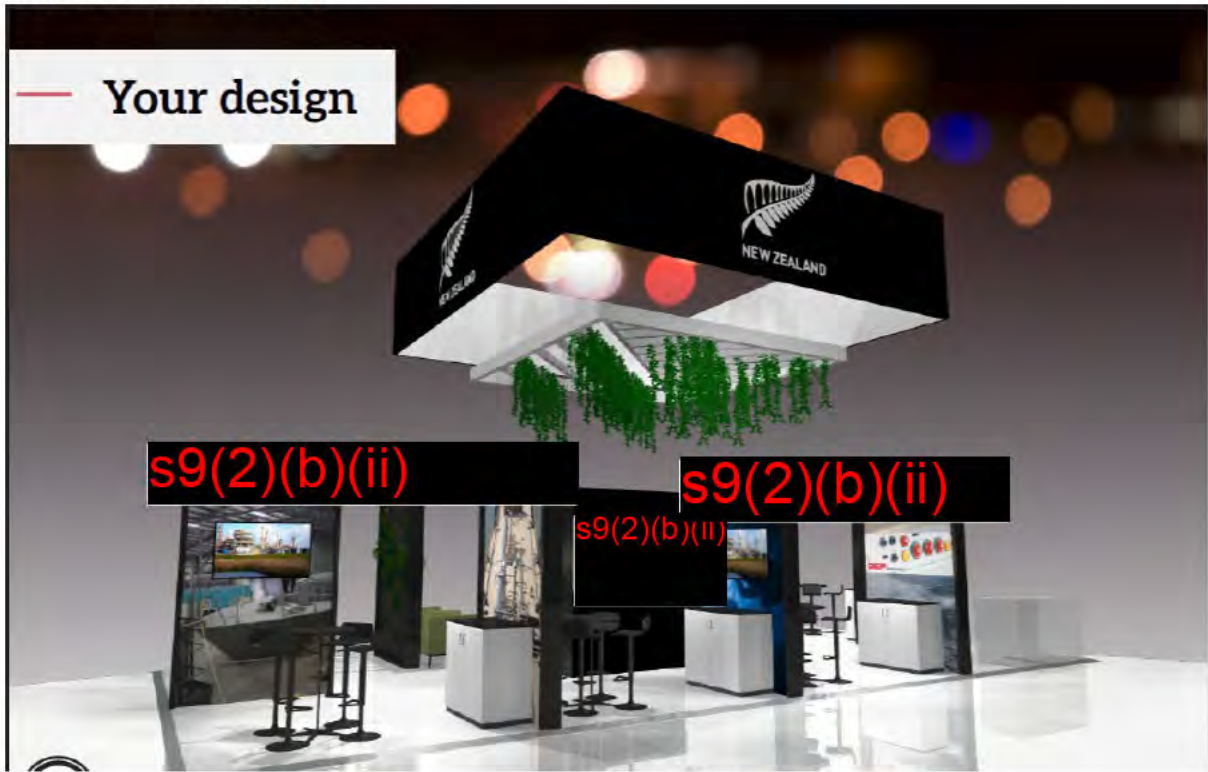
Attachment One Quad Chart Examples – s9(2)(b)(i)

Withheld in entirety s.9(2)(b)(ii), s9(2)(ba)(i)

Attachment Two: Developing Effective Quad Charts – s9(2)(a), s6(d)

Withheld in entirety s.9(2)(b)(ii), s9(2)(ba)(i)

Attachment Three: Stand 1



Attachment Two: Stand 2





Attachment Five: Stand 3



From: Jennie **s6(d), s9(2)(a)**  
 Sent: Tuesday, 30 July 2019 6:18 PM  
 To: NZDIA Accounts **s9(2)(a)** **s6(d), s9(2)(a)** **s9(2)(a), s6(d)** >  
 Subject: Fwd: Pacific 2019 - UPDATE

Jenie **s6(d), s9(2)(a)**  
**s6(d), s9(2)(a)**  
 New Zealand Defence Industry Association  
**s6(d), s9(2)(a)**  
**+s9(2)(a)**



----- Forwarded message -----

From: Graeme Solloway - AKL **s9(2)(a), s9(2)(g)(ii)** >  
 Date: Tue, 30 Jul 2019 at 12:43  
 Subject: Pacific 2019 - UPDATE  
 To: **s6(d), s9(2)(a)** **s9(2)(a), s6(d), s9(2)(b)(ii)** **s9(2)(a), s6(d)** **s9(2)(a), s6(d), s9(2)(b)(ii)** >  
**s6(d), s9(2)(a)** **s9(2)(a), s6(d), s9(2)(b)(ii)** **s6(d), s9(2)(a)**  
**s9(2)(a), s6(d), s9(2)(b)(ii)** **s6(d), s9(2)(a)** **s9(2)(a), s6(d), s9(2)(b)(ii)** >  
**s9(2)(a), s6(d), s9(2)(b)(ii)** **s6(d), s9(2)(a), s9(2)(b)(ii)** **s9(2)(a), s6(d)** >  
**s9(2)(a), s6(d), s9(2)(b)(ii)** **s9(2)(a), s6(d)** **s9(2)(a), s6(d), s9(2)(b)(ii)**  
 Cc: Cheryl **s9(2)(a), s9(2)(g)(ii)** -SYD **s9(2)(a), s9(2)(g)(ii)** >



Kia Ora,

Our planning for Pacific 2019 is now well underway. I want to give you an update of where things are at, and what I would like from you in return.

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### **Pre-event briefing**

This will be held at NZTE Auckland on 3 September for all delegates, exhibitors and visitors. We will use ZOOM to enable you to remote VC into the briefing if you are unable to be in Auckland. I will confirm meeting details soon.

The purpose of the briefing is to a) Run through the logistics of the show, b) Introduce some of the people you will meet during the show – including each other, and c) Discuss preparation for the show, and how to make best use of the opportunity.

Anticipate this being a two hour meeting.

Meantime, I have included a presentation on Quad Charts given by s9(2)(a), s6(d) of s9(2)(b)(ii) to a NZDIA meeting recently. The Quad Chart is a basic marketing tool used in the Australian defence sector. While it's a statement of capability, it is also a way of stating your value prop to a defence buyer – and so should focus on the benefits of your solutions to defence, not just the features/specifications of your products. There are many variations of Quad Charts and I am on the lookout for good examples to share. Also attached by way of example are some completed by s9(2)(b)(ii) a few years ago – a different format than the traditional, but covering the same content.

### **Setting up meetings at Pacific 2019**

NZTE – assisted by our partners in NZDF and NZDIA – will help you set up meetings with key contacts at Pacific 2019. To do so we need to understand who you are looking to get in front of. This is always a best-efforts endeavour, but our intention is to try to get to people early so that you will have some contacts to meet as you head to the show. Further, once at then show it's not uncommon that further targets for meeting will become apparent, and we'll look to respond as best we can. If you can think about and give us an indication of who you want to see at the show we will start the process. Try to be as specific – and realistic – as possible; while we will try to get some of the top-brass to call by the stand, the chances are the right people to sit down with will be lower down the tree and amongst the community of Primes and industry reps.

### **Call to action**

Please respond with:

Your organisational point of contact for further communication on the show including logistics

- a. Any specific people you would like invited to the NZ Breakfast - we'll start the list although invites won't go out till much closer to the show
- b. Your key targets/contacts for meeting at the show
- c. Let me know if 3 September is difficult for attending the pre-event briefing

Best regards,

---

**Graeme Solloway**

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

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

---

Programme Leader

W [nzte.govt.nz](http://nzte.govt.nz)



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

Level 6, 139 Quay Street, Auckland 1010

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**Attachments included above.**

**Email Chain 243**

**From:** s9(2)(a), s6(d) <s6(d), s9(2)(a)>  
**Sent:** Friday, 2 August 2019 12:06 PM  
**To:** Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
**Subject:** RE: NZDIA Pacific Event Tuesday 8 October

Hi Graeme,

Totally understand ●  
Our room has a capacity of 120 so hopefully we can get to that.

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

**From:** Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
**Sent:** Friday, 2 August 2019 11:31 AM  
**To:** s9(2)(a), s6(d)  
**Subject:** RE: NZDIA Pacific Event Tuesday 8 October

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

We're not pricing the breakfast on Thursday; rather managing numbers through the invitation process. I am not keen to create incentives to buy one and get one free. I expect that many of the audience for the lunch with s9(2)(a), s6(d) will also be targets for the breakfast.

How many are you expecting to get to then lunch?

Graeme

**From:** s9(2)(a), s6(d) <s9(2)(a), s6(d)>  
**Sent:** Thursday, 1 August 2019 12:51 PM  
**To:** Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
**Subject:** NZDIA Pacific Event Tuesday 8 October

hi Graeme,

hope you're having a lovely day. Just keeping you in the loop of what's happening here.

We are now looking at having a long lunch with s6(d), s9(2)(a) instead of a day session. We did have s9(2)(a), s6(d) booked for 8 October but due to miscommunication from MOD to us he's now not available.

A question Jennie had re the pricing up of this lunch, could we potentially include as a benefit, the first 30 people to enrol are also entitled to attend the private breakfast that you have organised on the Thursday morning.

Not sure if that's feasible from a capacity perspective?

If it is feasible, what's your price per head so that we could include that in our pricing.

Thanks heaps

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



s6(d) s9(2)(a)

s9(2)(a)

**New Zealand Defence Industry Association**

Mobile s9(2)(a)

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Email Chain 242

From: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii)>  
Sent: Friday, 26 July 2019 9:43 AM  
To: s6(d), s9(2)(a), s9(2)(b)(ii) >; s9(2)(a), s6(d)  
Cc: 'Jennie s6(d), s9(2)(a) >; s6(d), s9(2)(a), s9(2)(b)(ii)  
s9(2)(a), s6(d), s9(2)(b)(ii) >; Richard -AKL <s9(2)(a), s9(2)(g)(ii)  
Subject: RE: ICN Capability

Hi s9(2)(a)

If you have not already then make sure you are registered on the ICN Gateway in Australia, and that you are registered for the right capabilities and against the defence projects. It at least gets you into the visibility of the project primes – albeit you will still need to work on establishing a more meaningful relationship than being one of many potential suppliers registered through ICN.

b/regards,

---

Graeme Solloway  
Programme Leader



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T s9(2)(a)

M s9(2)(a)

W [nzte.govt.nz](http://nzte.govt.nz)



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---

From: s6(d)s9(2)(a) <s9(2)(a), s6(d)>  
Sent: Friday, 26 July 2019 7:25 AM  
To: s9(2)(a), s6(d)  
Cc: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii) >; 'Jennie s6(d), s9(2)(a) >; s6(d), s9(2)(a), s9(2)(b)(ii) >  
Subject: RE: ICN Capability

Hi s6(d)

Thank you for the list.

I am very happy to see Additive Manufacturing metal / polymer and Rapid Prototyping in the list...

Kind Regards,

s6(d) s9(2)(a)  
+s9(2)(a)

s9(2)(b)(ii)

s9(2)(b)(ii)

This email from s9(2)(b)(ii) expresses the views of the sender and not necessarily the views of the Group. The email and any files transmitted with it are confidential to the intended recipient at the email address to which it has been addressed. The email may not be disclosed or used by any other than the addressee, nor may it be copied in any way. If you are not the intended recipient please contact the sender as soon as possible and delete any copies of this message. Please note that although this email has been checked, we cannot accept any responsibility for any transmitted viruses. It is therefore your responsibility to scan attachments (if any) for viruses.

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

Sent: 23 July 2019 08:03

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

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

Subject: ICN Capability

Morning team,

As per my previous email on 9 July, please see attached the ICN Capability categories. This is the raw data from the ICN website.

Have a look, and if you have any suggestions for additional categories please let me know.

Many thanks

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

s6(d) s9(2)(a)

s9(2)(a)

New Zealand Defence Industry Association

Mobile s9(2)(a)

attached below



Email Chain 241

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

From: Graeme Solloway - AKL s9(2)(a), s9(2)(g)(ii)  
 Sent: Thursday, 25 July 2019 2:54 PM  
 To: Graeme Solloway - AKL; Nicola s9(2)(a), s9(2)(g)(ii); Cheryl s9(2)(a), s9(2)(g)(ii); Alan s9(2)(a), s9(2)(g)(ii); Stuart s9(2)(a) - BNE; Sharon-May s9(2)(a), s9(2)(g)(ii); Daniel s9(2)(a), s9(2)(g)(ii)  
 s9(2)(a), s9(2)(a), s6(d) s9(2)(a), s6(d) s6(d), s9(2)(a) s9(2)(a), s6(d) s9(2)(a), s6(d) s6(d), s9(2)(a) s6(d), s9(2)(a) s6(d), s9(2)(a) s6(d), s9(2)(a) s6(d), s9(2)(a) ;Debbie Howarth ();Angela s9(2)(a), s9(2)(g)(ii) - AKL s6(d), s9(2)(a)  
 Cc: Pennie s9(2)(a), s9(2)(g)(ii) - SYD s6(d), s9(2)(a); Imogene s9(2)(a), s9(2)(g)(ii); Anna s9(2)(a), s9(2)(g)(ii) - SYD s9(2)(a), s6(d) SYD Bennelong 2.3 Boardroom Zoom Room  
 Subject: Pacific 2019 pre-event customer briefing  
 When: Tuesday, 3 September 2019 10:00 AM-12:00 PM (UTC+12:00) Auckland, Wellington.  
 Where: \*AKL L6 BoardRoom/Sangrahan Zoom - 14Px; <https://nzte.zoom.us/j/760064533>

Good Morning,

I am confirming the date and time for the Pacific 2019 pre-event briefing to be held at NZTE Auckland, Level 6, 139 Quay Street, on 3 September, 1000-1200 hours.

We will also use Zoom to VC in anyone unable to make it to Auckland and introduce some of our Sydney team, however I do encourage you to come into the NZTE office in Auckland for the meeting if you are able to.

Please let me know if you will be using Zoom to VC into the meeting. To do so use the link <https://nzte.zoom.us/j/760064533> and follow instructions. If you have not used before it's straightforward and does not require a client to be downloaded.

An Agenda and further material will follow.

Best regards

---

**Graeme Solloway**  
 Programme Leader



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

w [nzte.govt.nz](http://nzte.govt.nz)



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Hi there,

You are invited to a Zoom meeting.

Join from PC, Mac, Linux, iOS or Android: <https://nzte.zoom.us/j/760064533>



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Or Telephone:

Dial:(for higher quality, dial a number based on your current location):

New Zealand: +64 (0) 9 801 1188 or +64 (0) 4 831 8959

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United States: +1 669 900 6833 or +1 646 558 8656

United Arab Emirates: +971 800 035 704 239 (Toll Free)

United Kingdom: +44 (0) 20 3695 0088 or +44 (0) 20 3051 2874

Japan: +81 (0) 524 564 439 or +81 (0) 3 4578 1488

Canada: +1 647 558 0588

Brazil: +55 21 3958 7888 or +55 11 4680 6788

Chile: +56 41 256 0288 or +56 23 210 9066

Colombia: +57 2 620 7388 or +57 1 508 7702

France: +33 (0) 7 5678 4048 or +33 (0) 1 8288 0188

Germany: +49 (0) 30 5679 5800 or +49 (0) 30 3080 6188

Hong Kong: +852 5808 6088

Hungary: +36 1 701 0488 or +36 1 408 8456

India: 1 800 267 2722 (Toll Free) or 1 800 102 9182 (Toll Free)

Italy: +39 069 926 8001 or +39 069 480 6488

Malaysia: +60 3 9212 1727 or +60 3 3099 2229

Mexico: +52 554 161 4288 or +52 229 910 0061

Peru: +51 1 730 6777 or +51 1 707 5788

Russia: +7 812 426 8988 or +7 495 283 9788

Singapore: +65 3165 1065 or +65 3158 7288

South Africa: +27 87 551 7702 or +27 87 550 7717

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Spain: +34 91 198 0188 or +34 84 368 5025

Turkey: +90 216 900 2606 or +90 216 900 1866

Argentina: +54 343 414 5968 or +54 341 512 2188

Vietnam: +84 28 4458 2373

Ireland: +353 1 513 3247 or +353 1 691 7488

International numbers available: <https://zoom.us/j/96052832001>

Meeting ID: 760 064 533

**Email Chain 240**

**From:** s9(2)(a), s6(d) >  
**Sent:** Tuesday, 23 July 2019 11:27 AM  
**To:** Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii) >  
**Cc:** 'Jennie' s6(d), s9(2)(a)  
**Subject:** RE: ICN Capability

Hi Graeme,

Sounds good. Jennie is away in Australia for the week and back Monday.  
I will put this on the agenda to discuss with her about next steps.

Thanks

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

**From:** Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii) >  
**Sent:** Tuesday, 23 July 2019 10:37 AM  
**To:** s9(2)(a), s6(d)  
**Cc:** 'Jennie' s6(d), s9(2)(a)  
**Subject:** RE: ICN Capability

Forgot to add – there is a separate call to action on all companies interested in the Aussie defence sector to ensure they have an ICN Gateway supplier entry and that they maintain that regularly. It is certainly used in Australia, although companies should understand its only a starting point, a hygiene factor, and that regular business development activity with primes and defence is necessary to get known, establish credibility and get ahead of the demand curve.

NZDF don't use ICN as a tool (although some of its primes might), although as I understand it the Industry Portal is supposed to allow for suppliers to register against certain criteria – and may (or could?) use this sort of capability taxonomy.

G

**From:** Graeme Solloway - AKL  
**Sent:** Tuesday, 23 July 2019 10:28 AM  
**To:** s9(2)(a), s6(d) >  
**Cc:** 'Jennie' s6(d), s9(2)(a) >  
**Subject:** RE: ICN Capability

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

Thanks for sending through. I am really interested in this as I am often asked for information on NZ firm capability and this would be an amazing resource if it could be put together.

The mapping of companies into this taxonomy will be a large and complex exercise. So I wonder if a simpler taxonomy would be more practical? Also, are companies going to approve/sign-off on their entry – they should.

Then there are two questions:

1. What will be done with the data? Will it be shared – who with and how?
2. How will the data be maintained? Businesses go in and out, capabilities are developed or lost. Will this be refreshed periodically and by who and how?

I recently came across a report written 11 years ago that provided a snapshot of defence capability then. It was simpler in its approach and a refreshed version of this paper may provide 80% of the value a full mapping exercise would. It would again necessitate an opt-in approach and would only be a snapshot in time.

This paper could be supplemented with a table of participating firm capability – but at a substantively higher level perhaps.

Graeme

**Attachment One: NZ Defence 2008**

Withheld in its entirety under section s6(a); s9(2)  
(b)(ii)

From: s9(2)(a), s6(d) s6(a), s6(d) >  
Sent: Tuesday, 23 July 2019 8:03 AM  
Cc: Graeme Solloway - AKL <s9(2)(a), s9(2)(g)(ii) >; 'Jennie' <s6(d), s9(2)(a) >  
<s6(d), s9(2)(a) >  
Subject: ICN Capability

Morning team,

As per my previous email on 9 July, please see attached the ICN Capability categories. This is the raw data from the ICN website.

Have a look, and if you have any suggestions for additional categories please let me know.

Many thanks

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

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

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

New Zealand Defence Industry Association

Mobile s9(2)(a)

Attachment One: ICN Gateway Categories



## MANUFACTURING

Food and Beverage Manufacturing / Processing	Meat Products	Meat Processing Poultry Processing Smallgoods Manufacturing	
	Seafood Processing	Crustacean Fish Shellfish	
	Dairy Product Manufacturing	Butter / Cheese Ice Cream Milk / Cream	
	Fruit and Vegetable Processing	Canned / Bottled Fresh Frozen Preserved / Dried	
	Oil and Fat Manufacturing	Animal Vegetable	
	Flour and Cereal Food Product Manufacturing	Cereal / Pasta Grain	
	Bakery Product Manufacturing	Biscuits Bread Cake / Pastries	
	Other Food Products	Animal Food Confectionary Snacks Sugar	
	Beverage Products	Beer Soft Drinks / Cordial / Carbonated Spirits Water Wine	
	Textile, Clothing and Footwear	Textile Yarns / Fibres	Cotton Finishing / Dyeing Synthetic Fibre Wool
		Textile Product Manufacturing	Canvas Carpets / Tiles Made Up Rope / Twine Sheets / Blankets / Towels
		Knitting Mills	Hosiery Knitted Garments
		Clothing Manufacturing	Hats Mens / Womens Safety / Work Wear Sportswear
Footwear Manufacturing		Boots Shoes Sportswear Work / Safety	
Leather and Leather Product Manufacturing		Leather Products Tanning	
Wood Product Manufacturing		Log Sawmilling and Timber Dressing	Log Sawmilling Timber Resawing / Dressing Wood Chipping
	Wood Product Manufacturing	Building / Construction Packaging Plywood / Veneer Reconstituted Wood	
Paper Product Manufacturing	Bags / Containers Packaging Paper Paperboard Pulp		
Printing, Publishing and Recorded Media	Printing and Services	Bookbinding Commercial Printing Packaging / Signage Photo setting / Layout	

## MANUFACTURING

	<b>Publishing</b>	Books Maps Newspapers Periodicals
	<b>Recorded Media Manufacturing and Publishing</b>	Audio / Video Tape CD/ DVD Media Duplication Services
<b>Petroleum and Coal Products</b>	<b>Petroleum Refining</b>	Oil / Grease Petrol / Fuel Oils
	<b>Petroleum and Coal Product Manufacturing</b>	Mineral Oils Solvents Tar / Bitumen
<b>Basic Chemical and Chemical Product Manufacturing</b>	<b>Basic Chemical Manufacturing</b>	Industrial Gases Inorganic Chemicals Organic Chemicals
	<b>Basic Polymer Manufacturing</b>	Polymer Products Synthetic Resin and Rubber
	<b>Fertiliser and Pesticides</b>	Fertilisers Pesticides
	<b>Pharmaceutical And Medical</b>	Human Pharmaceuticals Veterinary Pharmaceuticals
	<b>Cleaning Compounds and Toiletries</b>	Creams / Lotions / Make up Soap / Detergent / Toothpaste
	<b>Other Basic Chemical Product Manufacturing</b>	Essential Oils / Wax Explosives Photographic Chemicals
	<b>Basic Polymer Product Manufacturing</b>	Adhesives Conveyor Belts Flooring Paint / Coatings / Inks Plastic Products Polymer Film / Sheet Packaging Polymer Foam Rigid / Semi Rigid Plastics Tyre Manufacture
	<b>Natural Rubber Products</b>	
<b>Non-Metallic Minerals Product Manufacturing</b>	<b>Glass and Glass Product Manufacturing</b>	Automotive Glass Bottles / Jars Kitchenware Optical / Scientific / Tubing Ornamental Plate / Safety Glass
	<b>Ceramic Product Manufacturing</b>	Bricks Pottery / Bathroom Refractory Tiles / Pipes
	<b>Cement, Lime, Plaster and Concrete Product Manufacturing</b>	Blocks / Bricks / Tiles Cement / Lime Pipes / Panels / Culverts Plaster Ready-mix Concrete Sleepers Tanks
	<b>Abrasives</b>	Grinding / Cutting Wheels Powder / Grits Sand Paper / Discs
<b>Primary Metal Product Manufacturing</b>	<b>Basic Ferrous Metal Manufacturing</b>	Iron and Steel Smelting
	<b>Basic Ferrous Metal Product Manufacturing</b>	Iron and Steel Casting Rail Rolled Steel Steel Pipe and Tubes Steel Plate

## MANUFACTURING

	Basic Non Ferrous Metal Manufacturing	Alumina Production Aluminium Smelting
		Copper / Silver / Lead / Zinc Smelting
	Basic Non Ferrous Metal Product Manufacturing	Gold / Rare Earth / Nickel Smelting Non Ferrous Castings Rolling / Drawing / Extruding Sintering
Fabricated Metal Product Manufacturing	Heavy Engineering Household Equipment Iron And Steel Forging Light Fabrication Metal Castings / Finishing Metal Containers Pressure Vessels Sheet Metal Manufacturing Springs / Wire / Nuts / Bolts / Rivets Structural Metal Products	
Transport Equipment Manufacturing	Motor Vehicle / Part Manufacturing	Automotive Components  Automotive Electrical Components Buses / Trucks Caravans Fork Trucks Light Vehicles / Bikes / Buggies Motor Vehicle Manufacturing Motor Vehicle Body / Trailers
	Land Transport	Aircraft Maintenance Aircraft / Components Rail / Tram Maintenance Rail / Trams
	Marine Manufacturing	Boatbuilding (Aluminium) Boatbuilding (Fibreglass) Dry Dock / Ship Lift Ship Repair Ship / Boat Fitout Shipbuilding (Aluminium) Shipbuilding (Steel)
Other Manufacturing	Prefabricated Building Manufacturing	Kit Homes / Portable Houses Sheds / Carports / Garages Wooden Structures
	Furniture Manufacturing	Mattresses Metal Furniture Pre-fabricated Furniture Shop Fitout Upholstery Wooden Furniture
	Other Manufacturing	Jewellery / Silverware Light Manufacturing Toys / Sporting Goods
	Professional and Scientific Equipment Manufacturing	Medical / Surgical Meters / Instruments Photographic / Optical Scientific / Nautical / Navigation
	Electronic Equipment Manufacturing	Circuit Boards Communications / Transceiving Computer / Components Electronic Equipment Optical Fibre / Components
	Electrical Equipment and Appliance Manufacturing	Batteries Electrical Equipment / Motors Household Appliances Lights / Fittings / Cable / Wiring
	Pumps, Compressors, Heating and Ventilation	Heating / Cooling Equipment Pumps / Compressors Refrigeration Systems

MANUFACTURING

Specialised Machinery

Solar Heating  
Agriculture Machinery  
Engines / Pans  
Furnaces / Boilers  
Machine Tools and Parts  
Material Handling Equipment  
Mining / Construction Machinery  
Specialised Machinery



<b>Chemicals and Environmental</b>	<b>Services and Design</b> Analytical Facility LEA, Chromatol Units Staging, Manufacturing and Coding Pipes and Tankage Other
<b>Facilities Construction</b>	Plant Facility General Machinery General Safety Equipment Labors, Signs, Warning and Notices Laboratories and CIP Purging, Compressors, Heats, Pumps and Tanks Tools Other
<b>Industrial IT / Control Systems / Buildings</b>	Control Room / HMI Data Management / Supervisory Systems Automation Facility / SPS Data Rooms Fire Detection and Suppression System / SPS HVAC Systems Lab Facility / Supplies Labwork Facility / Supplies Medical Facility / Supplies Office Facility / Supplies Storage Facility / Supplies Utility Systems / Supplies Other
<b>Process / Control Systems / IT / Control Systems / Software</b>	Integrated Logistics Support Equipment Process / Control Systems Historian Software Access Matrix Fire and Purging, HMI Thermal Support Equipment Other
<b>Process / Control Systems / IT / Control Systems / Software</b>	Hardware / System Integration Lab (SIL) User Facilities

<b>Business Development / IT</b>	<b>Business Planning / Software Cases</b> Creative Services Website Services Legal Services Philosophy and Missionship Quality Management Services Safety Management Services Other
<b>Facilities / Facilities Construction</b>	Architecture Carpentry Steel Erection Millwright and Rig Services Maintenance Services Machinists, Turners, Pipe and Fitters Services Painting / Coating Plastics Production / Customization Planning Production Tool Services Staging, Manufacturing and Coding System Integration and Assembly Weight and Weight Calculations Other
<b>Automation</b>	Cybersecurity Design Cybersecurity Integration Cybersecurity Monitoring Cybersecurity Requirements Evaluation Cybersecurity Surface Characterization Security Configuration Management System Case Functional Analysis System Security Architecture Development Vulnerability Analysis and Identification Other
<b>Data</b>	Data Analytics / Processing Services Data Communication Services Data Display Services Data Privacy Services Data Validation Other
<b>Manufacturing</b>	Chemical Chemical Recycling Storage Other
<b>Plant Engineering</b>	Asset Management Engineering Drawings Rigging Analysis Risk-Based Analysis Laser Scanning and 3D Modeling Model Markup Simulation Wind Tunnel Testing Other
<b>Product Development</b>	Artificial Intelligence / Machine Learning Augmented Reality / VR Real Reality Blockchain Technology Other
<b>Systems</b>	Aerospace / Aerospace Chemical Civil Marine Medical Pharmaceutical Biochemical Mechanical Mechanical Software Systems Other
<b>Technical Services / IT</b>	Asset Management Services Configuration Management Services Facilities Program Governance and Delivery Support Facilities Requirements Analysis and Planning Inventory Optimization and Planning Lifecycle Coding Logistics Support Analysis Maintenance Planning, Implementation and Assets Packing, Handling, Storage and Transportation Production (Cells of Supply) POC Project Support Management Reliability Engineering Services Supply Chain Management and Services Technical Publication Development Technical Regulatory Compliance Other
<b>Technical Engineering Services</b>	Advanced Manufacturing - Metals Advanced Machine Design - Metals Bending, Laser) Cutting and Flaying Casting, Forging and Welding Coatings/PowderCoat

		<ul style="list-style-type: none"> <li>Coiling</li> <li>Coiling</li> <li>Material Treatment</li> <li>Steel Finishing</li> <li>Steel Finishing</li> <li>Other: Machine and Process Manufacture</li> <li>Other Metal Manufacturing</li> <li>Painting</li> <li>Steel Manufacturing</li> <li>Other</li> </ul>
	<b>Processes of metal finishing</b>	<ul style="list-style-type: none"> <li>Autoclave Manufacturing - Hot Metals</li> <li>Advanced Machine Design - Roll Mills</li> <li>General Tool and Die Manufacture</li> <li>Computerized Control Manufacturing</li> <li>Coil Production</li> <li>Steel Hydrothermal Manufacturing</li> <li>Coiling</li> <li>Heat Treating and Finishing</li> <li>Basic Material Manufacture</li> <li>Painting</li> <li>Polymers / Plastic Fabrication and Manufacturing</li> <li>Tooling Fabricator and Manufacturing</li> <li>Other</li> </ul>
	<b>Processes of Asset Management</b>	<ul style="list-style-type: none"> <li>Product Management</li> <li>Project Management</li> <li>Process Management</li> </ul>
	<b>Process</b>	<ul style="list-style-type: none"> <li>Materials / Control Design</li> <li>Materials / Control Development</li> <li>Materials / Control Integration</li> </ul>
	<b>Process Control Systems</b>	<ul style="list-style-type: none"> <li>Materials / Control Hardware &amp; Validation (HW / SW)</li> <li>Other</li> <li>Development Test and Validation</li> <li>Validation and Quality Management</li> <li>Run Distribution Testing Services</li> <li>Operation of Test and Validation</li> <li>Test and Validation Support</li> <li>Other</li> </ul>
	<b>Training</b>	<ul style="list-style-type: none"> <li>Academy / Maintenance Training</li> <li>Academy / Operations Training</li> <li>Field Training</li> <li>Technical Training</li> <li>Software Training</li> <li>Other</li> </ul>
<b>Electrical and Electronics</b>	<b>Electrical/Electronics</b>	<ul style="list-style-type: none"> <li>Automotive Systems</li> <li>Aviation Electronics</li> <li>Control Systems</li> <li>Digital Electronics</li> <li>Embedded Systems</li> <li>Leak Systems</li> <li>Power Electronics</li> <li>Printed Circuit Boards</li> <li>Service Systems</li> <li>Signal Processing Systems</li> <li>Other</li> </ul>
	<b>Communications and Surveillance</b>	<ul style="list-style-type: none"> <li>Anti / Mining Systems</li> <li>Antennas and Masts</li> <li>Audio / Visual Systems</li> <li>Communication Surveillance Systems</li> <li>Cybersecurity Equipment Systems</li> <li>Digital Communications</li> <li>Intercom System</li> <li>High Volume Messaging</li> <li>Internet Services</li> <li>Long Range Asset ID Devices</li> <li>Mobile Communications</li> <li>Quality Communications</li> <li>Security Systems</li> <li>Test and Data Cells</li> <li>Telephone / Telecommunication Services</li> <li>Visual Surveillance Systems</li> <li>Other</li> </ul>
	<b>Electronic Warfare</b>	<ul style="list-style-type: none"> <li>Electronic Attack (EA)</li> <li>Electronic Protection (EP)</li> <li>Electronic Warfare Support</li> <li>Other</li> </ul>
	<b>General Electrical</b>	<ul style="list-style-type: none"> <li>Electrical Cable, Wire and Cables</li> <li>Electrical Fuses and Fittings</li> <li>Electrical Safety Systems</li> <li>Electrical Switches, Relays and Circuit Breakers</li> <li>Electrical Systems Management</li> <li>LV / MV Electrical Packages</li> <li>Other</li> </ul>
	<b>General Electronics</b>	<ul style="list-style-type: none"> <li>Systems and System Systems</li> <li>Components and Layouts</li> <li>Consumer Electronics</li> <li>Electronic Tables, Wires and Cables</li> <li>Electronic Fuses and Fittings</li> <li>Electronic Switches, Relays and Circuit Breakers</li> <li>Hardware</li> <li>Mobile Devices</li> <li>Other</li> </ul>
	<b>Lighting Systems</b>	<ul style="list-style-type: none"> <li>Other</li> <li>Rescue / Emergency Lighting Systems</li> <li>Commercial Lighting</li> <li>Electronic Lighting</li> <li>Vehicle Lighting</li> <li>Anti Management Systems</li> <li>Outdoor Lighting</li> <li>Vehicle Lighting</li> <li>Other</li> </ul>
	<b>Power Plant and Supply</b>	<ul style="list-style-type: none"> <li>Power Motor</li> <li>Emergency Power Systems</li> <li>Power Distribution</li> <li>Power Protection</li> <li>Power Storage</li> <li>Transformers</li> <li>Turbines</li> <li>Other</li> </ul>
<b>Aircraft Systems</b>	<b>Aircraft Systems</b>	<ul style="list-style-type: none"> <li>Altitude and Manoeuvre Handling Systems</li> <li>Bearding Systems</li> <li>Cargo Handling Systems</li> <li>Control and Fuel Delivery</li> <li>Deck Operations / Platform Management</li> <li>Environmental Systems</li> <li>Block Machine Control and Safety Systems</li> <li>Navigation and Mission Plan Systems</li> <li>Hot Maintenance Handling Systems</li> <li>Water Distribution Systems</li> <li>Machine Fire and Flood Detection Systems</li> <li>Machine Fire Suppression Systems</li> </ul>

	Machine Pumps, Compressors, Valves, Tanks and Drums Blasting, Drilling and Hoisting Systems Air Refrigeration Systems Water Plant Systems Other
<b>Control Systems</b>	
<b>Communications and Surveillance</b>	Naval Communication Systems Naval Surveillance Systems Radar Systems Search and Rescue (Search Finding) Systems Sonar Systems Towed Vehicle (Recon) Systems Other
<b>Naval Warfare</b>	Hull Protection Systems Longitudinal / Transverse Framing Pressure / Tightness Testing Structure Design, Manufacture and Assembly Other
<b>Deck and Deckings</b>	Bulk and Deck Hoisting Deck Hoisting Deck Hatchways and Ladders Hull Plating / Clowdsheer IR Systems Weather Radar and Other Rigging / Chaining Windows Other
<b>Automation Plans</b>	Marine Automation Core Radar and Image Correlator Display Systems Battle Control Systems Fuel Systems Gear Systems Lubricating Systems Propulsion (Mechanical and Electrical) Propulsion Engines and Motors Propulsion Monitoring and Control / Automation Systems Updater / Diagnostic System Other
<b>Ship Assembly and Support Services</b>	Wood Construction / Composite Deck Construction Hull Structure Survey Naval Medicine Facilities Other
<b>Naval Power Control</b>	Thermoelectric Systems Navigation Systems Classification Systems Guiding Systems Steering Systems Other
<b>Land Systems</b>	
<b>Space Systems</b>	
<b>Unmanned Systems</b>	Unmanned Aerial Systems Unmanned Ground Systems Unmanned (Water) Surface Systems Unmanned Underwater Systems
<b>Ballistic Systems - Offensive</b>	Biological / Chemical Weapons Directed Energy Weapons Rockets Guns Missile Systems Naval Systems Torpedo Systems Other
<b>Ballistic Systems - Defensive</b>	Detection Systems Protection Systems Other
<b>Information Systems/Defense Support Systems</b>	

Technology innovation	Future technologies	Data & communication systems Gaseous fuels Light weighting Vehicle electrification Other
	Science & research	Australian government research institutions Cooperative Research Centres Higher education organisations Private research and development institutions Other

Body, chassis & drivetrain	Body shell / body in white	Body structure Paint Sealing & corrosion protection Sheetmetal Other
	Corners & other	Brakes Corner modules Gear shift lever Jack & tools Pedal box Steering column & wheel Steering rack, pump, control arms Suspension Wheels & tyres / tires Other
	Doors / latches	Doors Locks & mechanisms Side impact beams Window regulators Other
	Engine	Cooling Engine Exhaust Fuel tanks & fuel delivery Other
	Exterior trim / ornamentation	Badges Bumpers & fascias Glass Lamps Side mouldings Skirts Spoilers Wiper systems Other
	Noise, vibration & harshness	Insulation Sound deadening Wheel house liners Other
	Platform	Engine cradle Floor Front unit Other
	Transmission	Axles Clutch



		Driveshafts Transmission Other
Electrical, control & interior	Climate control	Accessory drive Air conditioning Climate control Other
	Distribution	Connectors Fuses & relays Wiring harness Other
	Generation / storage	Alternator Battery Starter motor Other
	Interior trim	Acoustics Carpet Console Door trims Fabric & leather Headliners Infotainment Instrument panels Interior trim Owner's manual Parcel shelf Pillar trims Seats Trunk trim Other
	Lighting / signalling Management	Lenses & light sources Climate control Corner management Data communications & display Engine management Power electronic Other
	Safety & restraints	Airbags Seat belts Other
Education & training	Higher education organisations	Auto technology training General employee development training Other
	Private sector training	Auto technology training General employee development training Other
Engineering & manufacturing	Design & development	Computer aided drafting (CAD) Design / styling Homologation Rapid prototyping Simulation & modelling

	Manufacturing (specialist)	<ul style="list-style-type: none"> <li>Testing &amp; approvals</li> <li>Testing equipment</li> <li>Vehicle development</li> <li>Other</li> <li>Aluminium</li> <li>Assembly</li> <li>Fabrics &amp; leather</li> <li>Painting process</li> <li>Plastics</li> <li>Side impact beam</li> <li>Steel (raw material)</li> <li>Tooling</li> <li>Other</li> </ul>
Aftermarket	Accessories	<ul style="list-style-type: none"> <li>Acoustics</li> <li>Car care</li> <li>Carpet, car / dash mats</li> <li>Dashboard</li> <li>Mobile electronics</li> <li>Safety products</li> <li>Seating</li> <li>Steering wheel</li> <li>Sunroofs</li> <li>Tinting</li> <li>Wheel accessories</li> <li>Other</li> </ul>
	In-car entertainment	<ul style="list-style-type: none"> <li>Amplifiers</li> <li>Head units</li> <li>Speakers</li> <li>Other</li> </ul>
	Lighting & electrical	<ul style="list-style-type: none"> <li>Batteries &amp; accessories</li> <li>Climate control / air conditioning</li> <li>Cruise control</li> <li>Electrical hardware</li> <li>Engine management</li> <li>Globes &amp; lamps</li> <li>Other</li> </ul>
	Motorsport & performance	
	Off-road / 4WD	<ul style="list-style-type: none"> <li>Batteries &amp; electrical</li> <li>Bullbars</li> <li>Communication &amp; navigation</li> <li>Performance enhancement</li> <li>Recovery gear</li> <li>Suspension</li> <li>Towing</li> <li>Other</li> </ul>
	Other	<ul style="list-style-type: none"> <li>Rubber</li> <li>Software &amp; business systems</li> <li>Sealants &amp; adhesives</li> <li>Towing equipment / trailer parts</li> <li>Other</li> </ul>
	Replacement parts	<ul style="list-style-type: none"> <li>Air conditioning parts</li> <li>Bearings</li> <li>Body panels</li> <li>Brakes</li> <li>Clutches</li> </ul>

CV joints  
Drivetrain  
Engine reconditioning  
Engine / cooling  
Exhaust  
Fasteners  
Filtration  
Fuel injection  
Gauges / instruments  
Hoses  
Ignition  
Oil & additives  
Oil filters  
Rear axle / differential parts  
Remanufactured parts  
Restoration parts  
Spark plugs  
Steering & suspension  
Transmission  
Tyres / tires  
Wheel alignment parts  
Windscreen  
Other

**Tools & equipment**

Air compressors  
Jacks, ramps & stands  
Materials handling  
Safety  
Tools general  
Workshop publications  
Workshops equipment  
Other

Building Construction	Residential Building Construction	Apartment Blocks Garages House Construction House Renovations Portable Houses Prefabricated
	Non Residential Building Construction	Commercial Buildings Commercial Renovations / Fitout Cool Stores Industrial Buildings Portable Buildings
Heavy and Civil Engineering Construction	Roads and Bridges	Asphalt Bridge Construction Elevated Roads Maintenance / Repair Precast Components Road Construction / Sealing Runways
	Other Heavy and Civil Construction	Breakwaters  Cable Laying / Pipelines / Irrigation Canals Dams Dredging / Jettys / Piles Maintenance / Repair Mine Construction Rail Tunnels

Construction Services	Land Development / Site Preparation	Demolition Excavation / Earth Moving Explosives Land Clearing Land Sub-Divison / Development Trench Digging
	Building Structure Services	Bricklaying / Stonework Concrete Services Footpaths / Curbing Reinforcing Steel Roofing Site Welding Steel Erection Tank / Silo Erections
	Building Installation Services	Air Con / Heating Services Electrical Services Fire / Security Alarm Services Insulation Lift Installation Plumbing Services
	Building Completion Services	Carpentry / Walling Services Glazing Services Painting / Decorating Services Plastering / Ceiling Services Tiling / Carpeting Services
	Other Construction Services	Landscaping Machinery Hire Petrol Bowser Installation Sandblasting



Scaffolding

<b>Architectural, Engineering And Technical Services</b>	<b>Architectural Services</b>	Drafting / Design Landscaping Design Town Planning / Zoning / Traffic
	<b>Surveying / Mapping Services</b>	Aerial Engineering Surveys Geodetic Hydrographic Land Surveys Mining Oceanographic Seismic
	<b>Engineering Design / Consulting Services</b>	Boat / Naval Architects  Building / Civil Construction Desin Electric / Electronic Engineering Geotech Services Industrial Design Marine Engineering Materials Handling Pipelines
	<b>Other Specialised Design Services</b>	Commercial Art Interior Design Signwriting
	<b>Scientific Testing / Analysis Services</b>	Chemical Analysis Environmental Testing Food Testing Forensic Science Materials Testing Seismic Testing

IT & COMMS

Active Network Equipment	GPON - End User Equipment	Indoor SDU ONTs Outdoor SDU ONTs MDU ONTs VDSL2 Modems Other	
	GPON - OLTs	Racks Line cards Other cards Other	
	EFS / EAS equipment	Racks Line cards Other cards Other	
	EFS / EAS equipment	Racks Cards Cables Other	
	Racks		
	Microwave Transmission	Racks Cards Cables Towers	
	Optical Transmission	Racks Cards Cables Other	
	Power Supplies	Plug packs Uninterruptible power supplies Batteries Power cables Other	
	Other		
	Passive Network Equipment	FAN Equipment	ODF Other
		Distribution Network Equipment	Closures Distribution Fiber FDH Splitters Other
		Local Network Equipment	Local Fiber Flexnaps & Multiports Ducts Drop Fiber Aerial Hardware Other
		Installation Hardware	Pits Racking Cables Cable Installation Civil Pits Other
		Other	
Wireless Network		Base Station Equipment Wireless Services Other	

IT & COMMS

Satellite Network	Satellite Equipment Launching Services Ground Station Equipment Ground Station Equipment Other	
Network Systems & Services	Order & Provision Modules Assurance Modules Billing Modules Build Modules Software Services Other	
Construction & Construction Services	Design Build Test Quality Audit Other	
Distribution & Logistics	Transport Services Warehousing Services  Material Packing & Handling Services Mail Services Other	
Software Services	Client / Server Software	Analysis Design Development Licensing Maintenance Services
	System software	Analysis Design Development Maintenance
IT Systems and Infrastructure	Infrastructure Support	Desktop support Installation Licenses Maintenance
	Hardware Equipment	Original Equipment Manufacturer Fabricator (assembly) Maintenance Installation
Indirect Support Services	Professional Services	Temporary Personnel Services Human Resources Services Management Advisory Services Audit Legal Sales & Business Promotion Activities Document & Information Management Other
	Media	Printing Advertising Other

IT & COMMS

<b>Staff Support</b>	Travel / Food / Lodging / Entertainment Services Insurance & Life Insurance Health Services Other
<b>Facilities</b>	Real Estate Services Security and Services Fire Protection Buildings and Maintenance Services Office Equipment & Supplies Other
<b>Utilities</b>	Electricity Water Other