

Doing Business with NATO & the EU in the Defence Sector

Agency Landscape, Procurement Specifics and Opportunities to Participate:
Your Entry Point into International Procurement Processes

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Doing Business with NATO & the EU in the Defence Sector

Maritim Hotel Bonn | Godesberger Allee | 53175 Bonn

National procurement authorities can meet requirements domestically, but procurement can also be carried out jointly with other nations or through supranational agencies. This international procurement in the defence sector is gaining rapidly in importance: NATO, the EU and national actors are joining forces, creating common programmes and thereby opening up new market opportunities - including for small and medium-sized enterprises.

Yet entering this complex procurement environment is demanding: different organisations, specific registration processes, legal frameworks and high compliance requirements pose challenges for many companies.

This forum gives you a concise and practical guide to overcoming these hurdles and positioning yourself purposefully in international procurement processes. High-ranking representatives from NATO agencies and EU institutions provide direct insights into structures, procedures and concrete entry opportunities.

Key topics include:

- the relevant actors and their roles in the NATO and EU procurement system
- concrete steps for registration and participation in tenders
- current programmes and funding opportunities at European level
- legal and regulatory requirements - from procurement to compliance
- practical experience and tips for market entry

In addition, the forum provides valuable insights into international procurement approaches and highlights concrete opportunities for cooperation.

The forum gives you a clear overview of the procurement landscape, helps you understand the key processes, and provides concrete starting points for positioning your company successfully in the international defence market.

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08:00 Check-in / Welcome Coffee

08:45 Welcome & Introduction

Benjamin Bauer, Centre for Studies and Conferences of DWT
Dr. Marcello Mariucci, Head of the SME Working Group, DWT

09:00 European Defence and Security Policy

- Current developments in EU security and defence policy
- EDIS, Readiness 2030 and other European initiatives
- Roles of the European Commission, EDA and Member States
- Implications for industry, procurement and cooperation

Bernd-Ulrich von Wegerer, Ministerialrat ret. (formerly Permanent Representation of the Federal Republic of Germany to the European Union)

09:45 EDA and European Cooperation Programmes

- The role of the EDA in capability development and European cooperation
- From priority to project: How European cooperation projects emerge
- Opportunities for networking between industry, Member States and research
- EDA support services for companies and SMEs

Dr. Richard K. Arning, European Defence Agency (EDA)

10:30 Q & A, followed by coffee and networking break

11:30 European Defence Fund (EDF)

- Current calls for proposals and funding priorities
- Success factors for consortium building and applications
- Common mistakes and best practices from funding practice

Dr. Lino Schneider-Bertenburg, National Contact Point for the European Defence Fund

12:15 OCCAR and European Defence Cooperation

- Organisation and tasks
- Opportunities for industry participation
- Insights into ongoing projects

Joachim Sucker, OCCAR-EA Director

13:00 Q & A, followed by lunch break and networking

14:15 Understanding and Using NATO Procurement

- Roles and tasks of key NATO agencies (NSPA, NCIA, DIANA)
- Vendor Registration, NATO CAGE Code and access to tenders
- Practical guidance for getting started

Udo Lang, formerly NATO Communications and Information Agency (NCIA)

15:00 Defence Procurement in Austria

- Procurement approaches and processes
- Structures and cooperation potential
- Opportunities for industry

Bgdr Mag.(FH) Dr. Matthias Sebera, Head of the Material Management Department, Federal Ministry of Defence

15:30 Q & A, followed by coffee and networking break

16:15 Public Procurement and Contract Law, Compliance

- Fundamentals of defence and security procurement
- Particularities in the national and European context
- Requirements for integrity and transparency
- Typical pitfalls and best practices

Dr. Marc Philip Greitens, Lawyer, Salaried Partner, Heuking

17:00 NATO vs. EU - Where are the real opportunities for SMEs?

Interactive session with audience participation and room for your questions

- Comparison of NATO and EU procurement logic
- Where do short-term vs. long-term business opportunities arise?
- Which access routes are realistic for SMEs?
- Strategic recommendations for market entry
- Lessons learned from industry

17:30 End of the event

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The conference is aimed at members of the armed forces, public authorities, parliaments and ministries, academia and industry.

Conference fees include beverages and lunch. Prices are subject to VAT. By registering, you agree to the following:

- (1) The electronic storage of the data you provide.
- (2) Photographs and/or film recordings may be made during the event and may be published, e.g. as part of event coverage or in invitations for future DWT/SGW events.
- (3) Distribution of a participant list (name / function / company or public authority) and photographs taken during the event to participants.
- (4) By registering / signing, you accept the participation terms of this invitation, the General Terms and Conditions and the Privacy Policy of Studiengesellschaft der DWT, each available at www.dwt-sgw.de.
- (5) You may exercise your right to object under the GDPR, where necessary, by email to info@dwt-sgw.de.
- (6) Cancellation terms: cancellations by participants are free of charge up to 5 working days before the event; thereafter a 100% cancellation fee applies. A substitute participant may be named at any time.
- (7) If an event is cancelled for unforeseen reasons, registered participants and exhibitors will be notified immediately and any participation and exhibition fees already paid will be refunded. The liability of Studiengesellschaft der DWT mbH is limited to participation and exhibition fees



Online Registration

<https://veranstaltungen.dwt-sgw.de/?v=224>



Categorie A:

65,00 Euro

Armed Forces, Police, BKA, LKA, BND, THW, DRK, other national emergency response organisations (BOS), German ministries, subordinate agencies of ministries, German parliaments.



Categorie B:

165,00 Euro

Research institutions, universities, and companies associated with the Federal Republic of Germany: BWI, BwBM, HIL, BwFPS and BwConsulting.



Categorie C:

465,00 Euro

Business / Industry

Mini booth / Exhibits:

500,00 Euro