

# Lithuania's Defence Public Procurement. How to Compete and Win?

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# Who are the typical buyers in the Defence Sector?

- Defence Resources Agency
- Ministry of National Defence
- Lithuanian Police
- State Border Guard Service at the Ministry of the Interior of the Republic of Lithuania
- Fire and Rescue Department under the Ministry of the Interior of the Republic of Lithuania
- Etc.



# How Defence Procurement works in practice



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Direct acquisition without public procurement

In specific defence/security situations, the authority manages the process internally without publishing a tender

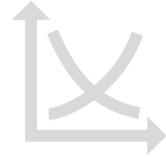


# How to Get Started — and Get Noticed by Contracting Authorities?



## Proactively showcase your solution

Reach out via email, request meetings, participate in defence conferences and exhibitions, and offer product samples or live demonstrations.



## Become part of the market analysis

Contracting authorities conduct their own research and rely heavily on information gathered in advance — early visibility increases the chance of being considered.



## Use pre-tender engagement opportunities

Communication during ongoing procurement is formal and limited, so connecting before the procedure is essential.

# How to Find Information About Upcoming Public Procurement?

- Procurement plans – published by 15 March each year and updated continuously (<https://viesiejipirkimai.lt/epps/app/searchPlan.do?searchType=advanced>)
- Early registration in the CVPIS system – suppliers can prepare in advance, use search tools, analyse contracting authority profiles, and review historical procurement data (<https://viesiejipirkimai.lt/epps/prepareRegisterEOOrg.do?registerEO=true>)
- CPV Code Subscriptions – get notified when relevant tenders appear (<https://viesiejipirkimai.lt/epps/viewCFTSAction.do>). Subscription is only available to registered users via their profile editing.
- Private AI-driven monitoring tools – track procurement opportunities automatically (<https://viesiejipirkimai.ai/> ; <https://tedas.lt/>; <https://www.tenderfy.lt/>)
- Direct inquiries to the contracting authority – ask about upcoming purchases or planned procurement procedures



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What the  
Defence Sector  
Buys — and How?

## Under the Standard Public Procurement Law

Procurement Method	Essence of the Procedure	Typical Items Purchased
Open Procedure	Unlimited number of participants. The supplier submits <b>one complete tender offer</b> . Qualification is checked.	Food products Fuel Clothing Footwear Equipment samples Medical and laboratory equipment Various inventory items
Restricted Procedure	Qualification-based supplier selection. Requires <b>at least 5 applications</b> . Fewer suppliers may be invited to submit tenders. Only suppliers meeting the requirements are invited.	Vehicles Sports equipment and gear
Procurement via CPO LT modules or Dynamic	DPS is valid for <b>5+ years</b> . Suppliers register to join the DPS. The contracting authority	Office equipment Paper
Purchasing Systems (DPS) CPO LT – <i>Central Purchasing Body</i>	submits a specific order based on need. Suppliers submit offers.	Batteries and accumulators Vaccines and medicines Furniture Cargo containers Vehicle insurance services
Published or Non-Published Request for Quotations	More flexible and faster process. Qualification requirements usually not applied. Contracts are typically low-value.	Cleaning services Household goods Maintenance of household appliances Warehousing services Event organisation services Advertising and marketing services



## Under the Defence Procurement Law

Procurement Method	Essence of the Procedure	Typical Items Purchased
<p>Restricted Procedure (most common)</p>	<p>Qualification-based supplier selection using objective and non-discriminatory criteria. Minimum number of candidates invited to submit tenders: 3 suppliers meeting the requirements are invited to submit a tender.</p>	<p>Communication equipment                      Personal protective equipment                      Chemical and radiological protection equipment                      Weapons                      Remote explosive detonation systems                      Buoyancy-maintaining ballistic vests                      Military helmets</p>
<p>Non-Published Negotiated Procedure (<i>should be an exception; usually requires approval from the Public Procurement Office</i>)</p>	<p>The contracting authority selects suppliers based on market analysis and other available information. Suppliers submit initial offers. Negotiations are conducted. Suppliers submit final offers.</p>	<p>Very short-range portable air defence systems                      Naval mine systems                      Self-propelled howitzers                      Weapon accessories                      LEOPARD 2 driver training tanks                      Combat support tanks and vehicles                      Special equipment preparation and maintenance services</p>
<p>Open Procedure (used less frequently)</p>	<p>Applied only in simplified procurement where information is not classified. No negotiations allowed. Unlimited number of participants. Supplier submits one complete tender offer. Qualification is checked.</p>	<p>Typically used for goods/services not specific solely to the defence sector.</p>



Based on a Government Resolution, certain military equipment is purchased without public procurement procedures, for example:

Naval drones

Unmanned aerial vehicles (UAVs)

Anti-tank mines

FPV drone munitions

Anti-drone systems, optical surveillance devices, and laser target designators



# Why Procurement Value Matters



## Low-value procurement procedures

Simpler, faster, and more flexible. The contracting authority can easily purchase products for testing, piloting, or initial evaluation with minimal formalities.



## High-value (international) procurement procedures

More formal and strictly regulated. These procedures follow EU-level rules, require full documentation, and involve higher competition and longer timelines.

# Selling a Product Manufactured Abroad

(Not Your Own Product)

- **Local Representative or Foreign Manufacturer — Who Should Bid?**
- **Prepare Your Foreign Partner in Advance**

Defence tenders require fast reactions, detailed paperwork, and strict compliance. Your partner must be ready to move quickly — even if the contracting authority proceeds at a slower pace.
- **Eligibility Restrictions Under the Defence Procurement Law**

Suppliers, subcontractors, and providers of goods or services not registered in an EU or NATO member state are generally prohibited from participating.
- **Supply Chain and Component Origin Checks**

Contracting authorities may inspect the full supply chain and origin of components. Restrictions on the use of Chinese technologies in offered products remain in effect.



# A Public Procurement Notice Is Published — What Should You Pay Attention To?

## Deadline for Applications and Tenders

- Request an extension immediately (common arguments: volume of documents, foreign supplier or partnership with foreign business challenges, time needed to obtain and translate documents from foreign institutions, time required for testing, time needed to collect qualification documents from partners).
- Can the deadline be challenged as too short? Yes!



# A Public Procurement Notice Is Published — What Should You Pay Attention To?

## Qualification Requirements

- Do we meet the qualification requirements on our own?
- Do we need a partner to satisfy specific criteria?
- What exact documents are required — and are alternative documents acceptable?

# A Public Procurement Notice Is Published — What Should You Pay Attention To?

Timeframe for Questions on  
Procurement Conditions  
(especially technical  
requirements)

- Unclear conditions, feasibility doubts, or missing information → ask a clarification question.
- Conditions that are clear but unlawful or disproportionate → submit an objection.
- All questions and answers are published, but the identity of the supplier asking them remains confidential.



# A Public Procurement Notice Is Published — What Should You Pay Attention To?

## Technical Requirements

- Does the product meet all technical specifications?
- Will testing protocols based on international standards be required? What level of laboratory accreditation is needed?
- Are there any inconsistencies between different language versions?



# A Public Procurement Notice Is Published — What Should You Pay Attention To?

## Classified Information

- Is a permit to handle classified information required? If so, apply to the State Security Department (VSD) and complete the necessary questionnaires.
- The contracting authority may also specify additional information security measures.

# A Public Procurement Notice Is Published — What Should You Pay Attention To?

## Contract Draft Review

- If key provisions are missing (e.g., IP transfer clauses, deadlines for sample delivery, delivery terms, etc.), raise questions immediately.
- Negotiations on contract terms after winning the tender are not allowed.



## TIP

Review the technical specification at least **33 times**.

And ask, ask, ask — you have **10 days** from the publication of the procurement notice to submit questions and pre-trial claims.

# Qualification Requirements



- Provide only the information requested — nothing extra.
- Any excessive or unnecessary information will be checked and may result in a finding of false information — leading to the rejection of your tender offer.
- You may rely on the qualifications of your partners.
- Foreign partners need more time to obtain required certificates compared to suppliers based in Lithuania.

# Joint Participation to Meet Qualification Criteria

- **Joint Venture (JV) Agreement**  
Partners assume joint and several liability — alternative liability structures are not permitted.
- **Subcontractor Arrangement (Reliance on Third-Party Capacities)**  
No shared liability towards the contracting authority.  
Direct payments to subcontractors may be allowed.
- **Full Disclosure of All Capacities Used**  
The tender must list all companies and all specialists whose capacities are relied upon to meet the qualification requirements.



# Joint venture

- **Is my partner financially stable?**  
If a joint venture partner becomes insolvent, the remaining partner must continue performing the contract or face termination and contractual liability.
- **Does my partner have a proven track record of successfully completed contracts?**
- **Benefits of teaming with a local partner for foreign suppliers:**  
They understand local procedures, can navigate administrative requirements, and help overcome cultural or communication barriers.
- **Poor performance by a JV partner or subcontractor = reputational and legal risk**  
Risks being blacklisted (excluded from future procurements).



# Requirements for the Tender Offer

- 01 Valid Qualified Electronic Signature**  
The tender must be signed with a valid qualified e-signature. Verify it through the eIDAS database.
- 02 Official Technical Documentation**  
Manufacturer-prepared technical documents are mandatory. Self-declarations are generally not accepted.
- 03 Confidentiality**  
Clearly specify which exact parts of your tender are confidential.
- 04 Tender Security**  
Common practice: contracting authorities apply 2–3% penalties calculated from the tender price. In some cases, a bank guarantee may be required.



# Tender Evaluation Process

- **No fixed evaluation deadline**  
The process can be lengthy; contracting authorities have broad discretion.
- **Possibility to clarify tender information**  
Clarifications may be accepted depending on the nature of the error and the rejection grounds stated in the procurement documents.
- **Very short deadlines for legal remedies**  
Only 5 business days or 10 calendar days to submit an objection.  
Repeated objections are not reviewed.
- **Potential national security screening**  
The contracting authority may initiate a national security clearance procedure.
- **All communication must be in writing**  
This includes inquiries, clarifications, and objections — everything is documented.
- **Post-award transparency and challenge rights**  
Once the winner is announced, competitors gain access to the non-confidential parts of the winning tender and may challenge the award decision.



# Most common reasons for tender rejection

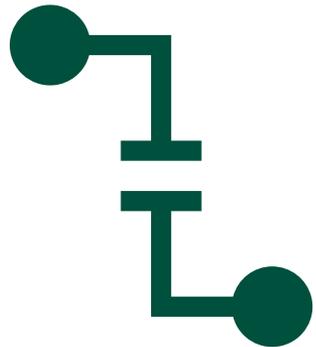
- Non-compliance with the technical specifications (e.g., product characteristics do not match requirements, incorrect or missing test reports)
- Incomplete information submitted with the tender offer (especially regarding technical compliance or required specialists)

# Contract Award

- 01 Refusal to sign the contract**  
If the winning supplier refuses to sign, the contracting authority may enforce the tender security and claim compensation for the price difference (damages claim).
- 02 Payments**  
Payments are made within 30–60 days from the invoice date and the signing of the delivery–acceptance act.
- 03 Invoice submission**  
All invoices must be submitted via the SABIS system.
- 04 Performance security**  
For high-value procurements: a 3–5% guarantee issued by a bank or insurance company.  
For low-value procurements: contractual penalties instead of bank/insurance guarantees.



## CONSEQUENCES OF POOR CONTRACT PERFORMANCE:



Risk of being classified as an  
unreliable supplier

# Conclusion

- Product compliance
- Product documentation
- Trusted partners
- Requests to clarify an offer, tensions in contract executions – consult a lawyer





# Thank You

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