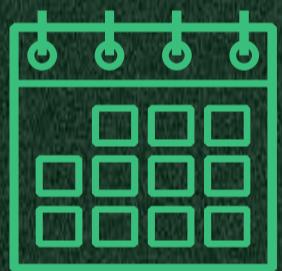


# How to sell to the Bundeswehr: Navigating Defence Procurement in Germany

Relevant for exporters and regulated  
industries targeting Germany – defence  
examples included.

**Insights, Business Lunch, Networking**



19 February 2026



11:00 – 14:00



Novotel Vilnius Centre\* or Live Stream  
Gedimino pr. 16, Vilnius

\*Space is limited

**The Agenda**





## Agenda

WELCOME AND OPENING REMARKS. AHK Baltics. RÖDL Lithuania. LDSIA.

1 keynote: SELLING TO THE BUNDESWEHR: SUCCESSFULLY NAVIGATING GERMAN PUBLIC PROCUREMENT. Freya Weber, RÖDL Germany

2 keynote: LITHUANIA AS EUROPE'S EMERGING DEFENSE TECHNOLOGY HUB: VISION AND POTENTIAL. Col (R) Darius Užkuraitis, Lithuanian Defence and Security Industry Association (LDSIA)

Panel Discussion: COOPERATION OR COMPETITION? D&S SUCCESS STRATEGIES FOR INTERNATIONAL SOURCING AND EXPANSION

Panelists from: Quantum Technologies, RÖDL, Granta Autonomy, Lithuania Defense Services, LDSIA

BUSINESS LUNCH AND NETWORKING SESSION

**Speakers and Panelists**



# Speakers and Panelists



**Donatas Sirgedas**

Managing Director  
Quantum Systems



**Freya Weber**

Associate Partner,  
Certified Lawyer for Public  
Procurement Law  
RÖDL Germany



**Col (R) Darius Užkuraitis**

Chief Adviser  
Lithuanian Defence and  
Security Industry  
Association (LDSIA)

## Event Moderator



**Tobias Kohler**

Head of Center of Excellence  
“Defense & Security”  
RÖDL



**Gediminas Guoba**

CEO  
Granta Autonomy



**Vilius Semeška**

Board Member  
Lithuania Defense Services

**Experts perspectives. Lunch. Networking.**