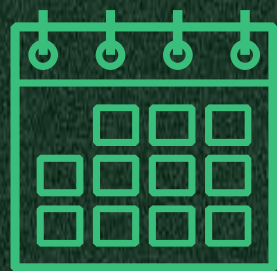


How to sell to the Bundeswehr: Navigating Defence Procurement in Germany

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.