QualiTEx Global
AUDITS • EXCELLENCE • MANAGEMENT SYSTEMS

Entering the Defence Sector

Guide for industrial companies interested in an additional line of business

You are exploring new sales opportunities and want to understand what becoming a supplier would mean for your company. This guide helps you narrow down the possible supply segment, take stock of your starting position and look at the preparation effort in a structured way. Requirements depend on your services, the possible customers and the later contract. [1, 2]

Narrowing down a possible entry

Start with your company's capabilities. Which products, manufacturing processes or services could you offer? Supplying a system manufacturer or an existing supplier can have different prerequisites than supplying a public contracting authority directly. A specific target segment makes the first assessment more meaningful. [1]

Taking stock of existing capabilities systematically

Area to review	Questions for the initial inventory
Services and supply route	Which service do we want to offer? For which potential customer and at which tier of the supply chain?
Quality management	Which processes are documented and effective? Which certifications and experience do we bring?
Production and evidence	How do we control inspections, traceability, changes and nonconforming products? What evidence can we present?
Organisation and resources	Who can take responsibility for the preparation? Which expertise, capacity and partners are available?
Additional review needs	Which customer- or product-specific requirements do we still need to obtain or have clarified by specialists?

Understanding AQAP

AQAP stands for Allied Quality Assurance Publications, the NATO publications on quality assurance. Which of them apply follows from the specific requirements and their contractual agreement. An existing ISO 9001 or EN 9100 can support the comparison; additional processes and evidence must be reviewed in each case. [2]

For initial orientation you need neither a customer order nor prior AQAP knowledge. Once the target profile is sufficiently specific, an in-depth AQAP gap check can follow.

Estimating the effort in a traceable way

A reliable effort estimate links concrete requirements with the current state. As long as customer expectations remain open, parts of the effort also remain provisional. Therefore document assumptions, dependencies and open points.

- Define the target picture: site under review, services offered, possible supply segment and available requirements.
- Assess gaps: compare existing processes and evidence with the target profile and record additional clarification needs.
- Plan measures: name the responsible persons, internal capacity, training, external support and, where applicable, investments.
- Classify the effort: assess person-effort and calendar duration separately; state costs only on a traceable basis.

Topics to be clarified separately

Depending on product and customer, technical approvals, information security, protection of classified information or export control may play a role. Record which topics could actually be relevant and who can assess them technically. An organisational and quality-related assessment of your starting position does not replace any required specialist review or customer qualification.

What the QualiTEx Global entry assessment delivers

We look at your organisational and quality-related prerequisites for an agreed supply segment. You receive a documented overview of existing strengths, essential gaps and open requirements, as well as prioritised next steps with an initial estimate of time and personnel effort. Assumptions are stated explicitly.

We agree the site, focus areas, required documents and scope before starting. The assessment supports your preparation. Decisions on qualification and orders rest with the respective customer; certification and order brokering are not part of the scope of services.

Information that helps in the first conversation

Which services would you like to offer? Which supply segment interests you? How is your quality management set up today? Which documents or contacts with potential customers already exist? Even a still open target picture can be narrowed down in conversation.

Would you like to clarify the prerequisites and the possible effort for your company? Contact Jens Hutter of QualiTEx Global with the keyword “Entry”.

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Technical references

[1] DIHK: Entering the security and defence industry (German-language source)
[2] Bundeswehr: AQAP at a glance (German-language source)