



Framework agreements in times of crises

Danish Defence Acquisition and Logistics Organisation - DALO

Who are we and what is DALO?

DALO: Danish Defence Acquisition and Logistics Organisation

- Underlying entity of the Danish Ministry of Defence.
 - The organisation in charge of procurement.
- Yearly administration of approximately 10 billion DKK.
- More than 2.700 employees.

Times have changed



PEACE TIME - Before COVID and Ukraine:

- Political focus on reducing stocks
- Focus at DALO on making our agreements more commercial

A TIME OF CRISES:

- Political and security situation in Europe
- Security of supply

External factors

1. Wishes for the Commission
2. The political level
3. Allies
4. Concrete initiatives in our legal templates

1. Wishes for the Commission

Greater flexibility for acquisitions of defence equipment

- Public tender under the defence and security directive?
- Dual use “challenge”, art. 346
- Broadening the scope for the exemptions of the directive

2. The political level

Political dilemmas in the future

- How much should be spent on defense?
- Security of supply on everything from ammunition to civilian computers?

3. Allies

Teaming up with other nations

- Which nations?
- Purchasing “through” other nations
- Joint procurement; same needs at the same time

4. Concrete initiatives in our legal templates

Mechanisms to enforce the agreement

- Oblige the supplier
 - Initial order
 - Products in stock at the supplier's warehouse.
- Penalty
- Hardship
- From one supplier to several: cascade



But is it enough?

Possible way ahead regarding security of supply

Consignment stock

Fully stocked warehouses

National production



Questions?

LinkedIn

- Forsvarministeriets Materiel- og Indkøbsstyrelse

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