



Агенція
Оборонних
Закупівель

HOW A DRONE MANUFACTURER SUPPLIES THEIR PRODUCT TO THE UKRAINIAN ARMED FORCES

Step-by-step instructions

Introduction

Centralized procurement of drones for the Armed Forces of Ukraine is carried out by the Defence Procurement Agency (DPA). Since 2022, the DPA has already delivered 984,009 UAVs to the military. Over these years, the budget for drone procurement has steadily increasing, reaching 128 billion UAH in 2025.

In this guide, we will walk you through the entire process — from the "entry barrier" to the signing of the contract. You will learn about the current procedures as well as new mechanisms being introduced by the DPA in 2025: traditional direct contracting, framework agreements and procurement through the DOT-Chain Defence.

This step-by-step instruction will help you understand how to prepare, go through all the stages and start supplying the Armed Forces in cooperation with the government — faster, more transparently and more easily.



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Block 1

WHAT IS CODIFICATION AND WHY IS IT IMPORTANT

How a drone manufacturer can supply their product to the Armed Forces of Ukraine

CODIFICATION

Codification means that a product meets NATO standards. It is required to ensure that equipment can be procured, registered, tracked and decommissioned properly. If a product is not codified, the Defence Procurement Agency (DPA) is not authorized to purchase it.

Once a product is codified it is added to the Supply Catalogue and assigned a NATO Stock Number — a list of all items that are eligible for procurement and delivery to the Armed Forces of Ukraine. The DPA procures only those drones that are included in this official list.

The most common pathways for codification are:

- Codification through a military unit;
- Codification via the Brave1 cluster;
- Codification through government contracting authorities.

How the codification process through a military unit works:

1. The manufacturer contacts representatives of the military unit and presents their product.
2. If the military unit is interested in the product, they conduct joint testing with the manufacturer.
3. If the tests are successful and the military expresses interest in the drone, the military unit submits an official request to include the product in the procurement needs.
4. The Ministry of Defence Commission then conducts additional testing and makes a decision regarding the product's codification.

How the codification process through the Brave1 cluster works:

1. The manufacturer submits a proposal to the Brave1 cluster.
2. If the proposal is positively evaluated, the manufacturer receives a grant to produce test samples of the unmanned systems.
3. Brave1 assists with equipment testing, improvement and obtaining codification.

CODIFICATION

In both cases, the following set of documents is required for codification:

- Engineering documentation;
- Tactical and technical specifications (TTS) of the product;
- Testing programs and methodologies;
- Test protocols and reports confirming each declared specification;
- Technical conditions (specifications and standards).

The list of required documents may change depending on the specific type of product. For this reason, we advise manufacturers to consult either the Ministry of Defence's "Arsenal" portal (mil-tech.mod.gov.ua) or the Brave1 cluster (FPV Drone Codification) prior to initiating the process.

Codification can also be obtained through the following government contracting authorities:

The Ministry of Internal Affairs, Ministry of Economy, Ministry of Justice, State Emergency Service, Security Service of Ukraine, Foreign Intelligence Service, State Space Agency, Administration of the State Border Guard Service, Administration of the State Service for Special Communications and Information Protection, Main Intelligence Directorate of the Ministry of Defence, State Guard Department, National Anti-Corruption Bureau, National Guard, National Police, State Special Transport Service, State Bureau of Investigation, State Judicial Administration, and the Ministry for Strategic Industries.

It is important that the product name used in the codification provided by these institutions matches the name listed in the catalogue of the Ministry of Defence of Ukraine.



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Block 2

HOW THE DPA VERIFICATION PROCEDURE WORKS

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VERIFICATION PROCEDURE

Verification is a tool for fast and transparent cooperation with the Defence Procurement Agency (DPA).

It ensures that a company meets the basic requirements: it has no ties to Russia, Iran, or Belarus, and it possesses sufficient production capacity and financial stability. After completing the verification process, a supplier is included in the official Registry, which shortens future verification times and enables prompt receipt of Requests for Proposals from the DPA. Verification makes the procurement process faster, more efficient and more predictable for both parties.

STEP 1. Provide the DPA with information about your company.

This can be done independently via the official website (in the “Suppliers” section) or as a result of receiving/providing commercial proposals to/from the DPA. In the latter case, the DPA representatives will invite the supplier to undergo the verification procedure.

Candidates for verification must send their documents to the email address of the DPA: verification@dpa.mil.ua.

The questionnaire template can be downloaded via the provided link.

VERIFICATION PROCEDURE

STEP 2. Undergo compliance assessment.

The DPA evaluates candidates for compliance with established criteria, including financial stability, business reputation, and conformity with legal requirements. For this purpose, candidates must provide the relevant documents.

What is checked:

- Ownership structure;
- Company (organization) management;
- Availability of necessary licenses, permits, and certificates (e.g., ISO, AS, AQAP, and other specific documents required for the production, export, or import of military and dual-use goods).
- Presence of any criminal cases related to fraud, bribery, or corruption within the last 5 years;
- Inclusion in sanction lists;
- Connection or cooperation with representatives/citizens/companies (organizations) of the Russian Federation, the Republic of Belarus, or the Islamic Republic of Iran.

VERIFICATION PROCEDURE

STEP 3. Be listed in the Registry of verified suppliers

This happens automatically if the company successfully passes the compliance and internal security checks conducted by the DPA.

In the case of a refusal, the Agency will inform the company of the result, specifying the reasons for the negative decision and identifying the issues that need to be addressed in order to obtain or regain verified supplier status.

Later, upon receiving procurement needs from the General Staff and the Ministry of Defence, the DPA will send Requests for Commercial Proposals to you and other companies listed in the verified suppliers registry. These requests will include deadlines for submitting the required documentation (for direct contract procurements).



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BLOCK 3

HOW DIRECT CONTRACTS PROCUREMENTS ARE CONDUCTED

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Direct contract procurement

Procurement through direct contracts is the same process currently used for all unmanned systems. However, the Defence Procurement Agency (DPA) plans to retain this mechanism only for **unique items**—drones with no equivalents on the market. Only drones from **Priority Level One** manufacturers are eligible for such procurements. A similar approach will be applied under contracts within **DOT-Chain Defence**.

Procurement Cycle for Direct Contracts:

1. A military unit collects operational needs from its subordinate units and forwards them through the chain of command to the **General Staff**.
2. The **General Staff** reviews and approves the submitted information, then transfers it to the **Ministry of Defence (MoD)**, which serves as the official budget holder.
3. The **MoD** compiles procurement lists based on these needs. These lists specify priority levels—**Priority 1** and **Priority 2**—which determine the order of procurement. The **DPA** gives precedence to manufacturers classified under **Priority 1**.
4. Based on drone specifications defined by the **Logistics Forces Command** (included in the original needs), the **DPA** conducts market research and sends out **Requests for Commercial Proposals** to qualified manufacturers and suppliers.
5. The **DPA** evaluates the proposals based on predefined criteria—price, quantity, delivery timelines —and proceeds with contracting.
6. All contract information is coordinated with relevant **MoD** departments to ensure compliance with established nomenclature, volumes, and budget availability. Once approved, the contract is signed.
7. Payments are made according to the terms of the contract. Typically, an advance payment is provided—up to 70% of the total contract value—subject to justification.
8. Military representatives play a key role by assessing the manufacturer's capability to fulfill the contract and verifying the supplier's ability to return any potential overpayment. They also inspect the goods upon delivery to ensure compliance with specifications.
9. Throughout the contract's duration, the **DPA** monitors performance and fulfillment. The **Logistics Forces Command** is responsible for managing the inventory supplied under these contracts.

Direct contract procurement

Administrative Procedure for Processing Commercial Proposals

The administrative part of processing commercial proposals is carried out as follows:

1. The Defence Procurement Agency (DPA) receives procurement lists from the **General Staff** and the **Ministry of Defence**, specifying the goods to be purchased.
2. The DPA sends **Requests for Commercial Proposals** to all **verified suppliers**. These requests typically include inquiries about:
 1. Product nomenclature;
 2. Validity period of the commercial proposal;
 3. Required format of the commercial proposal;
 4. Delivery terms and conditions;
 5. Deadline for submission of information by the supplier/manufacturer.
3. In response, the supplier submits a **document package** to the official DPA procurement email: **procurement@dpa.mil.ua**, which includes:
 1. The commercial proposal itself;
 2. A supporting document package as specified in the DPA's request;
 3. A detailed price calculation.
4. All received commercial proposals from verified suppliers are reviewed by the **DPA's Collegiate Body**. The **most economically advantageous offer**, provided there are no objections or deficiencies, is selected for contracting.

If any discrepancies with the requirements are identified, the supplier or manufacturer will receive a notification requesting that the deficiencies be corrected within a specified timeframe.



Block 4

HOW FRAMEWORK AGREEMENTS ARE CONCLUDED BASED ON TECHNICAL SPECIFICATIONS

Framework contracts based on technical and tactical characteristics

Under the new approach, the Agency will conduct procurement of unmanned systems under framework agreements based on key technical and tactical characteristics (TTC) defined by the end user—the Armed Forces of Ukraine (AFU). Unlike direct contracts, which specify a particular product model, these procurements will be conducted on a competitive basis. At this stage, the procedure will apply exclusively to the procurement of FPV drones.

How TTC-based procurements will be conducted:

1. The Agency publishes an announcement on the Prozorro platform, with a duplicate on the Agency's website, about the start of participant qualification for the framework agreement on drone procurement, specifying only "FPV" without detailed specifications.
2. All manufacturers submit a package of documents required for qualification (as listed in the "selection details" section on Prozorro). If all documents are submitted in accordance with the requirements, the supplier qualifies for the framework agreement and proceeds to the next stage.

On Prozorro, a manufacturer can apply through a representative. Procurement within the framework agreement will safeguard sensitive information about the manufacturer/supplier — the documents uploaded will be confidential and inaccessible to third-party observers. Moreover, the procurement itself will take place in a closed module of the system.

3. After receiving from the Agency the lists of products and their requirements, the Agency initiates the second stage among qualified framework suppliers — a tender (procurement), where specific product requirements are indicated. During the tender, suppliers may submit their proposals if they can offer products that meet the required technical and tactical characteristics (TTC).

4. The winner is selected by the system based on the lowest price criterion.

Competitive procurements based on technical and tactical characteristics (TTC) allow purchasing from a broader range of manufacturers and suppliers. These contracts will primarily cover large volumes, as they focus on meeting the needs of the General Staff and the Ministry of Defense.

All necessary information on working with the Prozorro system is available at the following link: Infobox.

Framework contracts based on technical and tactical characteristics

The requirements for manufacturers/suppliers during the qualification process are regulated by the Cabinet of Ministers of Ukraine Resolution No. 1275.

Qualification criteria:

1. Documented experience in performing contracts similar in subject matter to the procurement
2. Availability of qualified personnel with the necessary knowledge and experience
3. Availability of equipment, material and technical base, and technologies
4. Other documents required to meet the customer's requirements:
 - Confirmation of authority of the official or representative
 - Constituent documents (e.g., charter, founding agreement, articles of association, regulations)
 - Certificate of state registration or extract from the Unified State Register of Legal Entities

Compliance criteria:

2. Official legal status in accordance with the legislation of Ukraine or the country of registration.
3. The candidate has not been held liable for anti-competitive actions within the last three years in accordance with the Law of Ukraine "On Protection of Economic Competition."
4. No liquidation proceedings have been initiated against the candidate.
5. Absence from sanction lists of Ukraine, the EU, the USA, the UN, and the United Kingdom.
6. No connections or cooperation with organizations registered in Russia, Belarus, or Iran.
7. No evidence that the candidate offers remuneration aimed at influencing the results of verification or procurement outcomes.



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HOW TO SELL Block 5 DRONES THROUGH DOT-CHAIN DEFENCE

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DOT-Chain Defence

A part of the annual budget of the Defense Procurement Agency (DPA) will be allocated for the purchase of drones supplied through the DOT-Chain Defence IT system. Military units will receive virtual funds from the Agency – the amount will be determined by the Logistics Command Forces and the Communication and Information Systems Command in coordination with the General Staff for each individual unit.

The system itself will function as a “drone marketplace,” where units can independently select the types and quantities of unmanned systems and pay using the virtual funds distributed by the Agency.

Based on information from DOT-Chain Defence, the DPA will contact suppliers and manufacturers. They will provide commercial proposals for their codified products, including prices, potential production volumes, and delivery timelines. Contracts granting access to the DOT-Chain Defence platform will be signed based on these commercial proposals.

Specific volumes, timelines, and delivery locations will be fixed weekly through additional agreements to the contract. These agreements will also register the state’s financial obligations to the supplier in the Treasury. Thus, units will be able to order not only drones currently in stock but also those still in production.

The shipment of products will occur as follows:

- The supplier creates a Delivery Note in the system 2–3 days prior to shipment, indicating the estimated delivery date, quantity of goods, and meeting location.
- The exact address of the military unit and the supplier will be agreed upon a few hours before shipment. For security reasons, the specific location will not be available in the system.
- On the delivery date, the military unit receives the goods from the supplier, inspects them, and signs the Delivery Note specifying the quantity of goods received.

DOT-Chain Defence



The system will digitize a significant part of the interactions between the military, the Agency, and suppliers. Information exchange and centralized collection will take place within a secure environment.

Specifically:

- the list of orders and their details;
- the list of additional agreements and their details;
- the list of delivery notes and their details;
- the list of acceptance certificates and their details;
- performance statistics broken down by the product.

The system architecture is designed to prevent unauthorized influence or data modification. Additionally, it will enable real-time tracking of all order stages — including by the military personnel themselves.

Companies will interact with the system through the Supplier Portal, where they will be able to:

- enter inventory balances and shipment volumes with specified shipment dates;
- receive information about the types and quantities of their drones reserved by military units;
- track evaluations and comments from military personnel regarding their unmanned systems;
- process requests from the military concerning service support and product improvements.

The DPA manager and the supplier will each have their own accounts in the DOT-Chain Defence system, through which they will communicate regarding the fulfillment of placed orders.

The digitalization of processes within the DOT-Chain Defence system will provide the ability to promptly see the drones most in demand by military units. This will allow scaling of production capacities based on verified information from the system and improve the quality of drones thanks to feedback. Clear rules of the game will stimulate competition and transparency in the supply process.



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**We handle the AFU needs,
so that they could focus on
their core mission**