

CAN THIS SUPPLIER ACTUALLY DELIVER?

Fifteen documents behind the five checks that separate a company making an excellent product from one that can hold a delivery schedule under an export permit. Tick only what you have seen a document for.

☐ **01 01 Validation • unit feedback**

Failure data and unit feedback as documents you have read, not a promotional reel.

☐ **02 01 Validation • failure modes**

The supplier can describe its own, and what changed after contact.

☐ **03 01 Validation • iteration history**

Dated: which revision fixed what, and when it reached the field.

☐ **04 02 Codification • status**

Adopted for service or codified as an item of supply — the precondition for an export route.

☐ **05 02 Codification • the right build**

The status covers the configuration you intend to buy, not an earlier one.

☐ **06 02 Codification • the document**

You have seen it, rather than a statement that it exists.

☐ **07 03 Quality • ISO 9001**

Held and current: a repeatable process is certified rather than asserted.

☐ **08 03 Quality • AQAP 2110**

Where your rules reference it — configuration management, traceability, right of access.

☐ **09 03 Quality • acceptance**

Criteria agreed before signature, not negotiated at delivery.

☐ **10 04 Capacity • the numbers**

Real monthly output and current contracted load, stated so you can check them.

☐ **11 04 Capacity • long leads**

Named sources for long-lead components, and a second source where one exists.

☐ **12 04 Capacity • domestic priority**

What happens to your delivery if a domestic order is prioritised — written into the contract.

☐ **13 05 Ownership • beneficial owners**

Traced to natural persons, with no Russian or Belarusian exposure in the chain.

☐ **14 05 Ownership • documented screening**

To a standard that survives your own audit, not the seller's assurance.

☐ **15 05 Ownership • end use**

Your end-use documentation prepared, and re-export restrictions understood before signature.

THE ONE THAT FAILS LATE **Capacity.** Every other check fails in the vetting meeting, where it is cheap. Capacity fails in month four, when your delivery window meets a domestic priority claim — so ask what proportion of output is already committed to Ukrainian state contracts, and put the answer in the contract rather than in the minutes.

NOT SURE ABOUT EVEN ONE BLOCK?

Wiseboard runs the five checks on your shortlist, obtains the documents rather than the assurances, and takes the capacity and acceptance answers into the contract — so the schedule you sign is the schedule you get.

RUN THE PROCUREMENT →

defense.wiseboard.me/blog/how-to-procure-ukrainian-defense-tech