

ARE YOU READY TO SUPPLY UKRAINE?

Eighteen checks across the six-block entry perimeter a foreign supplier is measured against before anyone looks at the equipment. One of them disqualifies rather than delays.

☐ **01 Eligibility • the hard line**

No direct or indirect affiliation with Russia, Belarus or Iran anywhere in the ownership chain.

☐ **02 Eligibility • ownership documented**

The full beneficial-ownership chain can be disclosed on request.

☐ **03 Eligibility • screening downward**

You screen your own suppliers and subcontractors, not only the parent.

☐ **04 Classification • what you sell**

The product is classified: lethal, non-lethal or dual-use.

☐ **05 Classification • the route**

You know which route and paperwork that classification puts you on.

☐ **06 Classification • fixed configuration**

Technical documentation is tied to a named, fixed configuration.

☐ **07 Your licence • the path**

The regime at home is identified: ITAR/EAR, EU 2021/821 or national.

☐ **08 Your licence • US content**

US-origin content is mapped — it applies wherever you are based.

☐ **09 Your licence • re-export**

Transfer and re-export restrictions checked with Ukraine as destination.

☐ **10 Paperwork • the single window**

You have gone through the DPA verification questionnaire — one agency buys both lethal and non-lethal since January 2026.

☐ **11 Paperwork • end use**

An end-user certificate and importer guarantees are obtainable for your deal.

☐ **12 Paperwork • codification**

NCAGE code held; the NSN path is known for the items you sell.

☐ **13 Payment • which pool**

You know which funding pool would pay your contract.

☐ **14 Payment • Danish model**

If targeting it: a Ukrainian entity, JV or sub-supply contract with a Ukrainian prime is in place.

☐ **15 Payment • advances**

Advance-payment terms and delivery-linked tiers are priced in.

☐ **16 Footprint • entity**

You have decided whether the deal needs a Ukrainian legal entity.

☐ **17 Footprint • Defence City**

Residency assessed if you will produce locally.

☐ **18 Footprint • partner route**

Joint venture or contract manufacturing evaluated against going direct.

SEQUENCE Resolve **eligibility** first — it costs nothing to check and it is the only item that makes the rest moot. Start your **home-jurisdiction licence** immediately; it is frequently the longest lead time in the entire entry. Answer the **payment question** before designing any structure.

NOT SURE ABOUT EVEN ONE BLOCK?

Wiseboard works your current position against the six blocks, confirms which funding pool your target contract is paid from and whether it can reach you as a foreign producer, and returns a sequenced plan with the lead times outside your control marked as such.

MAP YOUR ROUTE IN →

defense.wiseboard.me/blog/ukraine-defense-market-entry-checklist