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# **Defense Infrastructure Projects opportunities in Poland**

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# Introduction

Military infrastructure projects ensure ongoing capability, training, and support facilities and therefore, are a crucial element in building a country's resistance. These projects encompass a wide range of military and defense industry investments, such as the construction of new military bases, modernization and expansion of existing facilities, and development of transportation infrastructure.

They are also a crucial part in an overall focus on developing advanced defense technologies. In Poland, as well as within NATO, numerous initiatives are being and will be implemented that not only improve defense readiness but also foster international cooperation and innovation. This represents a great opportunity for potential bidders to participate in strategic projects and enhance their regional presence. Poland, with its growing defense budget and increasing role in the regional security structure, provides a variety of opportunities to participate in military infrastructure projects.



# The top potential opportunities streams

1. **Polish Armed Forces own infrastructure projects** – connected, among others, with (i) modernization or design and construction of military infrastructure that includes military units, air bases, warehouses, barracks, hangars, playing fields, training facilities, command centers, and facilities for civil defense exercises, and (ii) expansion of the logistics and transport system – construction of ammunition depots, transport infrastructure (e.g. transport terminals, airports, road and rail ports for military needs), or communications and crisis management systems.

The infrastructure projects are implemented (mainly, but not exclusively) by Regional Infrastructure Boards (RZIs), organizational units of the Polish MoD subordinated to the Armed Forces Support Inspectorate. Currently, there are 12 RZIs, which cover the individual voivodeships where they are located.

In addition, the construction of necessary infrastructure is not always a standalone task, but in some cases a part of the prime subject matter, i.e. military equipment supply, requiring infrastructure providers to cooperate and jointly perform it with the prime equipment supplier.



2. **NATO opportunities**, including:
  - a. **NATO Support and Procurement Agency** – apart from the acquisition, operation and maintenance of weapons systems, managing multinational support partnerships, ensuring base support services and logistics management functions to NATO Allies, the NATO military authorities and partner countries, both individually and collectively, NSPA implements certain infrastructure projects, among others to support NATO operations and exercises. Those opportunities are available to registered contractors only.
  - b. **The North Atlantic Treaty Organization's Department of Investment (ZIOTP)** – that implements investment projects in Poland within the framework of the NATO Security Investment Program (NSIP). Contractors who have declared their willingness to cooperate with the ZIOTP by submitting applications for inclusion in the ZIOTP Contractor Information Database are invited in the first instance to participate in investment projects implemented under the NSIP.

Tenders conducted by NATO structures require that the applying bidders are nominated or have received declarations of entitlement from the authorities of a NATO member country. In Poland, such documents are prepared by the Ministry of Development and Technology, Department of Trade and International Cooperation.

An important requirement for contractors bidding for NATO contracts is the ability to access and protect classified information.





### **3. Opportunities connected with the presence of US forces in Poland:**

- a. Implemented by the Polish MoD** – in support of U.S. forces enhanced military presence and operations in Poland, Poland agreed to build, improve and outfit its military infrastructure that is to be used by the U.S. forces. The design, contract award, construction, and construction management of such Poland-Provided-Infrastructure (PPI) is the responsibility of the Polish military authorities (RZIs) although all such projects must meet U.S. standards and requirements, including U.S. operational requirements. The construction contracts are awarded only to contractors selected from a mutually determined pre-qualified list of eligible contractors, identified based upon jointly approved criteria of eligibility.

An important requirement for contractors bidding for PPI contracts is the ability to access and protect classified information.

- b. Implemented by US DoD** – in case of PPI where the contractor must be a U.S. firm or one which requires U.S. contract award and implementation because of security requirements, as well as if it was jointly agreed to be a more practical or economically beneficial option, as well as in case of other, U.S. provided infrastructure, the full design and construction may be procured directly by the U.S. military authorities, from any source and in accordance with U.S. laws and regulations. U.S. forces publicize information to prospective contractors concerning planned procurements to be executed in the territory of Poland.

- 4. Polish (or foreign) defense industry's investments** – aimed at improving production efficiency, ensuring safety and complying with legal and technological requirements, among others, modernization or construction of (i) new production facilities or assembly lines, (ii) R&D centers, or (iii) warehouses, testing and logistics facilities. Those projects are to be implemented by the defense industry on a commercial basis (out of public procurement) once they have secured the required funding.



## Collaborative approach

Military infrastructure projects are not only an essential element in ensuring defense readiness but also an attractive opportunity for companies and contractors in the construction, technology, and logistics sectors. Collaboration in the implementation of such projects brings benefits both economically and in terms of strengthening international standing.

The dynamic growth of these investments, especially within Poland and NATO's Eastern Flank, creates numerous opportunities for bidders to contribute to an adequate response to current geopolitical challenges.

We look forward to hearing from you to discuss opportunities and your approach to them. Thank you.

**5. "East Shield" Program** – a four year and PLN 10 billion (USD/EUR 2,5 billion) infrastructure system aimed at enhancing, securing and fortifying Poland's eastern borders with Belarus and Russia (the Kaliningrad Exclave). It is to be comprised of a wide combination of modern surveillance systems (IMINT, SIGINT), physical barriers designed to impede and control movement across the border, and other infrastructure developments, including logistics centers, material depots, and shelters. The concept is similar and supplemental to the Baltic Defense Line developed by Estonia, Latvia and Lithuania. Due to its scale and unprecedented nature, as a part of the Program implementation, the Polish MoD invites manufacturers and suppliers (in particular from EEA and NATO countries that have modern technologies) to present and propose its modern technical solutions that can be tested and applied in the Program.

**6. New Security and Defense Fund** – in the amount of PLN 30 billion (USD/EUR 7,2 billion) to be established by the Polish government within the National Reconstruction Plan (KPO) which is part of the EU's Recovery and Resilience Facility (RRF), the centerpiece of Next GenerationEU for, among others, dual-use investments, including strategic infrastructure, civil defense, and the subsidization of domestic defense industry, among others, for development of innovative defense technologies (drones, AI).





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## We provide expert guidance at every stage of infrastructure projects. Our services include:

- **Optimal Legal Structures:** We create and consult on tailored legal frameworks that best support the success of infrastructure projects.
- **Complex Investments:** We provide expert advice on investments that require the integration of regulatory, sectoral, construction, and business expertise, ensuring comprehensive support for complex projects.
- **Pre-Implementation Analyses:** We conduct thorough analyses for projects prior to their realization.
- **Regulatory Compliance & Permits:** We advise on regulatory matters and assist in obtaining necessary permits to facilitate investment projects, including required registrations, obtaining access to classified information and compliance with export control requirements (if applicable).
- **Procurement Processes:** We prepare and advise on contractor selection procedures, covering both public procurement regulations (including competitiveness principles and PPL) and commercial procurement processes.
- **Pre-contractual litigation:** We provide professional support at all kinds of legal protection measures, including appeals to the National Appeal Chamber.
- **Contract performance:** We advise on contract performance, including negotiations, annexing, project management.
- **Investment Agreements:** We draft and advise on agreements related to project implementation.
- **Project Execution & Settlement:** We offer expert guidance throughout the project lifecycle, from execution to final settlement.
- **Project Financing:** We offer expertise in both corporate financing and project finance models.
- **Financial Structuring:** We help structure financing solutions and identify the most suitable financial arrangements, including mezzanine, debt, equity, and other financing options.



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