

COMPLIANCE FOR DEFENCE

FOR *ESTABLISHED* DEFENCE PLAYERS

FOR *NEWCOMERS* IN DEFENCE

Along^{sight}

How we help established defence companies:

- Defence & dual-use focus: we speak the language of your engineers, legal team and business development.
- European context: strong grounding in EU and Belgian regulatory frameworks for strategic goods.
- Practical delivery: not just theoretical memos, but clear decision flows, templates and concrete actions (integrated in your operations and tech stack)
- Trusted partner: a demonstrable ICP and robust export-control processes strengthen your position in the supply chain.

Example: a defence supplier significantly reduced lead times for sensitive shipments by using accurate classification and licensing.

How we help newcomers in the defence sector:

- Safe market entry: we help you understand the regulatory “red lines” for defence and dual-use activities before you sign contracts or share technology.
- Built-in compliance from day one: export controls, licensing and ICP elements are embedded in your business model & contracts.
- Faster acceptance by prime contractors and governments: we align your processes with the expectations of defence primes, public buyers and investors.
- Credibility with partners and investors: a clear compliance story reduces perceived risk and makes it easier to win capital.

Example: a mid-sized civil tech company decided to supply data for the manufacturing of defence-related products. We help them identify controlled tech, set up (ERP-integrated) export-control checks and implement a lean ICP so they obtained preliminary authorisation to apply for licences.

OUR FOCUS: STRATEGIC GOODS & DEFENCE

We support organisations dealing with:

01. Dual-use items and technology under Regulation (EU) 2021/821.

02. Military equipment and components.

03. Strategic goods, cyber and surveillance technology, and sensitive data exports.

Our clients include OEMs, system integrators, niche technology companies and R&D organisations operating within the EU, NATO and beyond.

Contact:
Jochen Vankerckhoven
Managing Partner Alongsight
jochen.vankerckhoven@alongsight.com

WHAT WE DO FOR YOU

CLASSIFICATION

We determine whether your goods, software and technology are dual-use, military or non-listed but still controlled, and map them to the relevant control lists.

Together with your teams we embed clear, workable classification rules into engineering, sales and logistics, so everyone uses the same, up-to-date control status.

LICENCES & AUTHORISATIONS

We help you define the optimal licensing strategy (individual, global, and where applicable Union or national general licences) and prepare strong applications.

We also set up practical procedures for licence tracking, reporting and renewals, so obligations are met without creating unnecessary administrative burden.

TECHNOLOGY

We design and implement export control workflows and dedicated compliance tools that integrate directly with your ERP landscape (e.g. SAP, Oracle, MS Dynamics).

This includes automated screenings, licence checks and delivery blocks embedded in order, shipping and invoicing processes, ensuring that no sensitive transaction is executed without the right approvals.

ICP

We develop or upgrade your Internal Compliance Programme (ICP) to reflect your risk profile, organisation and technology stack.

Policies, controls and responsibilities are translated into concrete day-to-day procedures, dashboards and audit trails that can stand up to regulator and customer scrutiny.