



Appendix 1 - Framework

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Framework

1. Introduction

The project *From Innovation to Battlefield Demonstration Week* (Battle Week) is an initiative within the Swedish Defense Materiel Administration (FMV) aimed at establishing a recurring and structured process to rapidly identify, test, and demonstrate innovative solutions with potential relevance for the Swedish Armed Forces, as well as e.g. Ukraine.

The overall objective is to strengthen the ability to more quickly turn civilian and military innovations and solutions into operational effect within the Swedish Armed Forces and in Ukraine.

The initiative is aligned with national defense decisions, defense innovation strategies, and collaborations within e.g. the EU and NATO.

The Battle Week is organized by the Swedish Defense Materiel Administration (FMV), the Swedish Armed Forces (FM), the Swedish Defense Research Agency (FOI), and the Swedish Defense University.

2. Aims and objective

The project provides the collective defense of the Swedish Armed Forces and FMV's business areas with a new tool to, through a structured process, more rapidly identify, test, and demonstrate potential civilian and military solutions, and to prepare for procurement.

The project's vantage point is the military problem or the military opportunity—the project will focus on the actual needs of military units, tactical scenarios, and prioritized capability areas.

The purpose of the project is to enable a much faster cycle for problem identification and identification of capability gaps, innovation, ideation, proof of concept, and practical demonstration. Subsequent steps, outside the scope of the project, include e.g. procurement, formal test and evaluation (T&E) integration.

This is achieved by creating a link between small and medium-sized enterprises (SMEs), both within and outside the defense sector, offering new innovative solutions, and the military system by:

- Providing the market with current military problems and opportunities
- Strengthening SMEs' insight into the military's operational requirements and challenges
- Testing and demonstrating innovative solutions in realistic field environments and scenarios (Battle Weeks)

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- Establishing early comprehension within the defense authorities of the technology's potential in a military context
- Using Battle Weeks to generate data that supports decision-making and provides information to the Swedish Armed Forces or Ukraine

Any subsequent procurement is carried out after and outside the scope of the project by the responsible operational area, with support from Marketing & Procurement, or by the Swedish Armed Forces.

3. Target Groups and Stakeholders

Battle Week is aimed at both large and small and medium-sized enterprises (SMEs), both nationally and internationally, with a prioritized objective of reaching companies outside the traditional defense market. The purpose is to ensure a broad inflow of solutions, technologies, and operational perspectives that strengthen Sweden's ability to rapidly identify, evaluate and develop new solutions with military relevance.

The participants listed below constitute the core of this ecosystem and are included in planning, execution, and follow-up, to the extent relevant to each specific problem area.

Target Groups¹

Industry

- SMEs outside the arms industry
- SMEs within the arms industry
- Trade associations
 - SOFF, SME-D, Teknikföretagen, Business Sweden
 - ADS group (UK)², The Federation of German Industries (BDI), The German Security and Defense Industry (BDSV), French Aerospace Industries Association (GIFAS), Groupement des industries françaises de défense et de sécurité terrestres et aéroterrestres (GICAT), The Defense Industries Association (DEFINA)³

Universities

- Incubators and accelerators

National, regional and local authorities

- Vinnova, Civil Defense and Resilience Agency, Agency of Economic and Regional Growth, Region Stockholm, Region Skåne and more

Others

- ALMI (business growth support), Uppfinnareföreningen (Swedish Inventors' Association)

¹ An overview of Target Groups, list is not complete, more can be added

² ADS, is the trade organization representing the aerospace, defense, security and space industries in the United Kingdom

³ The Defense Industries Association (DEFINA) unite companies in Singapore's defense, maritime, and cybersecurity sectors



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4. Security Aspects

The participating companies can be from Sweden and rest of the world.

For participation in Battle Week, a non-disclosure agreement may be established if necessary.

During the execution week, visitors and participants will be managed in accordance with established security procedures, including access control, authorization checks, and escorting.

5. Battle Week Execution

The project to implement Battle Week is managed by T&E Staff. The project is responsible for project planning related to the practical implementation, including preparations, execution, and follow-up. It further includes responsibility for resource allocation, development of the project- and activity plan (AoT), documentation, and compilation of results from the execution of Battle Week.

FMV preparations

Preparations begin with the main project and the Swedish Armed Forces jointly identifying and defining the operational need to be addressed. The military problem is formally decided and forms the basis for scenarios, requirements, and execution.

A project manager for the execution project is appointed at the executing test office, and an execution team is established consisting of the execution project manager, subject-matter expertise from FMV, the Swedish Armed Forces (FM), the Swedish Defense Research Agency (FOI), the Swedish Defense University (FHS), as well as representatives from the main project management. Roles and responsibilities within the execution team are clearly defined.

The execution team coordinates the technical, operational, and legal aspects of the execution project. A communication plan, risk analysis, security analysis, and an Activity- and Timeline (AoT) for the execution project are developed.

Demonstration scenarios and requirement specifications are developed. Selection- and evaluation models are tailored to the specific problem area. A legal review is conducted, including matters related to confidentiality, security protection, and intellectual property rights (IPR).

Test sites are booked and planned. End users from the Swedish Armed Forces are involved, and the necessary resources and logistical support are secured. Invitations and expressions of interest are finalized, including financing from participating companies.



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Advertising/Invitations to Battle Week

FMV invites companies and innovation-driven organizations to participate in Battle Week through announcements published in FMV's procurement system, KommersAnnons. In addition, Battle Week will be actively promoted within the framework of FMV T&E marketing. This includes, but is not limited to, trade fairs, conferences, social media, websites, newspapers and magazines, industry associations, and various networks that may be relevant to the specific Battle Week.

Selection and assessment

In the first step, background checks of the applying companies are carried out.

In the second step, the purpose is to assess if the submitted solution is ready for a Battle Week. An assessment of the solution is conducted, with selection criteria defined based on the specific military problem, the testability and if the solution meets the timelines for Battle Week.

In the third step, the companies' solutions are assessed against the military problem and the criteria relevant to the specific problem area. The criteria may, for example, include the solution's relevance to the military problem, time to operational effect, level of innovation, as well as economic factors

Execution

Battle Week is conducted in three phases. First, a preparatory phase during which the infrastructure necessary for operations is put in place and the companies prepare for participation.

This is followed by the testing phase, during which the companies test their solutions in realistic scenarios that are operationally relevant to the specific military problem. Data and observations are systematically documented.

Battle Week concludes with a demonstration phase, where the companies demonstrate their solutions to invited representatives from the Swedish defense authorities, EU, NATO, and partner countries.

For Swedish registered SME financial contribution to the registration fee can be applied for at Vinnova.

Follow-up activities

Each contributing solution undergoes technical and operational evaluation. FMV, as well as FM, FOI and FHS, may participate in analyses of functionality, military utility, and how well the solution addresses the military problem. Experiences and lessons learned are documented to improve future Battle Weeks, including methodology, testing environments, and selection processes. The results, adapted to the applicable level of confidentiality and the specific problem area, are communicated to relevant internal and external stakeholders.

The results, together with an execution report containing recommendations, are submitted to the relevant operational areas within FMV and to FM.



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6. Other relevant matters regarding the execution of Battle Week

The selection of companies offered to participate in a Battle Week is **NOT conducted as a procurement**. FMV's selection process is therefore not governed by procurement regulations, but by public administrative law principles of objectivity, impartiality, proportionality, competitive neutrality, and equal treatment, as well as requirements related to security protection where applicable.

The purpose of the assessment process is to identify the solutions and technologies that can technically be tested during a Battle Week and if the number of interested companies exceeds the number that can practically participate in a Battle Week. In such a selection, the most appropriate solutions are those that can solve the military problem statements underlying the specific Battle Week and that can deliver in the short term. The selection process is designed to ensure a balanced representation of different capability options, technology tracks, maturity levels, and types of participants, thereby contributing to maximum operational usefulness and a high level of innovation.

Confidentiality

A non-disclosure agreement (NDA) may be entered into to regulate the handling of information during and after a Battle Week.

IPR

Intellectual property rights (IPR) are handled such that the companies retain ownership of their solutions, while FMV is granted the rights it requires to conduct testing, demonstrations and evaluation arising from Battle Week.