



PLENARY SESSION – PART 2– Evolving Customer Expectations and an Expanding Industry Scope

ERA CONVENTION 2026

Expanding industry scope:

Resilience, rental as a strategic solution to crisis

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From Crises to War

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- Ukraine 2022
- NATO application 2022 – 2024
- Total Defence Concept 2024
- Defence Costs going from approx 1% GDP towards 5% GDP
- Establishment of Swedish Civil Defence and Resilience Agency
- War Deployment of Citizens

- The Swedish state has the responsibility for that the Society can continue to operate in the event of a crisis, heightened alert and, in the event of war.
- Sweden lacks a nationally cohesive, robust and rapidly activated maintenance and supply capability that can operate from day one in a crisis.
- This applies particularly to energy and power supply, workshops, repairs, spare parts, transport, distribution, field infrastructure, temporary establishments and machine capacity.
- Private companies are an important part of Sweden's preparedness, as a large part of Sweden's socially important activities are currently conducted by private actors.



Rental Companies in Sweden

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- Have over 500 workshops and 4,000–5,000 people which have access to a huge pool of equipment and specialist knowledge.
- Have geographical coverage on par with the territorial Defence Structure – Home Guard.



- To solve the problem, the Rental Companies' Personnel should be Wartime Deployed to their Nationwide Companies within a Common Framework,
- Establish a legal framework for the Wartime Deployment of Personnel in these Companies and Create an Agreement between the State and the major Rental Actors,
- Appoint a coordinated management function within the newly established Swedish Civil Defence and Resilience Agency.



The Rental Companies are ready to act, is the State ready?

