

- **The path to the NATO Support and Procurement Agency (NSPA)**
- **Doing business with NATO... reviewing the opportunities**

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19 Jan 2017**

# NATO Support Agency...

## Vision in 2012



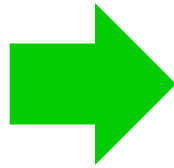
NATO Maintenance and  
Supply Agency



Central Europe Pipeline  
Management Agency



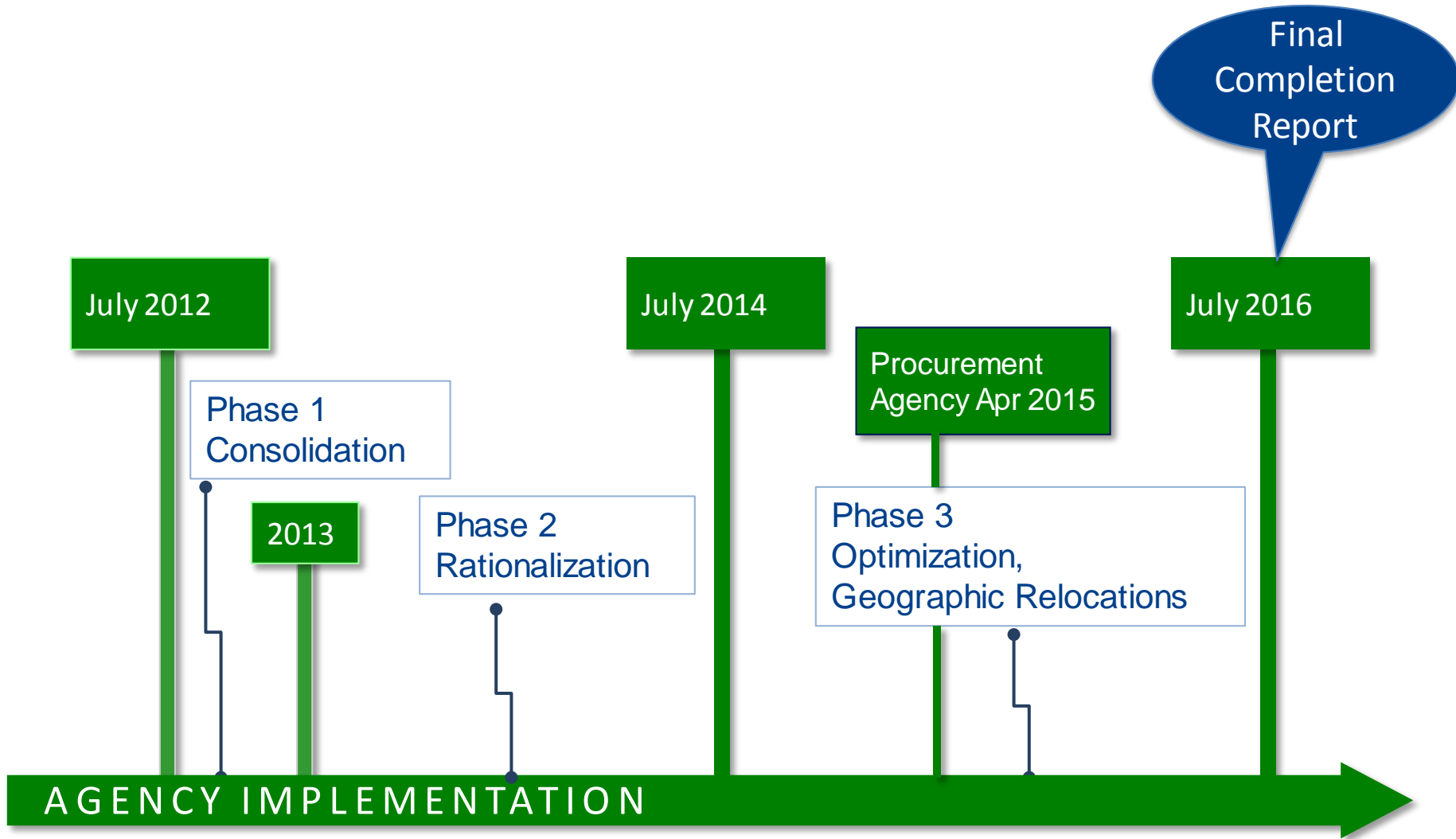
NATO Airlift Management Agency



Combine NATO' s existing logistics and procurement support activities into a single organization...  
...that fully leverages current capabilities and builds on them to provide integrated support solutions based on best practices...  
...at a lower overall cost to NATO Nations.

**"Smart Support"**

# Agency Reform Timeline



# Business Units

**CENTRAL EUROPE  
PIPELINE SYSTEM  
(CEPS)**



**NATO AIRLIFT  
MANAGEMENT  
(NAM)**



**LOGISTICS  
OPERATIONS**



**BUSINESS UNITS**

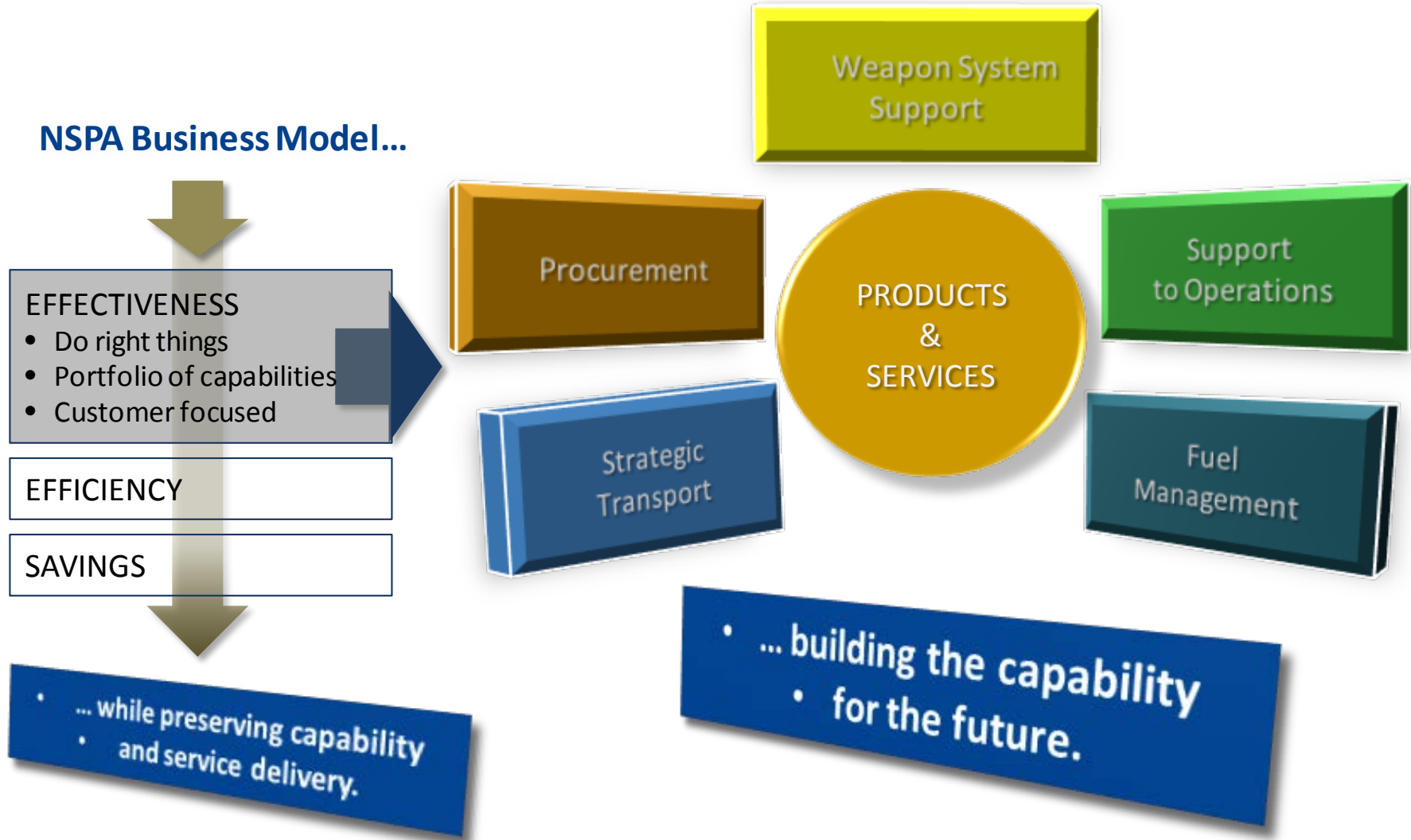
**1224 Staff from 21 NATO Nations**

**Located in 13 Countries**

# Capability Portfolio...

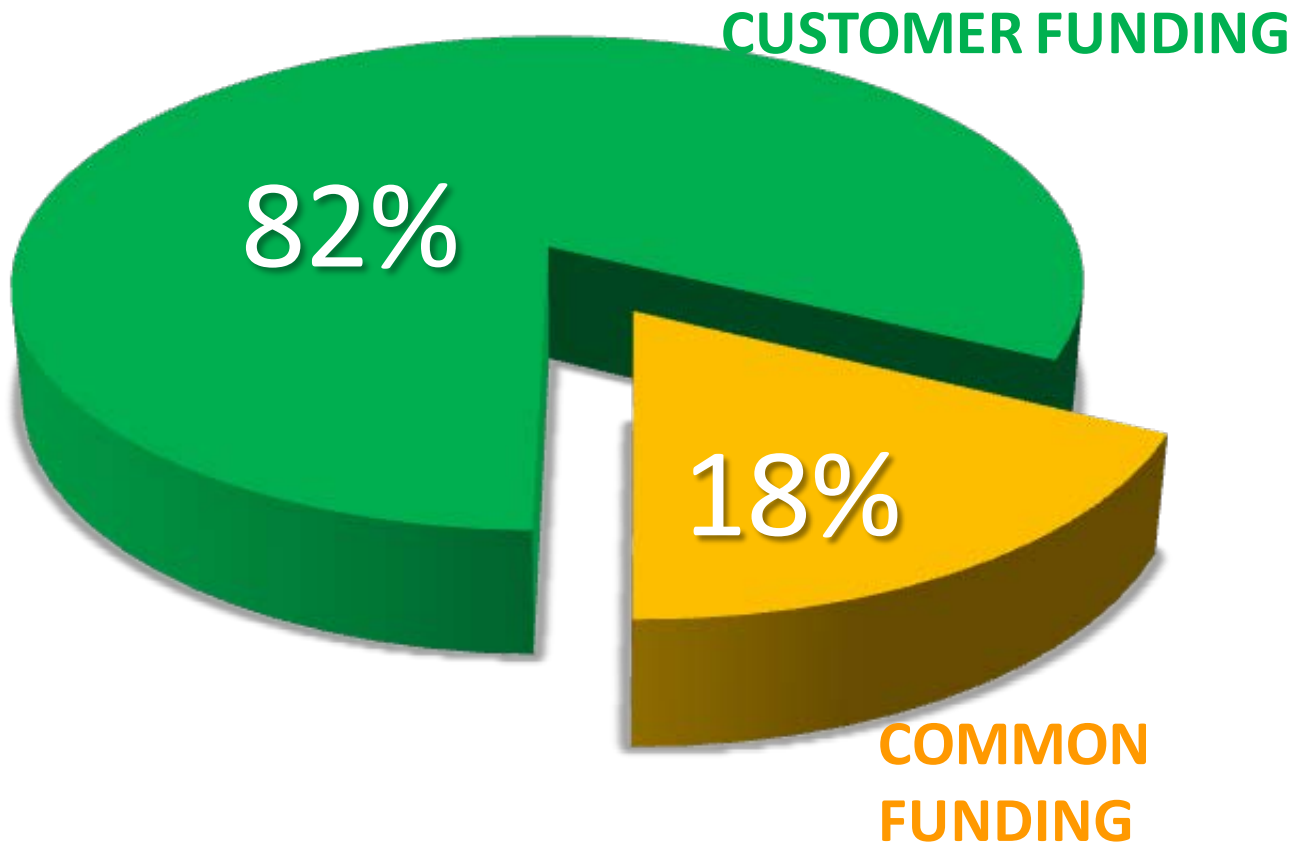
## Original 2012

### NSPA Business Model...



# NSPA Funding Sources

Funding Sources (2012)



**Doing business with NATO...  
reviewing the opportunities**

**Considerable opportunity for US industry**



# NATO Direction and Trends

- **Defense Expenditure as a share of Gross Domestic Product**
  - **NATO Guideline 2%**
- **Equipment as share of Defense Expenditure**
  - **NATO Guideline 20%**
- **Defense Expenditures (annual real change)**
  - **+3% in 2016**

**Based on 2010 prices and exchange rates**

# **NATO Communications and Information Agency**

## **NCIA**

- **C4ISR**
  - **Network management**
  - **IT modernization**
  - **Cyber defense**
  - **BMD**
  - **Air C2**

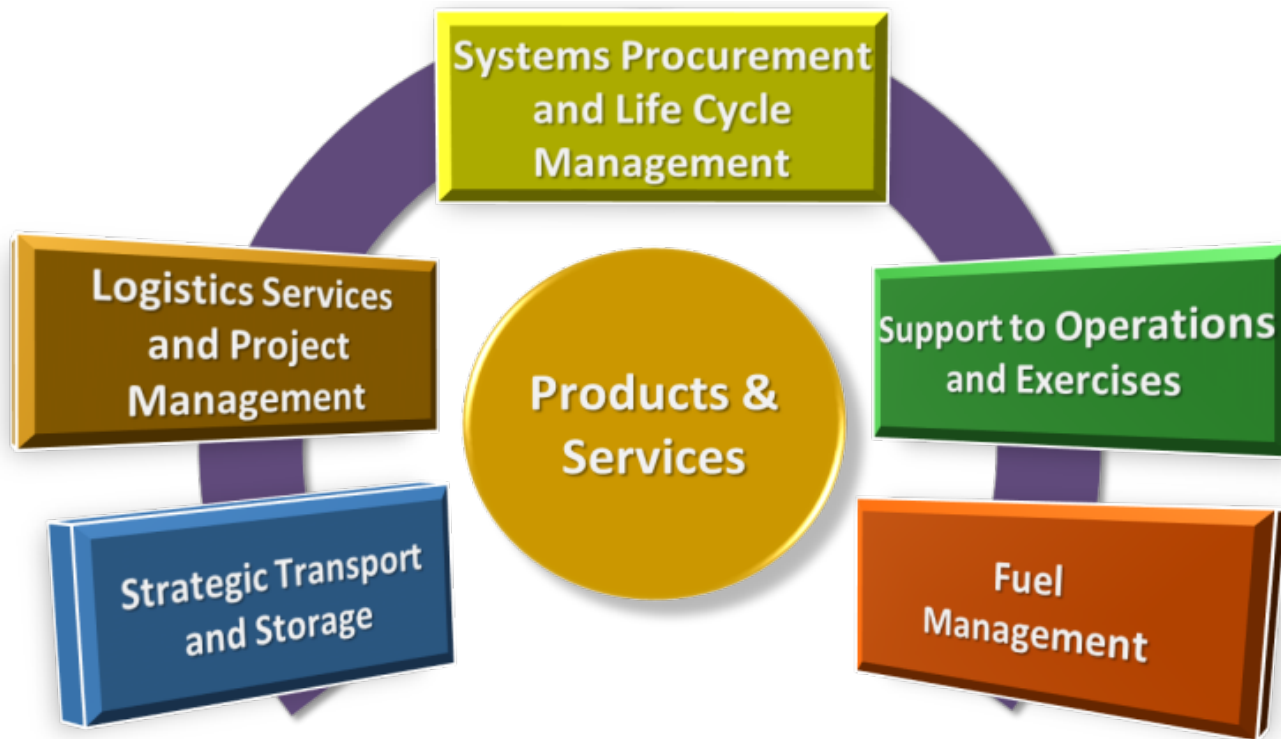
**Mostly NATO-wide contracts**

# Sample NCIA opportunities

- **CIS services for NATO Resolute Support Mission in Afghanistan**
- **NATO-wide Global Mobile and Telephony Contract**
- **Functional services for C2 of CBRN defense**
  
- **From NCIA Current Opportunities - Bulletin Board, Jan 2017**
- **<https://www.ncia.nato.int/Industry/Pages/Home.aspx>**

# NATO Support and Procurement Agency

## Revised 2015



**Mostly contracts for individual nations  
or groups of nations**

# Sample NSPA opportunities

- ECM jammers for ANDSF vehicles
- Afghanistan...Airfield refurbishment, fuel, construction
- Light tactical vehicles
- Helo landing mats
- M-16 simulator
- Vehicle spare parts
- ILS services for aircraft
- EOD equipment
- Tactical vests, uniforms, equipment, tents
  
- From Future Business Opportunities (FBO) site Jan 2017
- <https://eportal.nspa.nato.int/eProcurement/FBO/FutureBusinessOpportunitiesList.aspx?ni=0&lng=en>

# How to do business with NSPA

- **Supplier registration...NSPA Source File**
  - e-mail: [tni.otan.apsn@elif-ecruos](mailto:tni.otan.apsn@elif-ecruos)
- **E-Portal**
  - **Future Business Opportunities (FBOs) (<80KEUR)**
  - **EBID for lower value buys**
  - **Quarterly contract award summaries**
- **Awards**
  - **International competitive bidding within NATO nations**
  - **Lowest technically compliant offer**
  - **Fixed price**

# Closing Thoughts...

- **Explore NATO opportunities online**
- **Get registered at NSPA**
- **Watch bulletin boards**
- **Leverage US contacts in NATO**
- **Visit the Agencies**

**Good luck!**