

# NSPA Structure and Future Opportunities

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# WHO WE ARE

**NSPA is the lead organisation for multinational acquisition, support and sustainment to NATO Nations in all domains**



**MULTINATIONAL  
ACQUISITION**



**SUPPORT**



**SUSTAINMENT**

**[WWW.NSPA.NATO.INT](http://WWW.NSPA.NATO.INT)**





Customer-funded agency



No profit-no loss basis

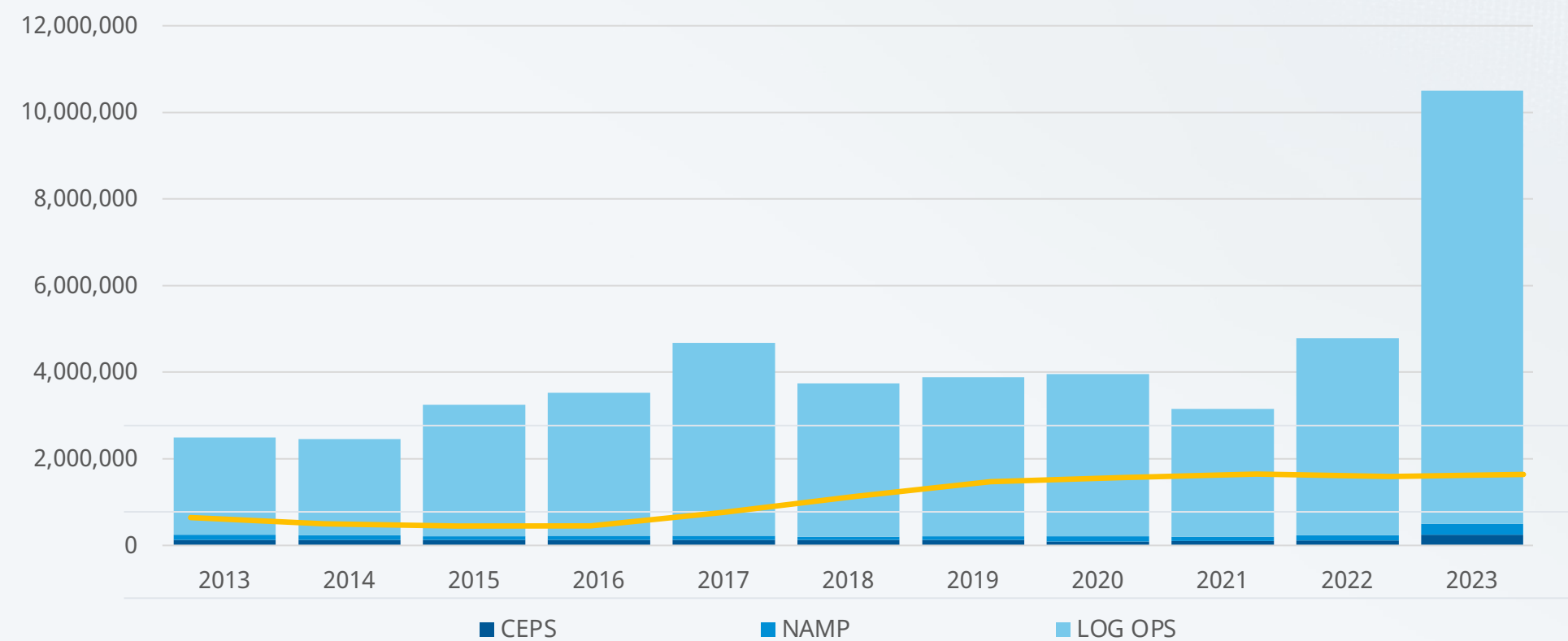


2023 contracts

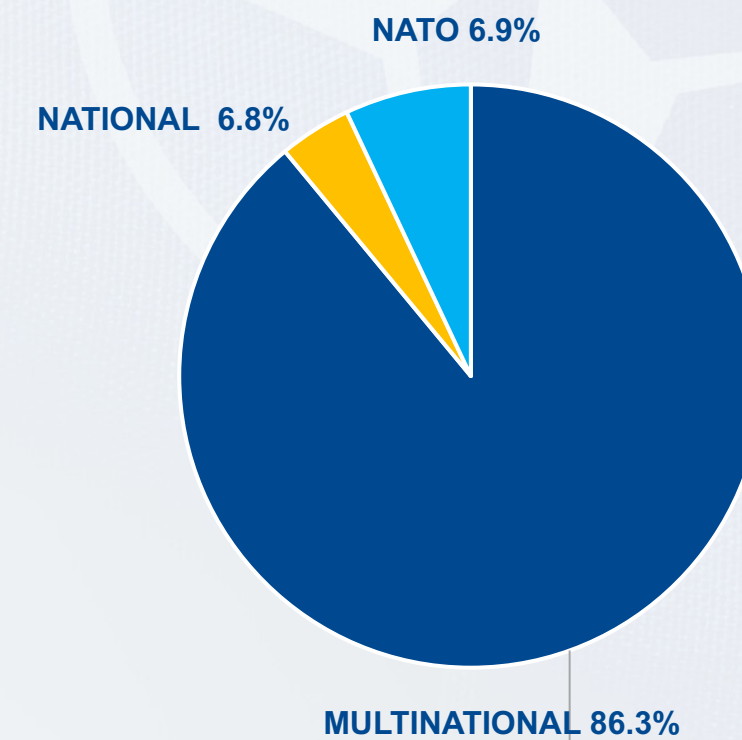


1435  
NATO International  
Civilian Staff

## OPERATIONAL BUSINESS TREND IN KEUR



## OPERATIONAL BUSINESS

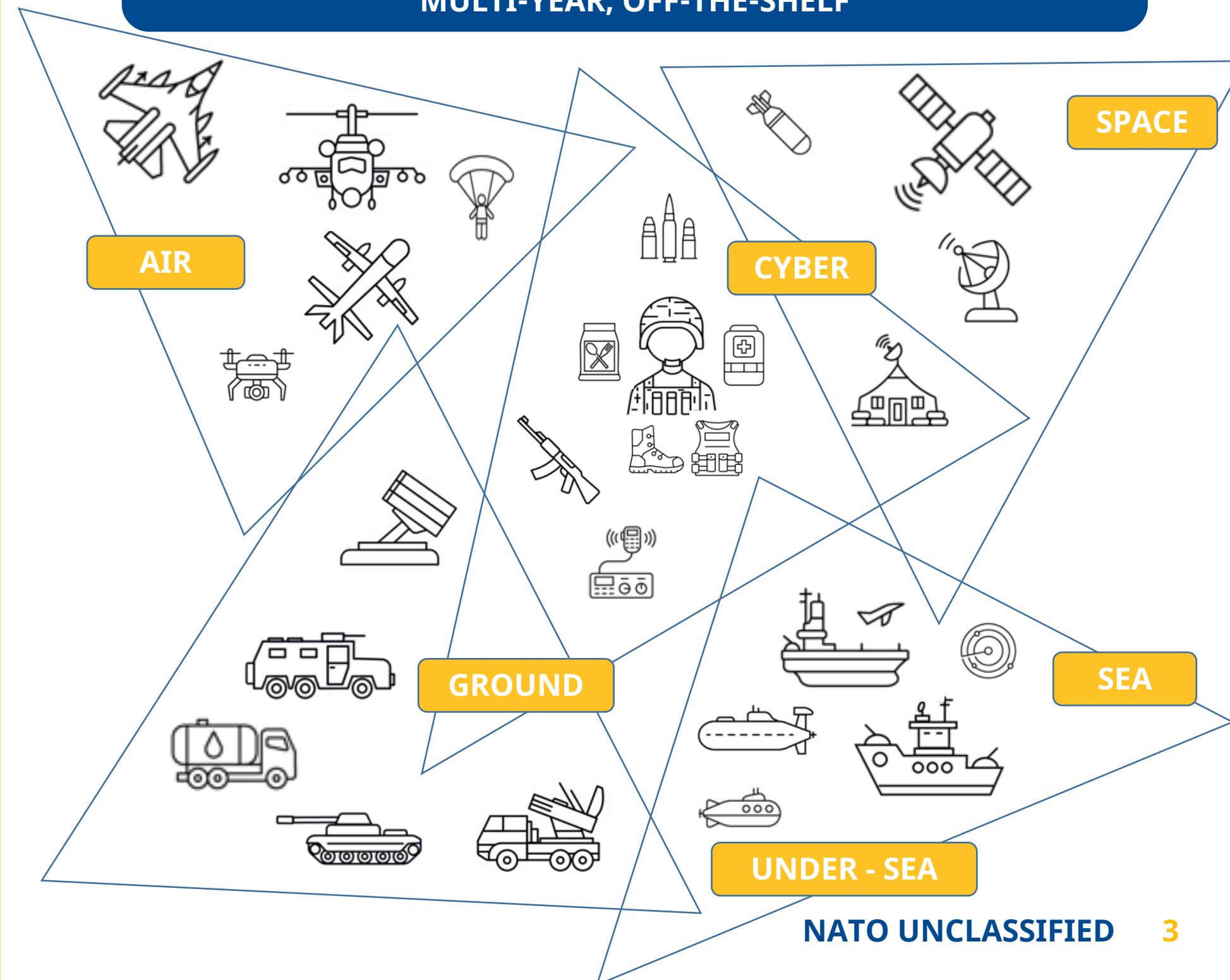






# NSPA & THE NEW SECURITY ENVIRONMENT

MULTI-DOMAIN REQUIREMENTS  
CONSOLIDATION OF DEMAND  
INTEROPERABLE > INTERCHANGEABLE, COMMON SYSTEMS  
MULTI-YEAR, OFF-THE-SHELF





# OUR SUPPORT PARTNERSHIPS

## AVIATION & UNMANNED AERIAL SYSTEMS

- Alliance Ground Surveillance (AGS)
- Fixed Wing Aircraft
- Helicopters
- Multinational Multi Role Tanker Transport (MRTT)
- NATO Flight Training Europe (NFTE)
- Next Generation Rotorcraft Capability (NGRC)
- Unmanned Aerial Systems (UAS)

## SPECIALISED

- Common Item Materiel Management (COMMIT)
- Demilitarization, Dismantling & Disposal (D3)
- Global Positioning System (GPS)
- Medical
- Naval Logistics Support Partnership (NLSP)
- NSPA Routing Hub (NRH)
- Operational Logistics Support Partnership (OLSP)
- Strategic Airlift International Solution (SALIS)

## LAND COMBAT

- Artillery Rocket & Missile Systems (ARMS)
- BOXER
- Land Combat Vehicles (LCV)
- Night Vision & Optoelectronics (NVO)
- PzH2000/Leopard

## SURVEILLANCE, COMMUNICATION, COMMAND & CONTROL

- Alliance Future Surveillance and Control (AFSC)
- initial Alliance Future Surveillance and Control (iAFSC)
- AN/FPS-117 Radar
- RADAR
- RAT 31 Radar
- Global Commercially Contracted Satellite Communications (GCC SATCOM)
- MACCE (MIDS – ACCS LOC1 – CCE Equipment)

## AIR DEFENCE, MISSILE SYSTEMS, AMMUNITION

- Air-to-Surface Missiles (ASM)
- Advanced Medium Range Air-to-Air Missile (AMRAAM)
- Ammunition
- Ground-Based Defence (GBD)
- HAWK
- Land Combat Missiles (LCM)
- Modular Ground-Based Air Defence (GBAD)
- PATRIOT
- SIDEWINDER
- STINGER



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# MULTINATIONAL ACQUISITIONS

## HIGH VISIBILITY PROGRAMMES

- MMF
- AWACS
- AGS
- AFSC & i-AFSC
- BOXER
- CLRV (Luxembourg)



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# **SUPPORT TO OPERATIONS**

**TRUST FUNDS**

**GENERAL &  
COOPERATIVE  
SERVICES**

**MEDICAL**

**INFRASTRUCTURE &  
ENGINEERING**

**OPERATIONAL  
LOGISTICS SUPPORT**

**DEPLOYABLE CAMPS**

**TRANSPORT &  
WAREHOUSING**

**Over the years, NSPA has developed considerable expertise in the provision of support services in different operational theatres, contributing to the readiness of the Alliance's forces and the strengthening of NATO's defence and deterrence posture.**

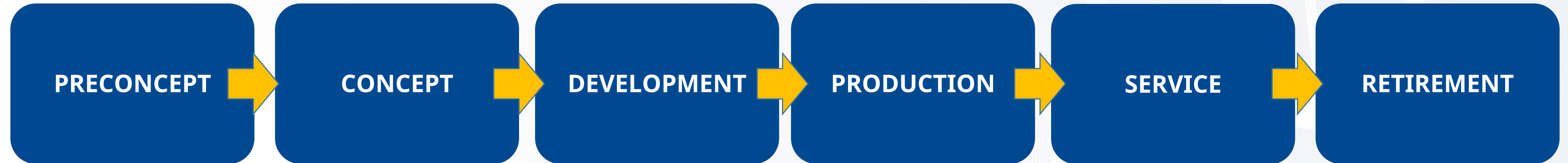


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# SUSTAINMENT

## FULL LIFE CYCLE MANAGEMENT CAPABILITIES



- **NSPA offers a proven platform for multi-national cooperation in capability development and sustainment.**
- **The Agency supports more than 100 weapon systems and 200 projects - in all phases of the system's life cycle.**





**SUPPORT TO STRATEGIC AIRLIFT CAPABILITY (SAC)**

**THREE C-17S BOEING GLOBEMASTER AIRCRAFT**

**MULTI-NATIONAL OWNED CAPABILITY ESTABLISHED IN 2008**

**NAM DIRECTLY SUPPORTS HEAVY AIRLIFT WING (HAW)**

## 12 NATIONS



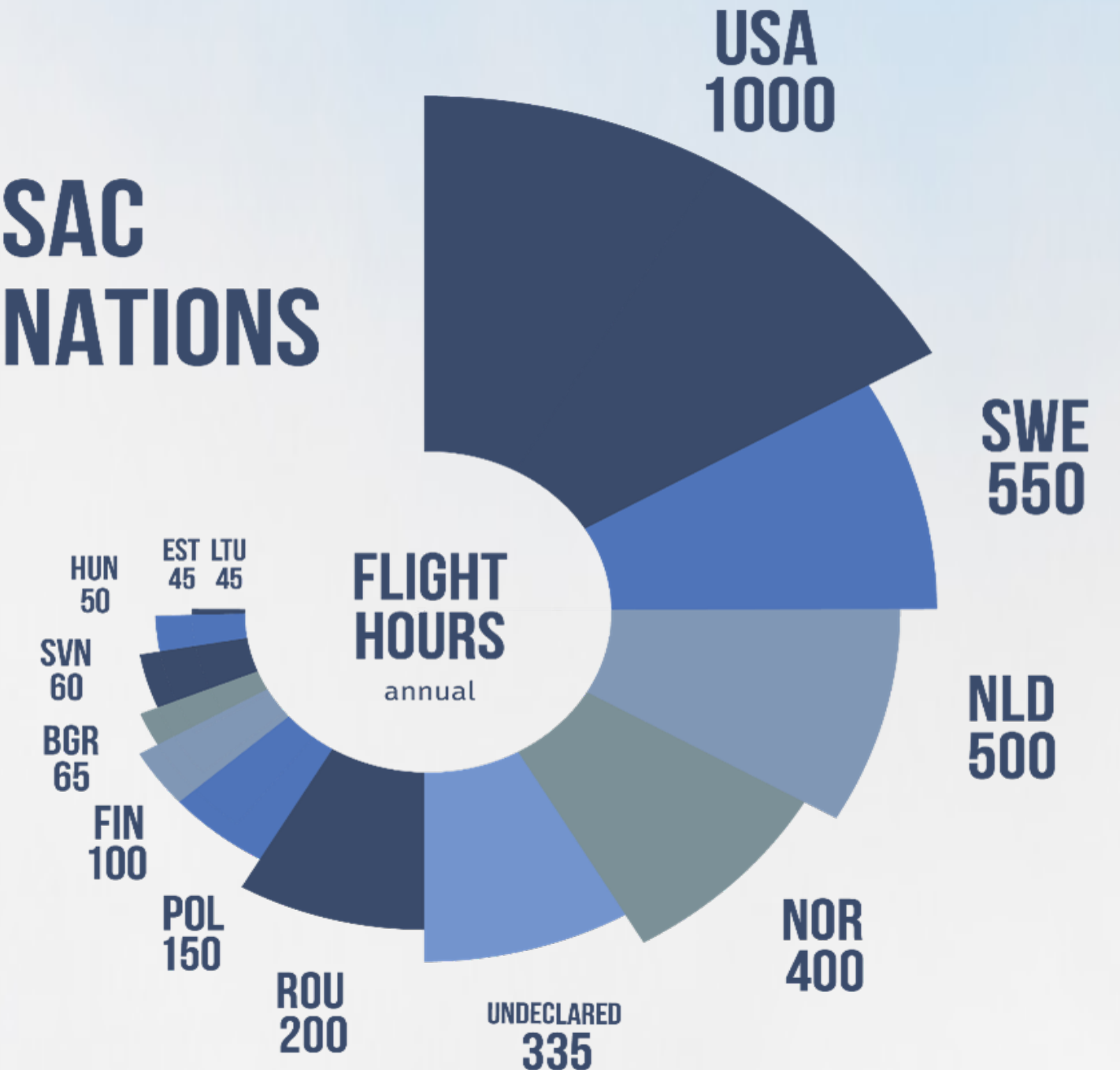
- NATIONAL, NATO, EU & UN MISSIONS
- PRE-AGREED ALLOCATION OF ANNUAL FLIGHT HOURS
- EXAMPLE OF SMART DEFENCE: COST SHARE = FLIGHT HOURS
- AVAILABLE FOR 3RD PARTY USE VIA SAC NATION SPONSORSHIP



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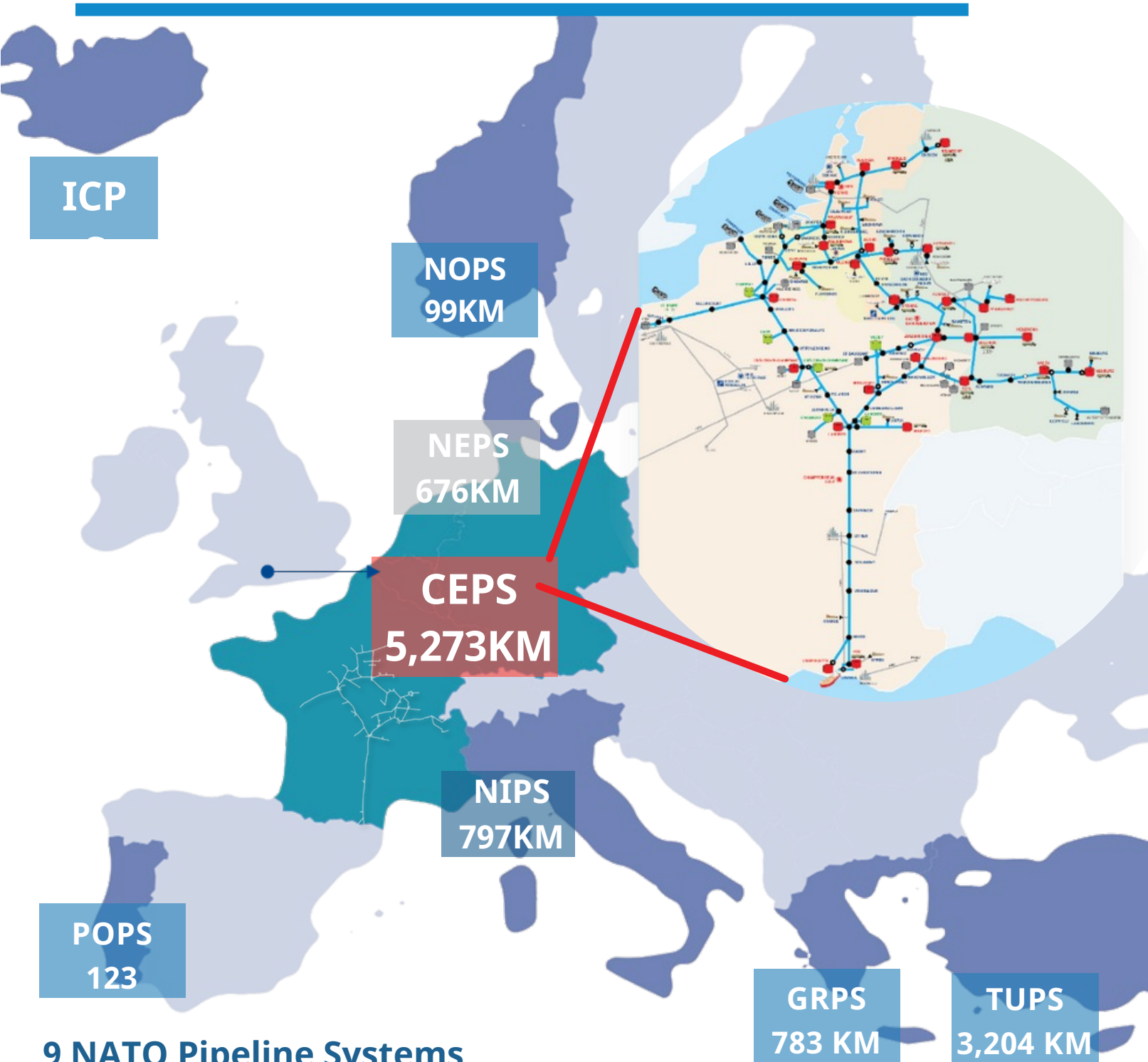
## SAC NATIONS



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# CENTRAL EUROPE PIPELINE SYSTEM (CEPS)



9 NATO Pipeline Systems












- 1 Bi-national
- 7 National
- 1 Multi-national







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 <b>The Netherlands</b> Host Nation	 <b>Germany</b> Host Nation	 <b>Luxembourg</b> Host Nation	 <b>United Kingdom</b> User Nation until Apr 2002
 <b>France</b> Host Nation	 <b>Belgium</b> Host Nation	 <b>United States</b> User Nation	 <b>Canada</b> User Nation until Dec 2008

### Consisting of:

-  5,273 km of pipeline
-  12 Mm<sup>3</sup> avg. annual transported volumes
-  36 Depots
-  > 200 tanks with 1.2 Mm<sup>3</sup> Storage
-  2 Rail Loading Stations
-  16 Truck Loading Stations
-  71 High Pressure Pump Stations
-  4 Petroleum Laboratories (3 A-level and 1 B-level)
-  75% jet fuel  
25% Diesel, gasoline, naphtha
-  4 Dispatching Centres
-  972 Personnel multi-national workforce

### Connected to:

-  9 Storage facilities
-  6 Sea Entry Points Connections
-  3 Civil Pipeline Systems
-  12 Refineries

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# NSPA PROCUREMENT OVERVIEW

Aligned with NSPA Procurement Regulations  
4200-01



## OBJECTIVE

- ✓ Support NATO Alliance with agile, competitive, high quality and professional Procurement actions in the best interest of our Customers



## TYPE OF COMPETITIONS

- ✓ International Competitive Bidding (ICB), Limited competition, Single Source (SiSo), Sole Source (SoSo), FMS



## CONTRACTUAL FRAMEWORKS

- ✓ Outline Agreements & Call Off Purchase Orders
  - ✓ Stand Alone Purchase Order
  - ✓ Cost plus reimbursement
  - ✓ Time and Material (T&M)
  - ✓ Basic Contractual Instruments (BCI)
  - ✓ Rapidly Usable Enabling Contract (RUEC)
  - ✓ Electronic online catalogue (E-CAT)
- Supply contracts  
Service Contracts  
Upcoming category: Works



## PRINCIPLES

- ✓ Consolidation
  - ✓ Competition
- Transparency and equal treatment  
Industrial benefit redistribution



## INDUSTRY CONNECTION

- ✓ Over 70.000+ and growing Companies in our Source File
- ✓ Over 10.000+ active firms throughout NATO



# NSPA Procurement Cycle



Four main phases in the end to end Procurement Cycle

Plurality of stakeholders involved:

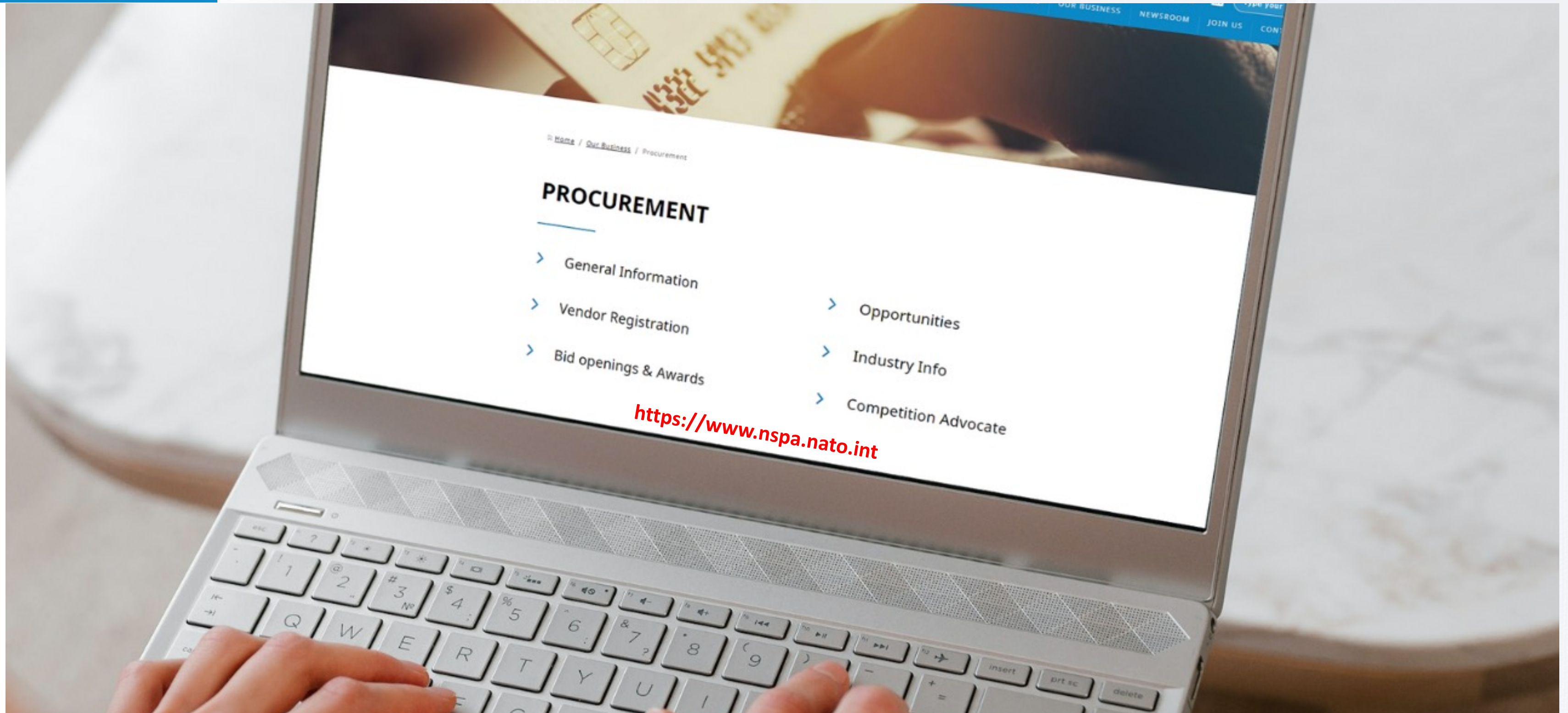
- Customers
- Multiple internal teams
- Contractors

Not considered

- SiSo / SoSo cases
- Competition Advocate involvement
- Post award components



# NSPA WEBSITE - PROCUREMENT





## VENDOR REGISTRATION

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- **Mandatory** to do business with us
- Application **on-line** and **free of charge**.
- **Declaration of capabilities. Security clearance.**
- Contact info and eProcurement **Vendor Account creation**.
- **Verification** with national authorities.
- NATO Commercial and Government Entity (**NCAGE**) does not equal to/replace NSPA vendor registration.
- Temporal company unions can be registered if legally constituted and where past performance/experience can be recognized.



# BUSINESS OPPORTUNITIES

## PROCUREMENT

- > General Information
- > Vendor Registration
- > Bid openings & Awards
- > Opportunities
- > Industry Info
- > Competition Advocate

The NATO Support and Procurement Agency, acts in the market to link industry capabilities and nations requirements to find the most cost-effective and efficient solutions, whether for national or collective defence.

NSPA's vision is to perform as NATO's premier life cycle management (including acquisition) and services provider, effectively and efficiently delivering integrated capabilities for NATO, its Nations and Partners including support to operations and exercises. As these capabilities are being mostly outsourced, strong and truly partnering relations with industry are vital.

### Key principles of NSPA procurement:

#### Consolidation

Requirements from various customers are consolidated in order to invite bids for larger quantities and obtain better conditions.

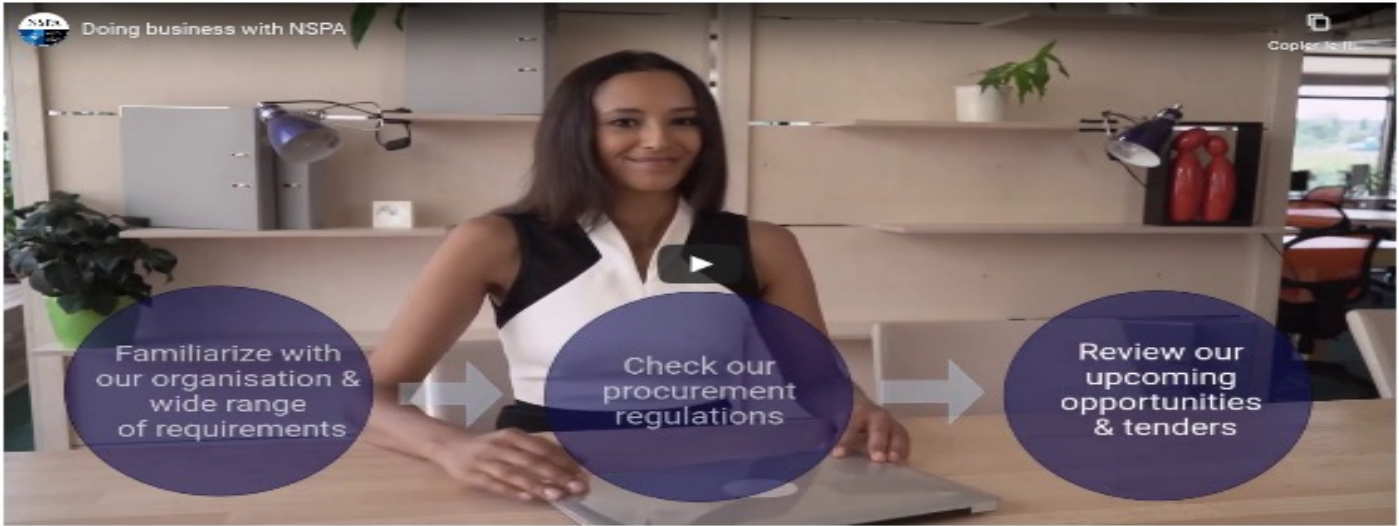
#### Competition

International competitive bidding primarily amongst companies located in NATO countries and, in certain cases, also non-NATO countries.

#### Integrity, transparency and equal treatment

NSPA policy is based on the traditional principles of public procurement.

### How to do business with NSPA



Contact Procurement

## PROCUREMENT


- > General Information
- > Vendor Registration
- > Bid openings & Awards
- > Opportunities
- > Industry Info
- > Competition Advocate

As of 7 April 2024

• FUTURE BUSINESS OPPORTUNITIES (FBO)	275
• NOTIFICATIONS OF INTENT (NOI)	0
• REQUESTS FOR PROPOSALS (RFP)	98



# PERSONAL TIPS

1. Regular screening of FBOs. If match, express your interest;
2. Regular screening of RFPs.
  1. If within your capabilities and interest, check your eligibility if not already invited;
  2. Do not wait for the “perfect solicitation” or you may not be familiar with the end to end process
3. Familiarization with NSPA procurement policy (key regulation available on the website)
  - NSPA Supplier Code of Conduct 
4. Analysis of on-going tenders to identify obstacles/challenges:
  - Conflicts of T&Cs with corporate policy → Adherence to NSPA’s terms sought, particularly in competitive solicitations
  - Provision of bank warranties
  - Exceptionality and limit of “advance payments”
5. Participation in industry events, RFIs and presentation of capabilities.



# PERSONAL TIPS

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## 6. Identification of military requirements specificities:

- NATO Codification, Security clearance, Quality assurance standards (AQAP VS ISO), Certifications/homologations

## 7. Be realistic in your RFPs choice with one that fit your Company business, size and turnover.

- There are opportunities covering every size from ten of thousands to Billions of Euro

## 8. Check the email account provided. Respond to the invitations received even if negatively;

## 9. Engage (only) with the procurement person responsible for the tender

## 10. Read carefully the solicitation documents and plan for the timely submission of your bid

- Use the requested forms double checking elements such as units of measure, costs data, etc ...

## 11. Update your company profile used in your initial registration to reflect your current capabilities and existing portfolio





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