



NATO SUPPORT AND PROCUREMENT AGENCY
AGENCE OTAN DE SOUTIEN ET D'ACQUISITION



How to do business with NSPA

PREPARED FOR
BENELUX Industry Day
22 March 2019

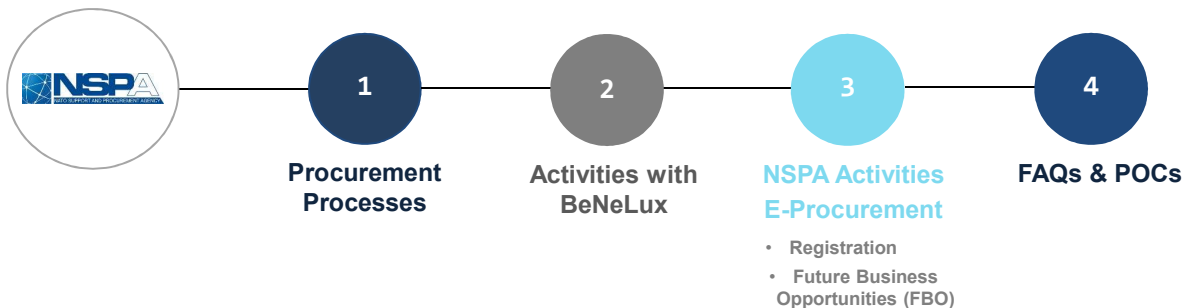
PRESENTED BY
Mrs Tammy JOURNET
Deputy Director of Procurement



Outline



Presentation Content Overview





Procurement Processes



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NSPA Procurement Policy



OBJECTIVES

QUALITY
AQAP-ISO

TIMEFRAME

PRICE
Lowest technically compliant
Best values

PRINCIPLES

CONSOLIDATION
Key Lever

INDUSTRIAL BENEFITS REDISTRIBUTION
Requested by Nations

COMPETITION
Standard approach



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NSPA Procurement Policy



✓ Two principal forms of contracting

Supply Contracts : spare parts

Service Contracts: MRO, engineering, demilitarization, etc

✓ International Competitive Bidding (ICB)

Normal procedure

Firms **MUST** be registered in the NSPA supplier data base

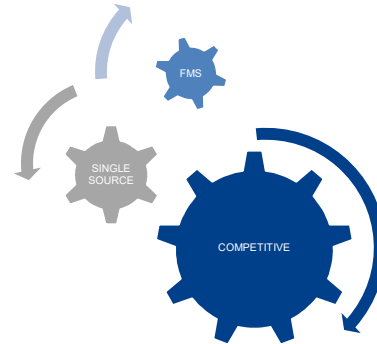
✓ Single Source

Under certain conditions:

1. Urgency
2. Low Value
3. Security
4. Commonality of Equipment

✓ Foreign Military Sales (FMS)

In some cases



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Procurement Policy: Limitations and Constraints



NSPA Nations

NSPA NATIONS - NATO

Partner Nations

Partner nations under certain circumstances (e.g. PfP Trust Funds, associate state to a Support Partnership, Troop Contributing Nation to an operation)

Competition

Competition restricted by some Support Partnerships (e.g. PATRIOT, Ammunitions Support Partnership)

Technical Data

Unavailability of Technical Data

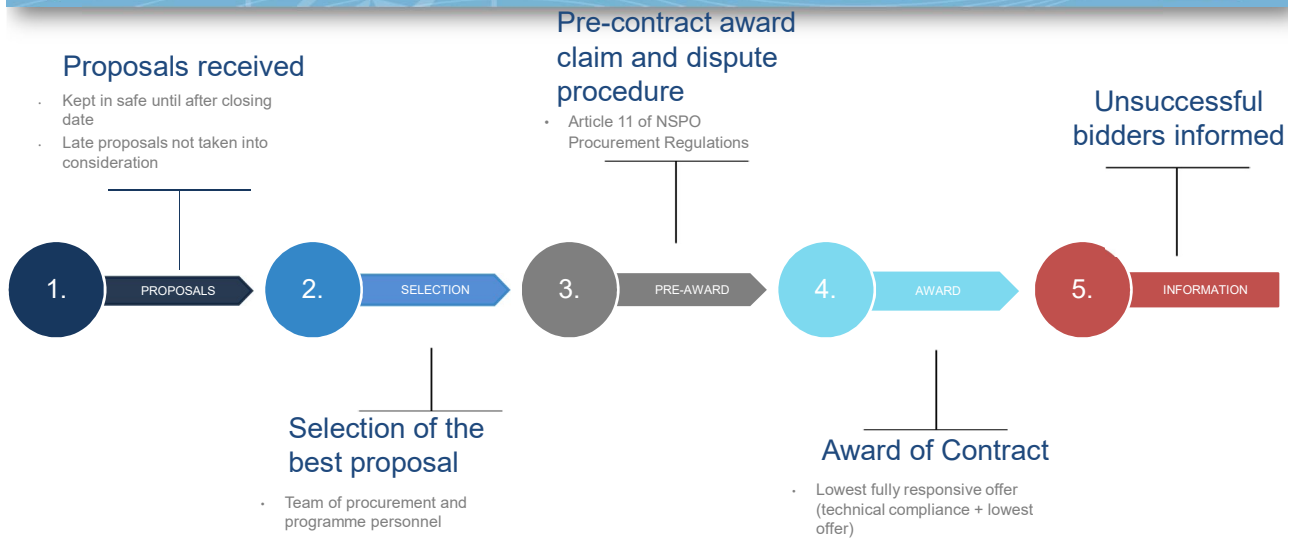
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NSPA Contract Award



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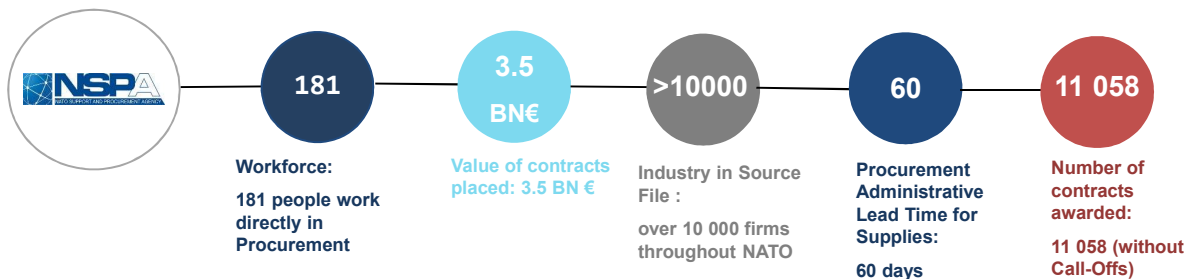
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Procurement Facts and Figures



NSPA in 2018



Activities monitored by International Board of Auditors

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Activities with the BeNeLux



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Balancing of Production



NSPA Contract Awards Balanced Among Member Nations

- Policy applies to **contract awards exceeding 80.000 EUR**
- Bidder's may "**price match**" **lowest price technically acceptable offeror** as follows:
 - **10% price difference** between offerors: 1 category difference (e.g. poorly-placed to less-well placed)
 - **20% price difference** between offerors: 2 category difference (poorly-placed to well-placed)

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Industrial Return Ratio 2018-2019



$$R = \frac{\text{CONTRACTS IN BELGIUM}^*}{\text{CONTRACTS IN NSPO NATIONS}} \bigg/ \frac{\text{SALES IN BELGIUM}^*}{\text{SALES IN NSPO NATIONS}}$$

NOTE: MBC+NSIP funded projects are excluded as from 2009 on

R= ≥ 0.8 Well Placed / **NLD**

R= ≥ 0.25 & < 0.8 Less Well Placed / **LUX & BEL**

R= < 0.25 Poorly Placed

** Based on the contracts and sales of the 3 years preceding the applicable year*

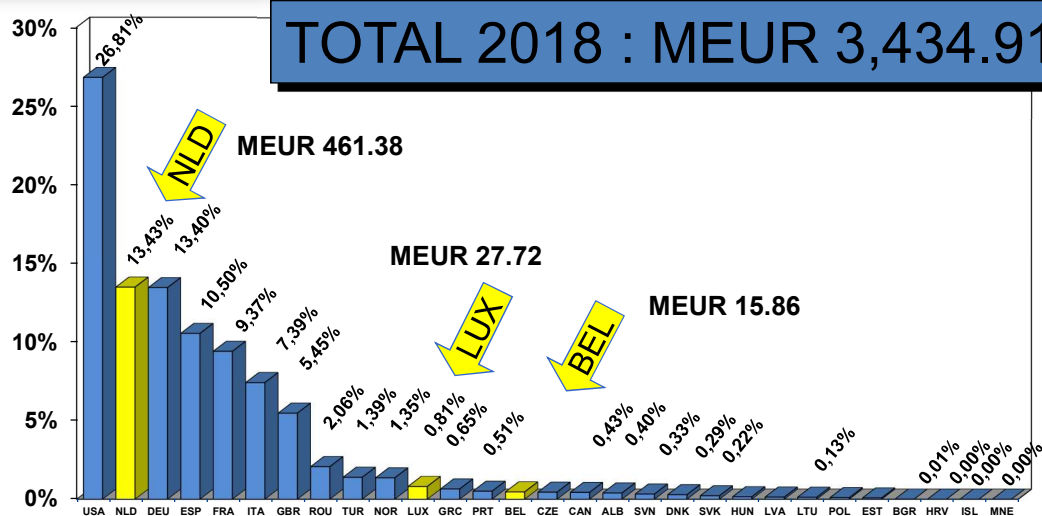
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Industrial Return Value of Contracts Placed



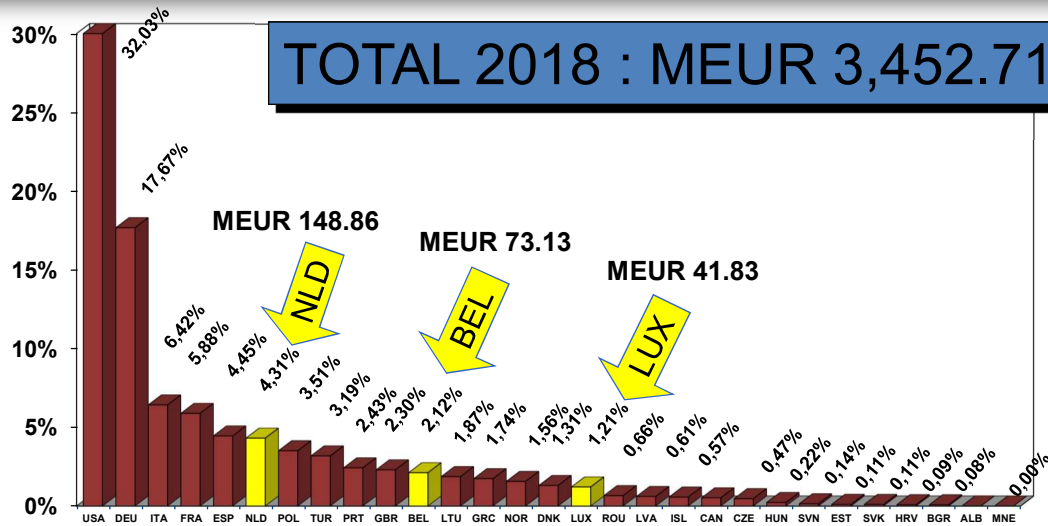
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NSPA Customers 2018



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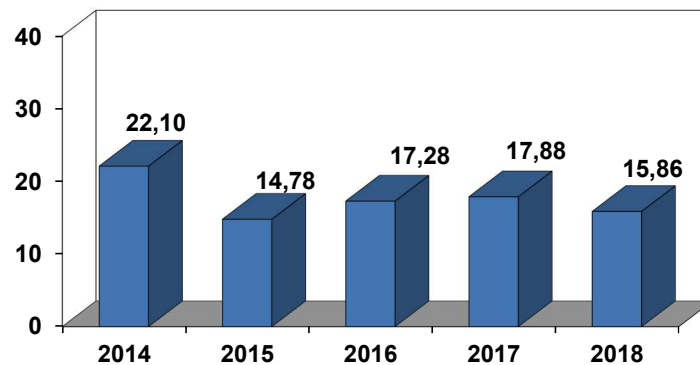
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Value of Contracts placed in Belgium



MEUR



TOTAL NSPA MEUR
BELGIAN SHARE

2,069	2,495	2,955	4,359	3,435
1.07%	0.59%	0.58%	0.41%	0.46%

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Top 5 Contracts With Belgian Industry through NSPA



Contractor	Contract Value	Requirement
Michelin SA	1.331.200 EUR	Tires, Pneumatic, Vehicular
Agusta Aerospace Services SA	1.095.183 EUR	Helicopter Spares Buy
ACAL BFI Belgium SA	821.141 EUR	Switch, Proximity Buy
ACAL BFI Belgium SA	200.466 EUR	Switch, Proximity Buy
Leonardo Belgium	189.976 EUR	Helicopter Spares

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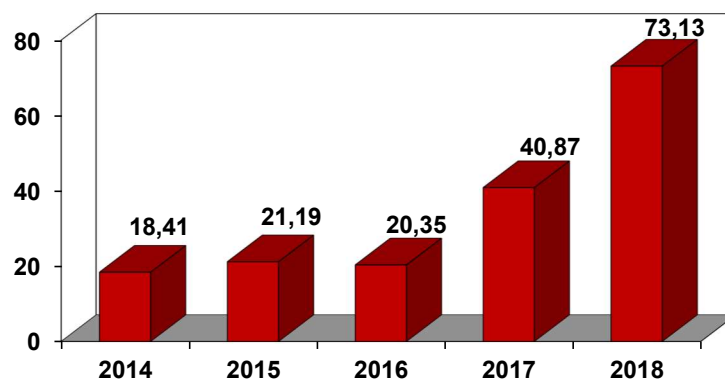
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Value of Purchases by Belgium through NSPA



MEUR



TOTAL NSPA MEUR
BELGIAN SHARE

1,976	2,493	2,902	4,293	3,453
0.93%	0.85%	0.69%	0.95%	2.12%

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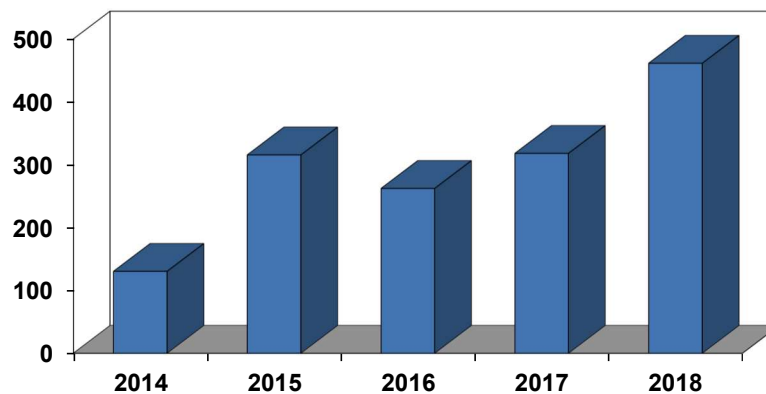
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Value of Contracts placed in Netherlands



MEUR



TOTAL NSPA MEUR	2,069	2,495	2,955	4,359	3,435
NETHERLANDS SHARE	6.30%	12.65%	8.88%	7.30%	13.43%

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Top 5 Contracts With Netherlandish Industry through NSPA



Contractor	Contract Value	Requirement
Nordic Camp Supply BV	399.377.495 EUR	Fuel Acquisition, Delivery & Storage
Nordic Camp Supply BV	2.710.745 EUR	Fuel Acquisition, Delivery & Storage
Nordic Camp Supply BV	2.642.643 EUR	Fuel Acquisition, Delivery & Storage
Nordic Camp Supply BV	2.624.594 EUR	Fuel Acquisition, Delivery & Storage
Nordic Camp Supply BV	2.579.817 EUR	Fuel Acquisition, Delivery & Storage

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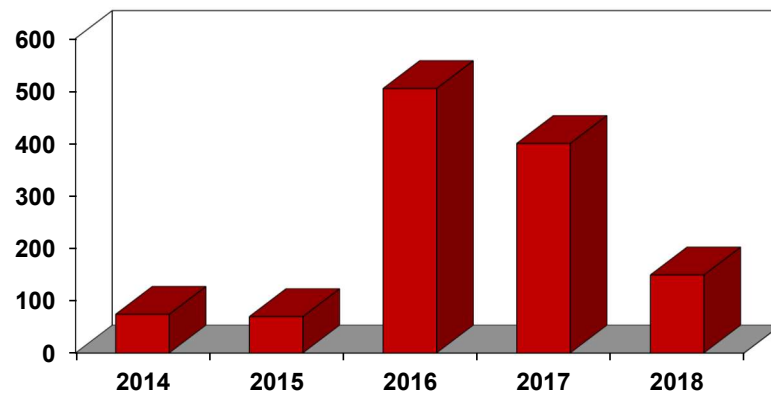
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Value of Purchases by Netherlands through NSPA



MEUR



TOTAL NSPA MEUR	1,976	2,493	2,902	4,293	3,453
NETHERLANDS SHARE	3.74%	2.79%	17.2%	2.04%	4.31%

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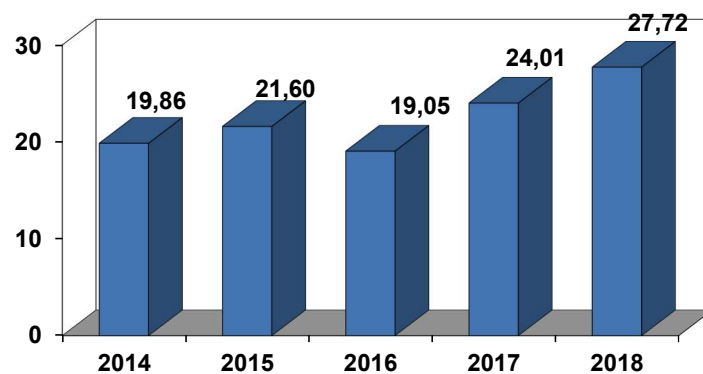
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Value of Contracts placed in Luxembourg



MEUR



TOTAL NSPA MEUR	2,069	2,495	2,955	4,359	3,435
LUXEMBOURG SHARE	0.96%	0.87%	0.64%	0.55%	0.81%

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Top 5 Contracts With Luxembourgish Industry through NSPA



Contractor	Contract Value	Requirement
CAE Aviation Sarl	3.771.384 EUR	Helicopter Supply Buy
Hewlett-Packard Luxembourg SCA	1.517.048 EUR	IT Supply Equipment
DB Schenker Luxemburg GmbH	800.00 EUR	Transportation Services
DB Schenker Luxemburg GmbH	700.00 EUR	Transportation Services
Hoffmann Freres Sarl et Cie Secs	570.000 EUR	Energy Supply

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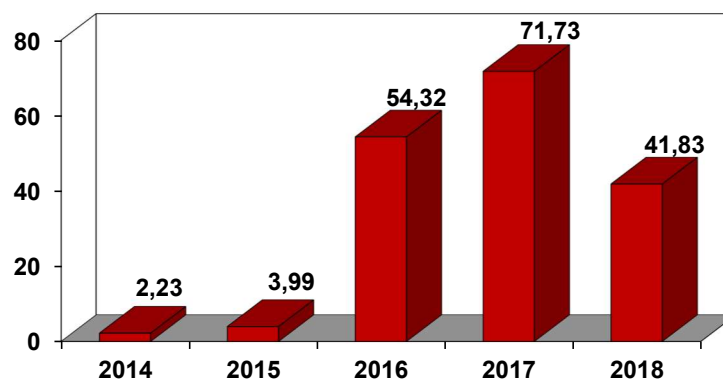
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Value of Purchases by Luxembourg through NSPA



MEUR



TOTAL NSPA MEUR
LUXEMBOURG SHARE

1,976	2,493	2,902	4,293	3,453
0.11%	0.16%	1.85%	1.67%	1.21%

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NSPA e-Procurement



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Electronic catalogue: eCat1



Web-based and fully-secured application



E-procurement:

Procurement module of the NATO Logistics Stock Exchange (NLSE) facilitate supply support to Alliance Armed Forces through:

- Ordering supply items on-line
- Achieving lower prices through larger volumes
- Managing their financial accounts



NLSE provides NSPA customers with the following capabilities:

- On-line visibility of stock holdings of NSPA customers available for redistribution excess and surplus inventory
- Immediate stock replenishment from inventories of other NSPA customers
- Access to spare parts not produced anymore
- On-line mutual emergency support



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E-Procurement – ASD2000M



- Fully integrated supply chain management with spare parts electronic ordering capabilities supported by a dedicated secured network
- ASD2000M Electronic Data Interchange standard



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E-Procurement



<https://eportal.nspa.nato.int>



Two main functions:

- **Procurement @ NSPA Serves as info hub**
General Rules and Provisions, Forms, Competition Advocacy, Contracts Awarded, Bid Openings, External links (NATO online library, information on exports)
- **Business @ NSPA Single point of entry to e-Procurement apps**
To facilitate communications and integration of business processes with vendors/suppliers
- **How to do business with NSPA, Supplier registration, Future Business Opportunities, Requests for Proposal, eCat1 Direct online Ordering**

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E-Procurement (cont'd)



e-Procurement functionalities

- **e-Transfer** of Request for Proposal (RFP) documents to the web
- **e-Registration** to procurement application
- **e-Download** RFP documents
- **e-Upload** bids from bidders
- **e-Storage** of bids in a "virtual safe" until the Bid Closing Date
- **e-Transmittal** of bids from Registry to the Evaluation Team

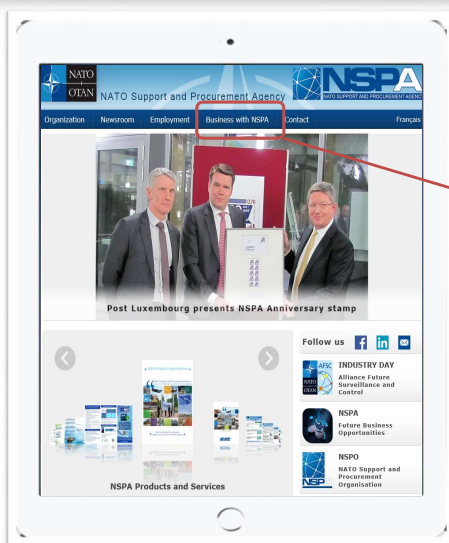
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E-Procurement (cont'd)



NSPA website
www.nspa.nato.int

- Business ePortal
- Future Business Opportunities
- Requests for Proposals

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E-Procurement (cont'd)



Supplier registration

Supplier Registration

The Procurement Division uses source information to solicit bids from suppliers of goods and services. Firms located in a NSPO country and which believe their goods and/or services may be of interest to NSPA customers can apply to register in NSPA's Source File free of charge.

After receiving the application, NSPA will take the necessary steps to obtain, if required, from the appropriate authority in your firm's host country, a certification that your firm is not ineligible to participate in procurement actions initiated by the national military services of that country. Only after this certification is received can your firm be entered in our Source File.

- See NSPO countries.
- Check our activities in NSPA's Business and in Logistics Support.
- Apply for registration in the NSPA Source File.**

For further information please contact : source-file@nspsa.nato.int

Apply for registration in the NSPA Source File.

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FAQs and POCs



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FAQs & Tips



Frequently Asked Questions	Answer
How to be invited to NSPA Requests for Proposals?	Your company must be registered in NSPA's Source File
How to be registered in NSPA Source File?	Use the ePortal to register online, free of charge...
How to be informed of the upcoming competitions?	Monitor NSPA's Future Business Opportunities at the ePortal
How to be sure that the capabilities of my company are up to date?	Contact NSPA's Source File Contact details at the ePortal
Why have I not been invited for a RFP for which my company has capabilities to make an offer?	Most probably, the capabilities of your company are not properly registered. Contact Source File
How can I have an idea of the prices offered in the past for goods and services offered by my company?	Consult the list of contracts awarded by the Agency on the ePortal



POCs



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