NATO Support and Procurement Agency (NSPA)

HOW TO DO BUSINESS WITH NSPA

Christian Gronnerod

Head Procurement Division – Life Cycle Management

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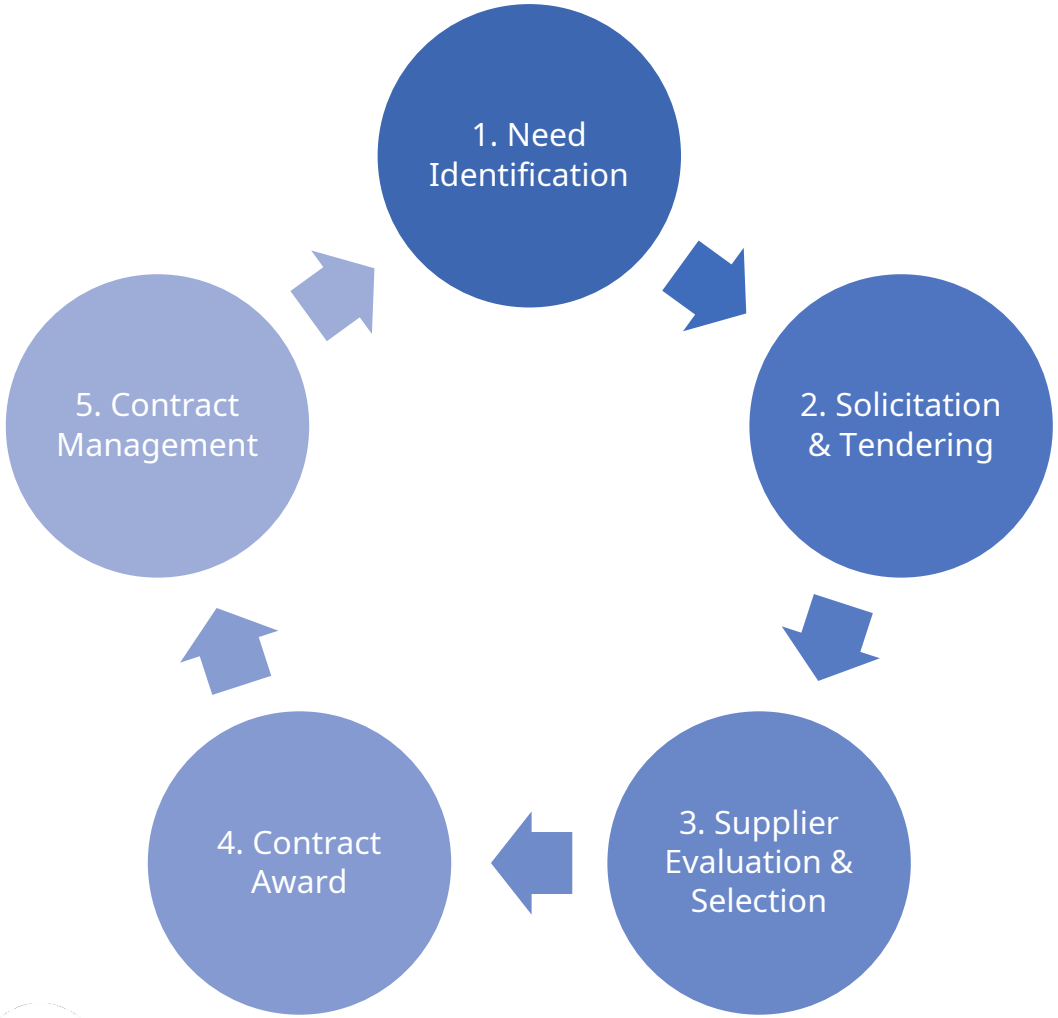
EFFICIENT.EFFECTIVE.RESPONSIVE.

NATO UNCLASSIFIED

NSPA PROCUREMENT CYCLE



Agile Requirements Definition

Streamlined Approval Processes

Pre-negotiated Contracts & Frameworks Agreements

Risk Management & Contingency Planning

Strategic Commercial Partners

Dedicated Procurement Teams

Regulatory Flexibility

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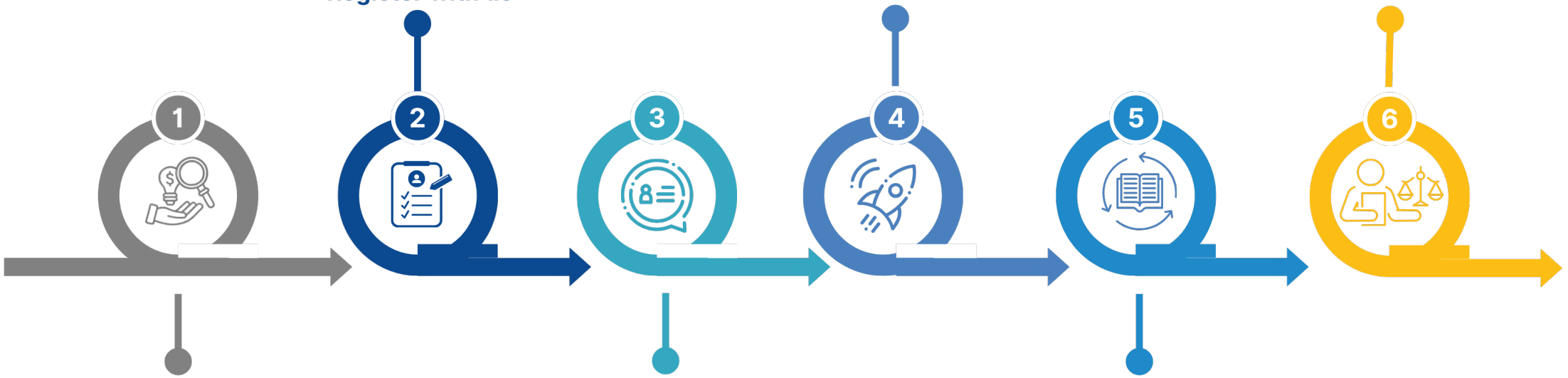
HOW TO DO BUSINESS WITH NSPA

Registration in source file is required to participate in NSPA tenders.
Register with us

We organise National or capability-based Industry Days.
Participate in Industry Days

Ensuring that opportinuties are available for International Competitive Bidding to the maximum extent practicable.
Competition Advocacy



Take a look at our Business Opportunities

- Future Business Opportunities (FBO)
- Notification of Procurement Opportunities (NPO)
- Request for Proposals

Is there a match?

- Express your interest
- Check your email
- Respond to the solicitations received

Learn from the proces

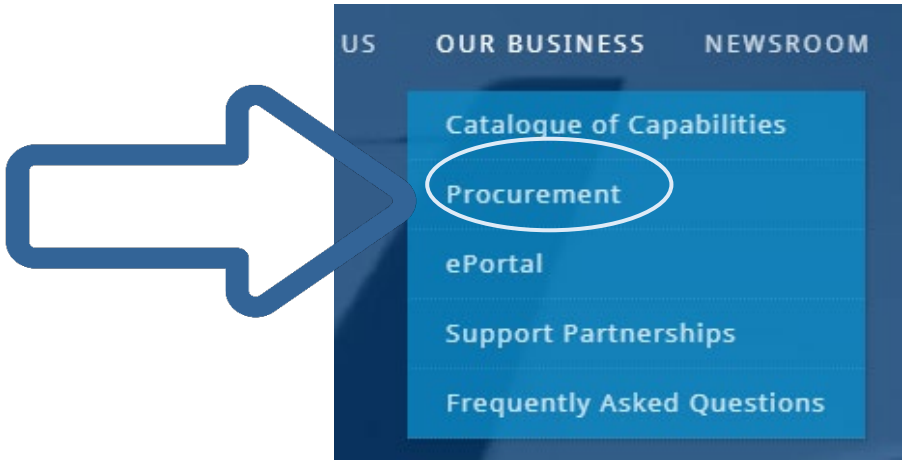
- Written communication of the procedure result
- Check our Public Bid Opening and Contract Awarded
- Request a meeting with subject matter experts

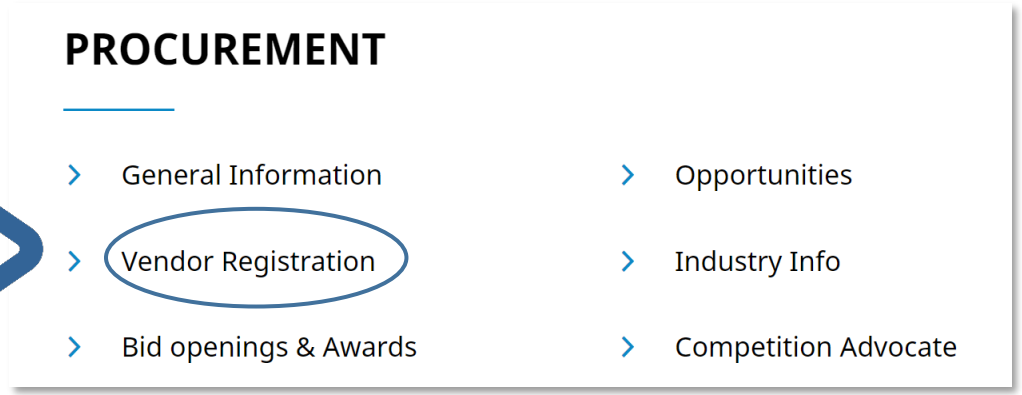
GET IN TOUCH: SUMMARY

- **Participate in national or capability based industry days**
  - Industry Days are published on the eProcurement portal as a Future Business Opportunity (FBO) and typically announced on the NSPA website under Newsroom: https://www.nspa.nato.int/newsroom/events
- **Monitor the NSPA Website**
  - Public bid openings, contract awards, publications and reports
- **Follow NSPA on social media platforms**
- **Visit the Agency**
  - Request a visit by contacting the Industry Information Section industry.info@nspa.nato.int

REGISTRATION PROCESS

Step 1: NSPA website





Online application

NATO companies with relevant capabilities in NSPA's areas of activity are strongly encouraged to initiate their registration online at the link hereunder. Upon receipt of the application, NSPA will validate the company's status with the competent authorities of its country of residence.

APPLY FOR REGISTRATION

Registration on the NSPA Source File is free of charge. For any question or additional information related to Source File registration, please use the contact form below.

REGISTRATION LINK

Contact us: source-file@nspa.nato.int

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THANK YOU

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