

How To Do Business With NSPA?

September 2016

Registration in the NSPA Source File

Any company willing to work with NSPA must be registered as a NSPA supplier.

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.

www.nspa.nato.int

The NSPA Electronic Bidding System (EBID)

In addition to the Source File, companies can register to the NSPA EBID system. Whenever a low value Request for Proposal (RFP) for materiel is published on EBID, potential bidders receive an automatic notification and quotations can be entered online via the Web Interface.

Future Business Opportunities (FBOs) and Notifications Of Intent (NOIs)

Whenever a future need with an estimated value above €80.000 is expressed by a customer nation, and before release of the RFP, a FBO is published (a NOI for NATO Infrastructure Projects).

FBOs and NOIs give the basic information and the estimated date of release of the RFP.

Companies willing to quote can contact NSPA to express their interest and they may be contacted when the RFP is released.

FBOs can be viewed by using the following link: www.nspa.nato.int

- Business Opportunities
 - Future Business Opportunities (FBOs)
 - Notifications of Intent (NOIs)

NSPA Publications

All RFPs with an estimated value above €80.000 (and which are not for a restricted distribution) are published on the NATOLOG Portal.

Bidders are invited to check the Website on a regular basis via the following path: www.nspa.nato.int

- Business Opportunities
 - Request for Proposals (RFP)



If your company is properly registered, you may be contacted via a Request for Proposal (RFP), whenever a corresponding need occurs.