

HOW TO DO BUSINESS WITH NSPA



NSPA LINKS INDUSTRY AND NATIONS' REQUIREMENTS TO FIND THE MOST EFFICIENT, EFFECTIVE AND RESPONSIVE SOLUTIONS FOR THE ALLIANCE, ITS NATIONS AND PARTNERS.



EFFICIENT. EFFECTIVE. RESPONSIVE.



NATO Support and
Procurement Agency
(NSPA)

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TAKE A LOOK AT OUR BUSINESS OPPORTUNITIES

We have a wide variety of requirements, for both military and dual use, which we normally procure through an open competitive bidding. Monitor our website to learn about our upcoming opportunities. We publish:

- Future Business Opportunities for requirements
- Our Notifications of Intent (NOI) for NATO Investment Committee funded projects
- Request for Proposals



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REGISTER WITH US

Registration in our source file is required to be selected for a contract award.

Companies located in NATO Member countries with relevant capabilities in NSPA's areas of activity are strongly encouraged to register online and free of charge.

In some cases, companies from NATO Partner Nations can also compete for NSPA requirements. Such cases will be stated in the business opportunity and still require vendor registration.



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IS THERE A MATCH?

If there is a match between our requirements and your company solutions:

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



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PARTICIPATE IN OUR INDUSTRY DAYS

To foster engagement with current and future industry partners, we organise Industry Days, by nation or around a specific capability/domain. These are a forum for industry to raise and contribute to relevant topics of mutual interest and for participants to receive information on upcoming opportunities and relevant topics of mutual interest. Industry Days are announced on our website and social media channels.



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LEARN FROM THE PROCESS

1. If your bid was unsuccessful, don't give up!
You will receive a written communication that will notify your company of the procedure result. It also specifies the reasons for not being selected, depending on the value of the contract. If invited to, you can request a debrief on the reasons for the unsuccessful submission. This will be managed by the dedicated team.
2. Check our Public Bid Opening and Contract Awarded. On our website, you can check which companies submitted an offer on any open RFP, and which one was awarded.
3. Once you are registered and as long as your company is not participating in a competitive bidding procedure, request a meeting with your counterparts in Capellen.



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COMPETITION ADVOCACY

The NSPA Competition Advocate is responsible for ensuring that procurements processed by the Agency are available for International Competitive Bidding to the maximum extent practicable. You can contact her office via the form on our website.

DO YOU HAVE ANY QUESTIONS? CONTACT US.



Questions regarding vendor registration:
source-file@nspa.nato.int



General inquiries and company visits:
industry.info@nspa.nato.int



Access to e-portal:
e-procurement.helpdesk@nspa.nato.int



CONTACT
THE
COMPETITION
ADVOCATE





JOIN OUR MISSION!



BECOME OUR NEXT INDUSTRY PARTNER.

#WEARENATO
