

HOW TO DO BUSINESS WITH NSPA



NSPA LINKS INDUSTRY AND NATIONS' REQUIREMENTS TO FIND THE MOST EFFECTIVE AND EFFICIENT SOLUTIONS FOR THE ALLIANCE, ITS 30 NATIONS AND PARTNERS.



EFFICIENT . EFFECTIVE. RESPONSIVE.

1

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 estimated above 80K EUR
- Our Notifications of Intent (NOI) for NATO Investment Committee funded projects
- Request for Proposals with an estimated value above 80K EUR

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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 vendor registration is also mandatory.





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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



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 topics relevant of mutual interest. and for participants to receive information on upcoming opportunities and topics of general interest. These Industry Days are announced on our website as well as other communication channels.

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DO YOU HAVE ANY QUESTIONS?



Contact source-file@nspa.nato.int
for questions regarding vendor
registration



Contact
industry.info@nspa.nato.int
for general inquiries



JOIN OUR MISSION!



BECOME OUR NEXT INDUSTRY PARTNER.

#WEARENATO
