

## How to Do Business with NSPA - 2020

The aim of this leaflet is to help UK companies interested in accessing the NATO Support and Procurement Agency (NSPA) business opportunities.

1. **Procurement** - NSPA obtains the goods and services necessary to meet its [Customers'](#) requirements from contractors located in any of the [NSPO nations](#). Albania, Belgium, Bulgaria, Canada, Croatia, Czech Republic, Denmark, Estonia, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Turkey, United Kingdom, and the United States of America.

In some instances, NSPA uses services provided by military organisations within the NSPO member states. In particular cases, NSPA can use suppliers from a PfP nation. Goods and services are, in principle, procured through an international competitive bidding process, in compliance with [NSPO's Procurement Regulations](#).

Firms interested in becoming a NSPA supplier should examine NSPA's list of [Systems & Equipment](#) supported to see whether they are in a position to provide appropriate goods and services. Prior to being invited to tender, companies must be registered in NSPA's [Source File](#).

NSPA provides potential suppliers with advance information about [business opportunities](#) for which Requests for Proposal may be issued in the near future.

NSPA also publishes most of its [Requests for Proposals](#) openly to allow qualified firms to quote.

The [eBid](#) system is part of the Agency's electronic business tools. It displays current Requests for Proposal and allows qualified firms to quote on-line in a secure environment.

2. **Future Business Opportunities** - [Future Business Opportunities \(FBO\)](#) and, for NATO Infrastructure projects, [Notifications of Intent \(NOI\)](#) provide advance information to suppliers based in a NSPO nation about business opportunities for which NSPA may issue Requests for Proposals in the near future.

Declarations of Eligibility are required for NOIs and are issued by the Defence and Security Organisation (DSO), within the Department for International Trade, in order to certify that UK based companies are eligible for NATO projects. DSO also liaise between companies and UK Government agencies on release of documentation and for NATO security clearances.

All NATO procurement opportunities that are notified to the UK Delegation are published on the DIT Exporting is Great website (<https://opportunities.export.great.gov.uk/>) under 'export opportunities'. Declarations of Eligibility are then issued via the EIG website when a company states its interest in a procurement opportunity. To be issued a DoE, the company must first provide a UK based registered address, point of contact and telephone number.

It is mandatory that your firm is registered in the [NSPA Source File](#) in order to receive Requests for Proposals.

NSPA publishes most of its Requests for Proposals (RFPs) openly on the internet. To view RFPs in that category, [click here](#).

In addition, the following RFPs will only be displayed after you [log on](#)<sup>1</sup>:

- eBid (online bidding)
- RFP limited to specific purchasing groups
- RFP restricted to specific vendors

If you do not have a log on account, please [register](#)<sup>2</sup>.

**3. Contract Awards** - NSPA periodically publishes lists of contracts awarded with a value above a certain threshold (EUR 80,000). The lists indicate the purpose of the contract, the contractor's name and country of residence, and the contract value. The table below provides links to the published lists for 2018.

- [October - December 2019](#)
- [July - September 2019](#)
- [April - June 2019](#)
- [January - March 2019](#)

**4. Supplier Registration** - The Procurement Division uses source information to solicit bids from suppliers of goods and services

Firms located in a NSPO country and believe that 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 the UK, a certification that your firm is eligible 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 the Source File.

- See [NSPO countries](#)  
Albania, Belgium, Bulgaria, Canada, Croatia, Czech Republic, Denmark, Estonia, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Turkey, United Kingdom, and the United States of America.
- Check our activities in NSPA's Business and in [Logistics Operations](#).
- [Apply for registration](#) in the NSPA Source File.

**5. Bid Openings** - Please find below the list of Bid Openings held during last week containing the names of the companies who have submitted an offer within the bidding period against the RFP.

- [Bid Openings](#)
- Archive files containing the results of the preceding weeks are also available. [Archive Bid Openings 2020](#)

**6. UK Industry Day** – The next UK Industry Day is planned to take place in January 2021. This event is organised by the British Embassy, DIT/DSO and the NSPA, to allow companies to meet key NSPA staff. You are encouraged to register your interest with the Trade and Investment Adviser for Luxembourg - Mr Thomas Flammant on Tel: +352 22 98 64 2216 or E-mail: [Thomas.Flammant@fco.gov.uk](mailto:Thomas.Flammant@fco.gov.uk)

**7. For more information** - Please contact the [Procurement Division](#) or the [UKLO](#).

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<sup>1</sup> NSPA makes available a tool for reliable and secure delivery of bids. To use this tool you must log on.

<sup>2</sup> NSPA will only consider bids from firms, which are [registered](#) in the source file with qualifications matching the requirement of the specific RFP.