DANISH MINISTRY OF DEFENCE
ACQUISITION AND LOGISTICS ORGANISATION

Fynsk Forsvarsdag, slide show 1, *"2thepoint"*

NATO Support and Procurement Agency

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NATO Support and Procurement Agency (NSPA)

NSPA SOURCING

EFFICIENT.EFFECTIVE.RESPONSIVE.

NATO UNCLASSIFIED

DELO role – two different ”NSPA” tasks.

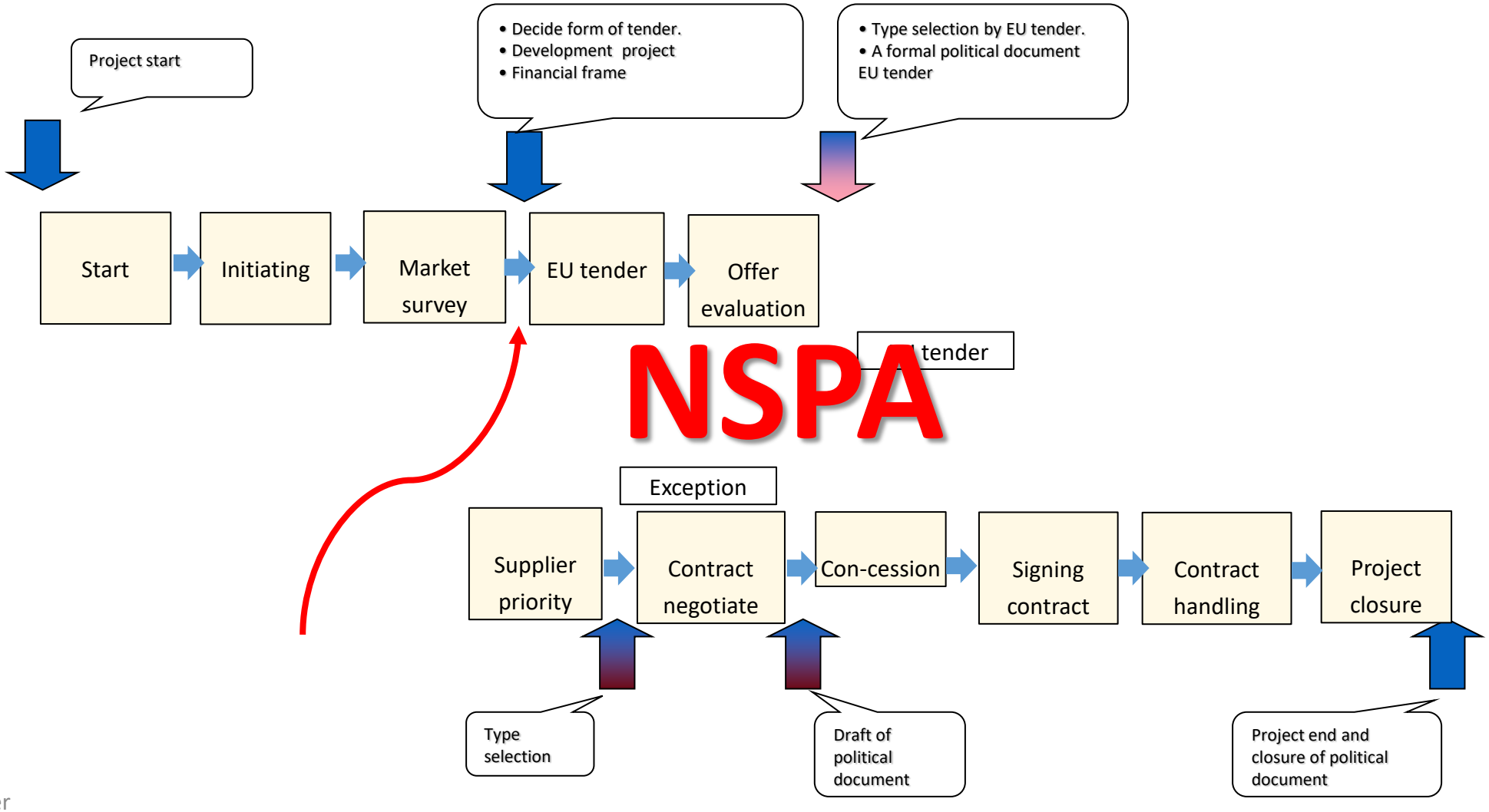
Driving the Agency

- Development of SIP
- NCS adaptation
- SHAPE MOU
- Shaping the battlefield for GOV meetings. DELO TASKS

Using the Agency

- How do we optimze our possibilities
- Chasing business Opportunities, DALO
- Chasing business Opportunities, Industry

The "Average" Acquisition Procedure



FÆLDER, se også slide 12-13

EKSEMPLER PÅ 'AFSLAG'

- NSPA is only working with firms possessing well-established structures, firm financially sounds and with solid past performance in the same/similar area.

- Suppliers desiring to be registered in the NSPA Source File have to present documentary evidence that they have sold or currently sell the same or similar materiel or services to the Armed Forces of their own, in addition:

- - Possession of a "quality system" (ISO or AQAP) recognized as satisfactory by their own military or civilian governmental Authorities. Evidence of this quality system should be provided at the time of a Source File registration application.

- - Possession of appropriate capability, technological know-how and/or licenses, to be demonstrated by the applicant.

MISSION

01 Source File Data Base

- Identification of new vendors and encouragement to register
- Registration of firms
- Update of vendor database
- Recording and Monitor vendor's performance
- Liaising with the companies

02 National Eligibiility

- Requesting DOEs to National Authorities
- Verifiying and updating DOEs

03 Sourcing

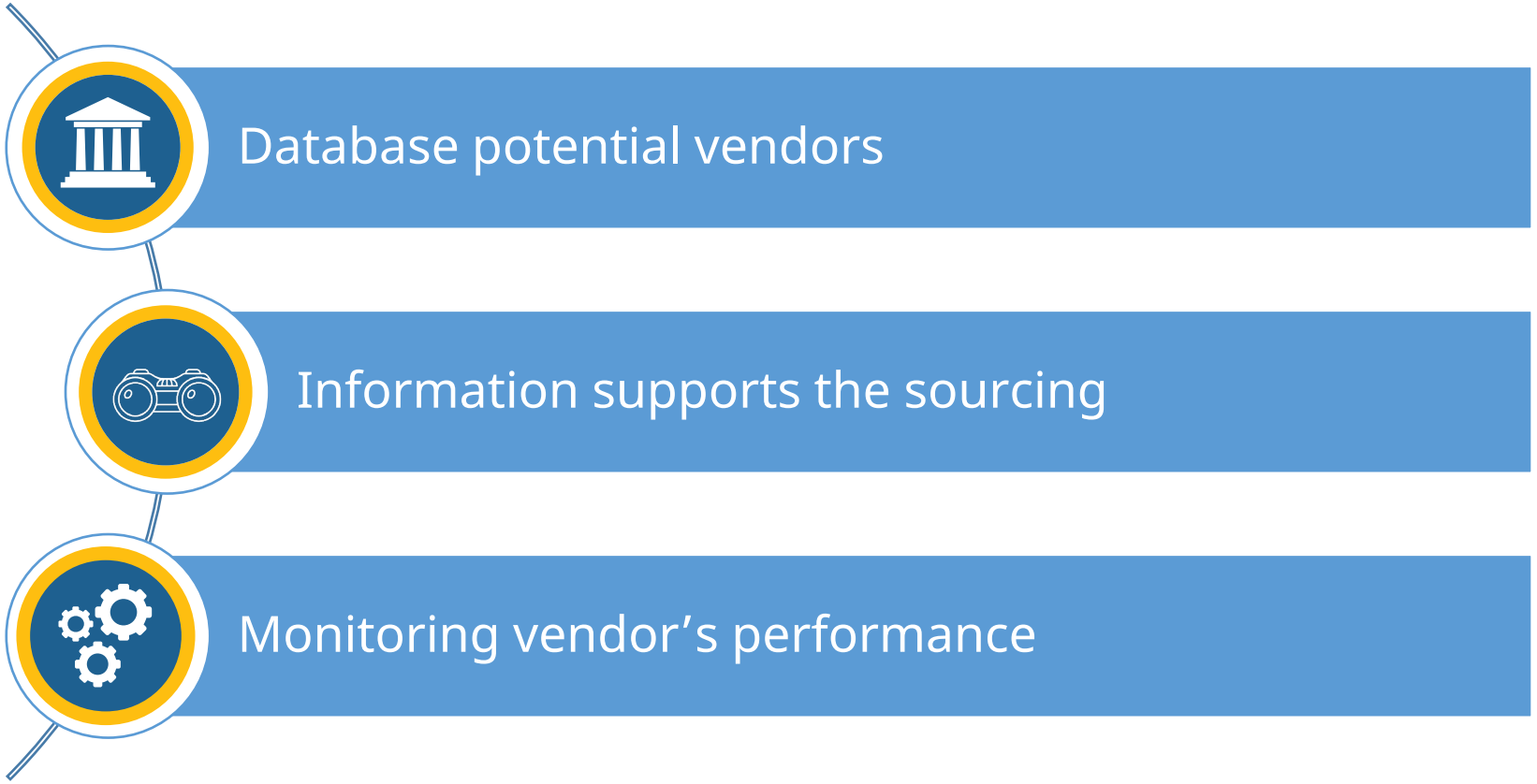
- Recommending sources to participate in competitive solicitations
- Sourcing of goods, works and services
- Evaluation of FBO's interests

04 Sole Sources requests

- Register and Mantain sole source request database.
- Staffing Sole Source request 2M€
- Recommendation to the CA request > 2M€

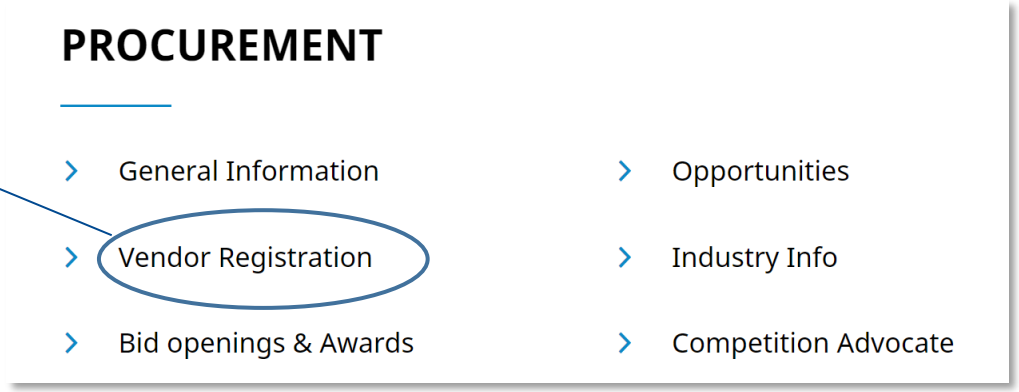
NSPA SOURCE FILE

"Centralized database containing past, present and potential vendors, including performance and capabilities":



REGISTRATION IN THE NSPA SOURCE FILE

- ✓ Application through NSPA **website**
- ✓ Mandatory to participate at NSPA RFPs



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.

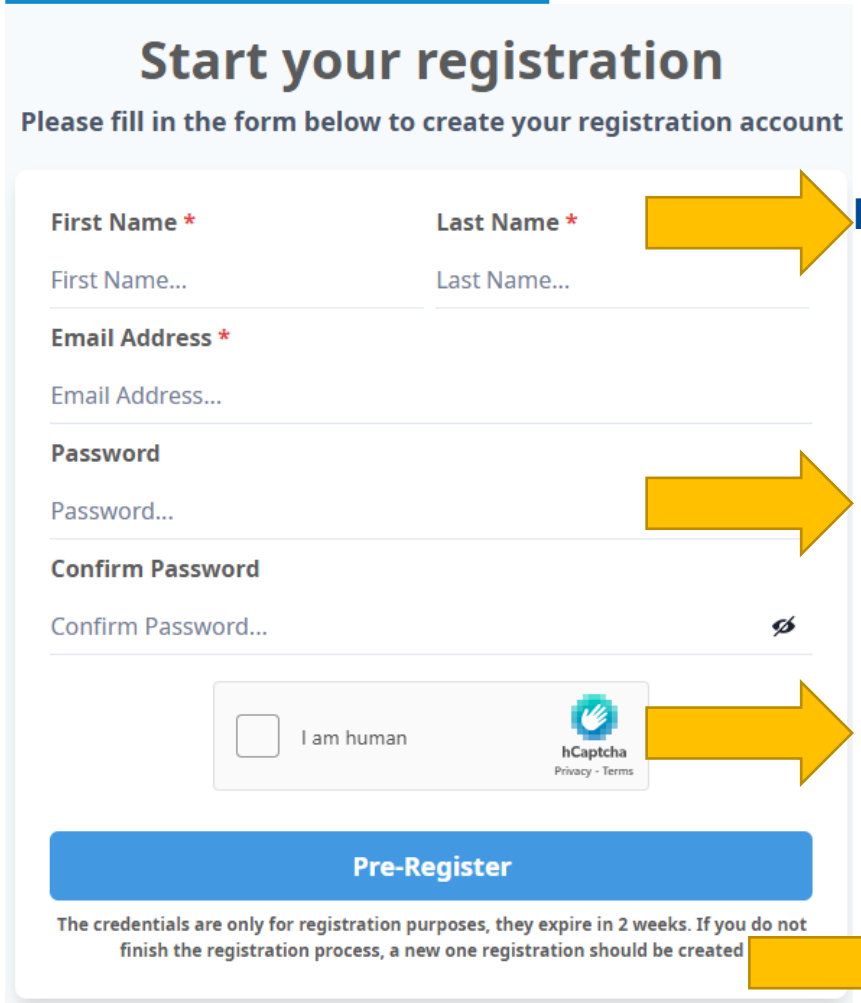
SUPPLIER REGISTRATION OVERVIEW

IMPORTANT:

- ✓ You are not obliged to proceed with your registration in once.
- ✓ You will first set-up a password to be able to start your registration.
- ✓ You can then save and continue with the process step by step and correct it at any stage at your own convenience (up to 2 weeks).

2.2 ENTER SUPPLIER PROFILE

NATO Support and Procurement Agency (NSPA)



Name of the applicant

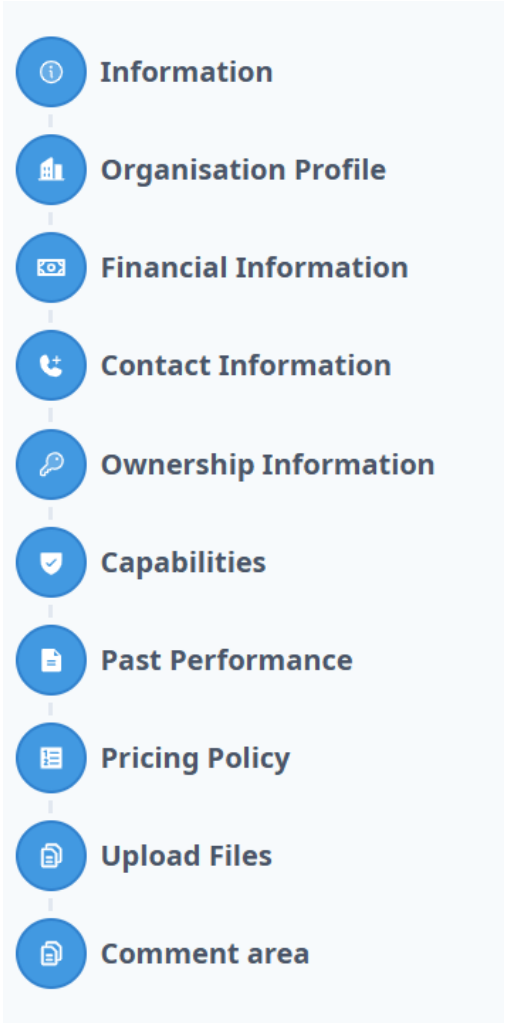
You will keep it to connect during the registration process

Type of challenge-response test used in computing to determine whether the user is human in order to deter bot attacks and spam.

The credentials are only for registration purposes, they expire in 2 weeks. If you do not finish the registration process, a new one should be created

NEW IMPLEMENTATIONS

- **Full digital and streamline process;**
- **“Self-declaration” principle;**
- **Interface with Codification database:**
  - NCAGE
  - NSNs
- **Implementation of taxonomy: UNSPSC;**
- **Qualification criteria:**
  - Critical capabilities
  - Type of supplier
- **Visibility of company ownership;**
- **Request of 3 last financial exercises;**



NATO Support and Procurement Agency (NSPA)

ORGANISATION PROFILE

NATO Support and Procurement Agency (NSPA)

Organisation Profile

Fill the information for your organisation

Disclaimer: NSPA procurement is normally limited to firms or governmental services located within NATO Member Nations. Companies in nations that are not members of NATO, please refer to NSPO's Procurement regulations, paragraph 4.5

CAGE code *

I9021 Search

You didn't find your organization NCAGE data record?

NCAGE Code Explanation here

Name *: NSPA-LD/HAWK

Commercial Trade Name: NSPA-LD/HAWK

Main Division/Office *: NSPA-LD/HAWK HQ

Date of Establishment *: 01/01/1995

Type of Industry *: Governmental Inst.

National Registration Number *: LU123456

Country *: LU - Luxembourg

Address Line 1 *: 11 RUE DE LA GARE

Address Line 2: Address Line 2...

City *: CAPELLEN

Postal Code *: L-8325

URL *: https://www.nspa.nato.int/

Phone number *: +352 - Luxembou 0035230637343

Email *: ld@nspa.nato.int

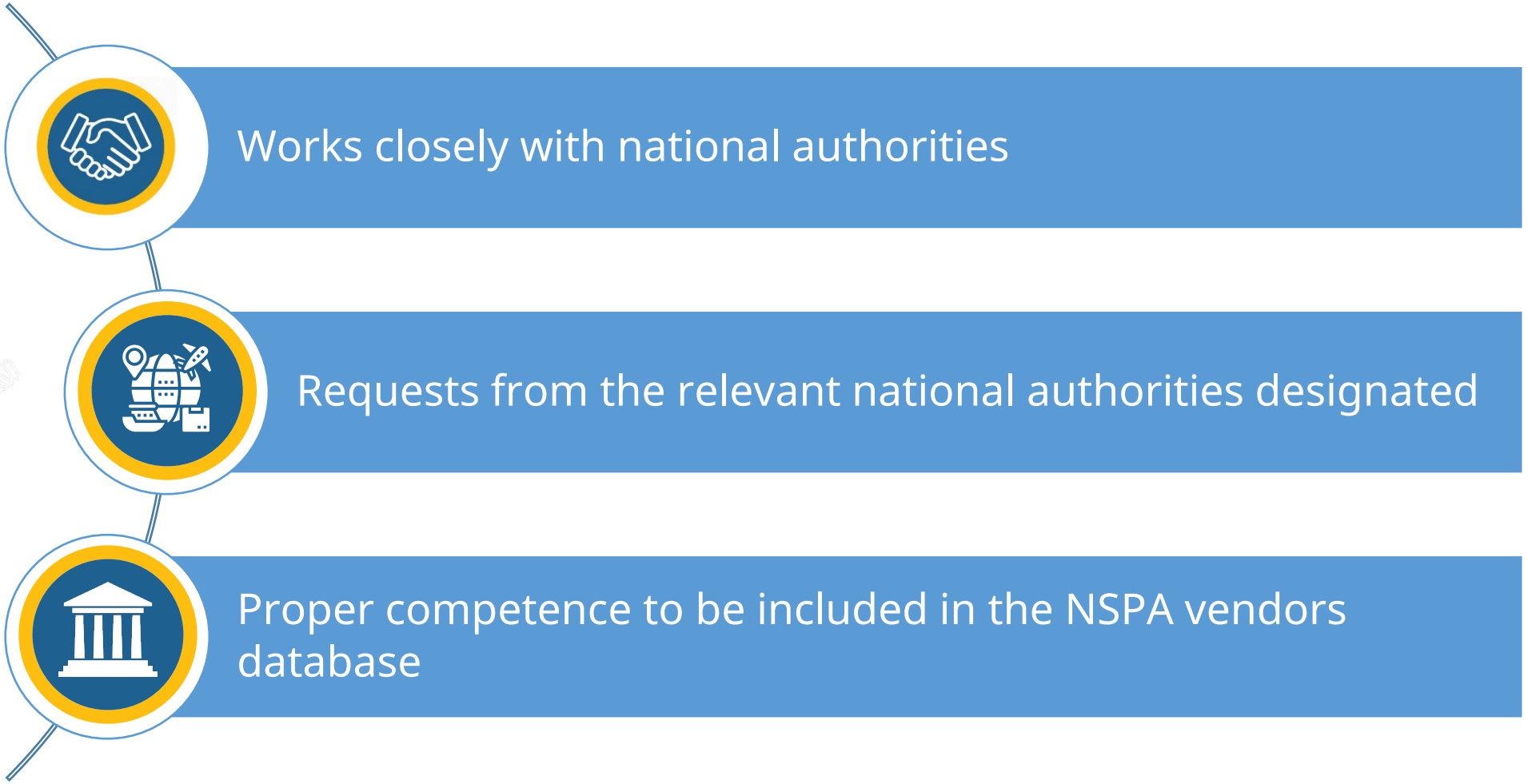
REGISTRATION IN THE NSPA SOURCE FILE

Supplier Eligibility is based upon:

1. **Legal personality**
2. **Nationality**
   a) Country of incorporation or legal residence; and
   b) Main production facilities and/or effective administration, in a NSPO nation”
      i. Non-NATO nations associated member to NSPO Support Partnerships
3. **Present capability**
   a) Consistent with incorporation documentation

   Defense Systems or critical:
   a) OEM
   b) Past performance
   c) Technical knowledge, licenses, certifications,…
4. **Financial standing**

NATIONAL ELIGIBILITY



NATO Support and Procurement Agency (NSPA)

HOW TO DO BUSINESS WITH NSPA- BUSINESS TOOLS – EPORTAL AND WEBSITE

DALO INDUSTRY DAYS

Mr. Paul Steentjes

Source File Manager, Source ID team

21-22 August 2025

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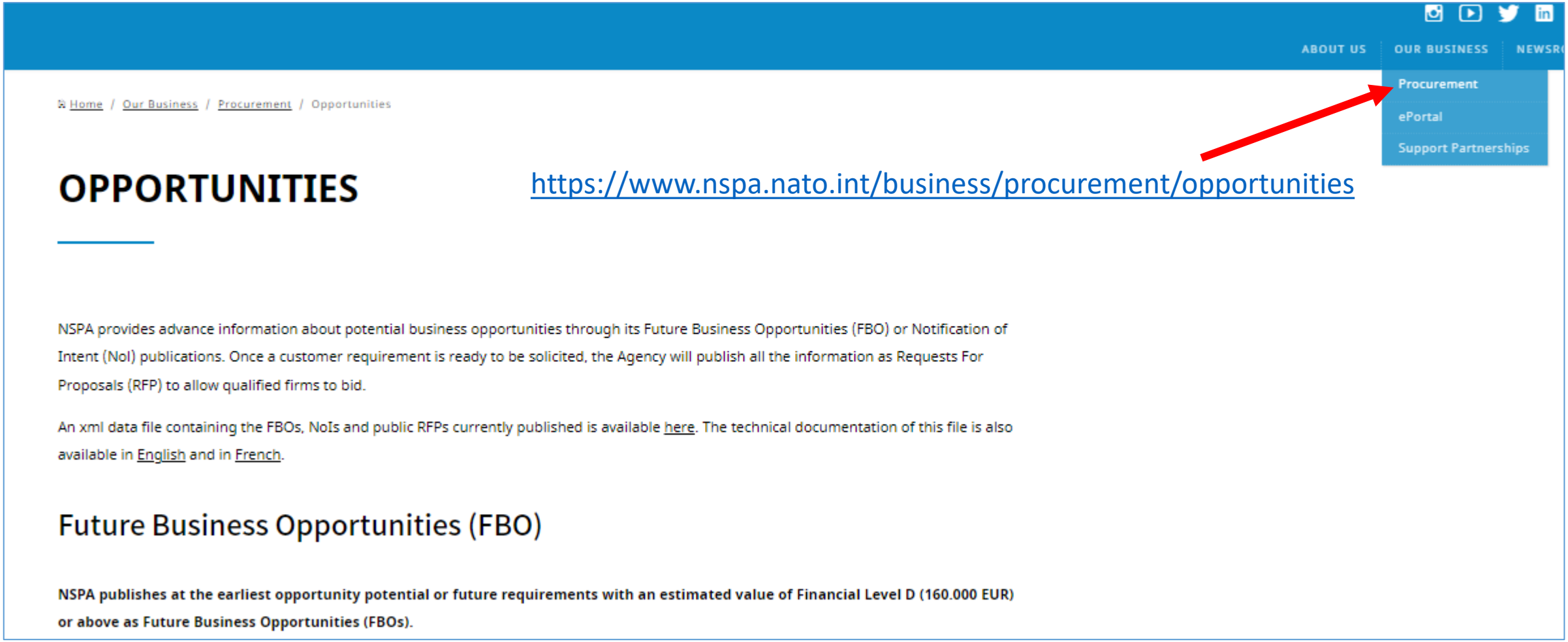
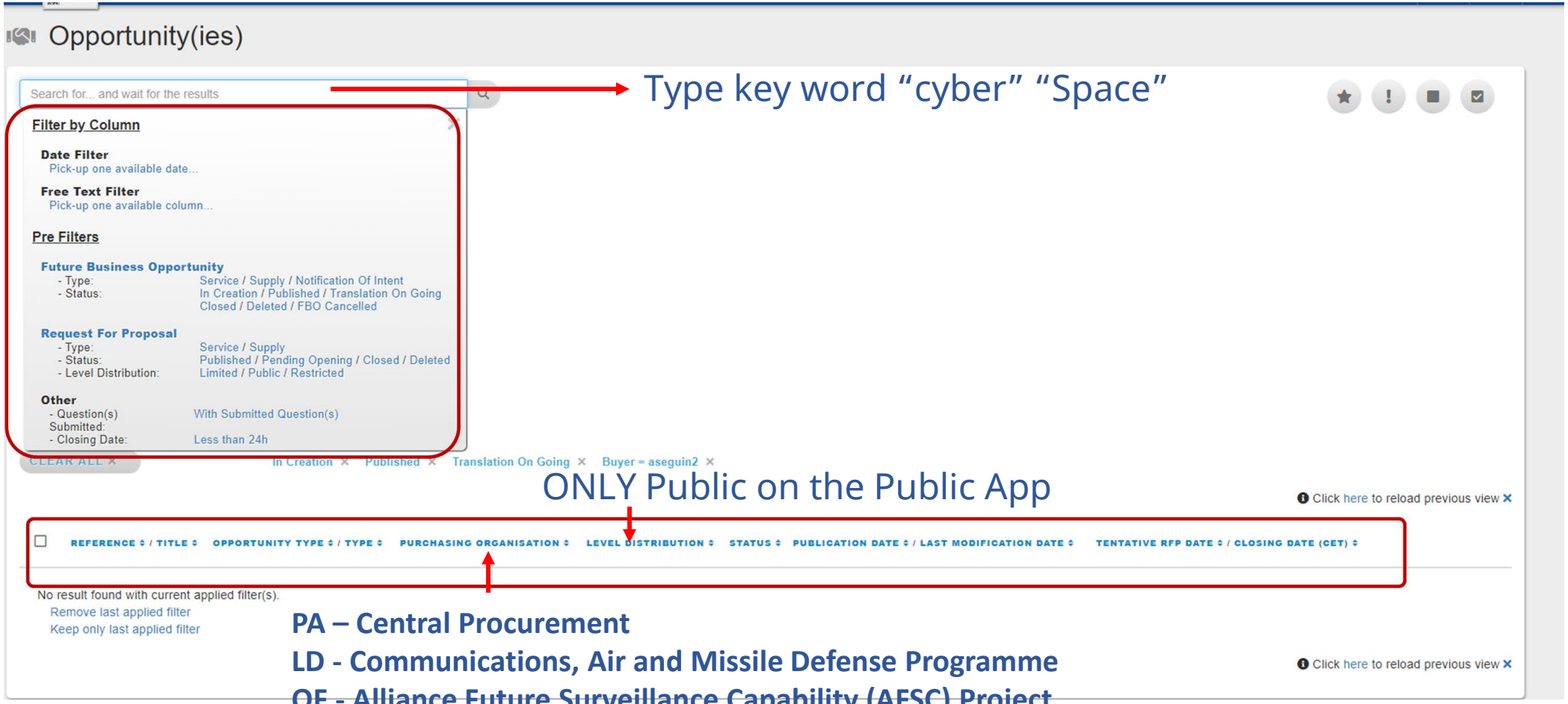
ACCESS OPPORTUNITIES



USE FILTERS


Opportunity(ies)
Search for... and wait for the results
Type key word “cyber” “Space”
Filter by Column
Date Filter
Pick-up one available date...
Free Text Filter
Pick-up one available column...
Pre Filters
Future Business Opportunity
- Type: Service / Supply / Notification Of Intent
- Status: In Creation / Published / Translation On Going Closed / Deleted / FBO Cancelled
Request For Proposal
- Type: Service / Supply
- Status: Published / Pending Opening / Closed / Deleted
- Level Distribution: Limited / Public / Restricted
Other
- Question(s) Submitted: With Submitted Question(s)
- Closing Date: Less than 24h
CLEAR ALL
In Creation
Published
Translation On Going
Buyer = aseguin2
ONLY Public on the Public App
Click here to reload previous view
REFERENCE / TITLE
OPPORTUNITY TYPE / TYPE
PURCHASING ORGANISATION
LEVEL DISTRIBUTION
STATUS
PUBLICATION DATE / LAST MODIFICATION DATE
TENTATIVE RFP DATE / CLOSING DATE (CET)
No result found with current applied filter(s).
Remove last applied filter
Keep only last applied filter
PA – Central Procurement
LD - Communications, Air and Missile Defense Programme
QF - Alliance Future Surveillance Capability (AFSC) Project
Click here to reload previous view

USING YOUR E-PROCUREMENT ACCOUNT

Key Benefits:

- Use keywords to be notified of new opportunities and updates
- Access restricted RFPs
- Ask questions and bid on RFPs

Important: If your company was registered prior to 2012, you will not automatically have an e-Procurement Portal account.

Contact us at: e-procurement.helpdesk@nspa.nato.int

CONNECT

https://eportal.nspa.nato.int/public/eportal.aspx

Subscriber Apps

AFSC

The AFSC portal is an on-line business content management portal designed to support the Alliance Future Surveillance and Control (AFSC) community. Providing a secure means of sharing information within the AFSC community, the portal hosts a schedule of events and meetings, an electronic library, configuration control processes and technical documentation workspaces.

AGS

The NATO AGS Life-Cycle Support Business Portal (LSBP) is the on-line business content management portal supporting official events and meetings, electronic Materiel Support Services, configuration control processes and technical documentation workspaces all designed to provide a secure means to share information within the AGS community.

ALPS

The A400M Logistics Portal System (ALPS) is the logistics portal for electronic Materiel Support Services for the A400M aircraft. The ALPS provides on-line access and automated functionalities to users from Participating States, OCCAR A400M PD and Industries to access technical & commercial information, perform ordering activities and manage order life cycle from order placement up to invoicing using internet/web technology.

eCIS

eCIS is a web application that provides a secure access to information related to SAP ERP business transactions occurring between NSPA and its partners.

eProcurement

The NSPA ePortal contains a new eProcurement module which in addition to an improved eBid application also hosts Future Business Opportunities – advanced notification of future large procurement opportunities and the ability to view and bid upon both Notices of Intent (NOIs) and Requests For Proposals (RFPs) for Infrastructure Projects.

N@MSIS

The NATO @lectronic Materiel Support Information System (N@MSIS) is the on-line business portal for electronic Materiel Support Services currently supporting the two helicopter weapon systems NH90 and TIGER. It automates to the maximum extent possible the logistics processes agreed upon with the NSPA partners for the spare parts provisioning cycle from price information to electronic invoicing and payment.

NACC

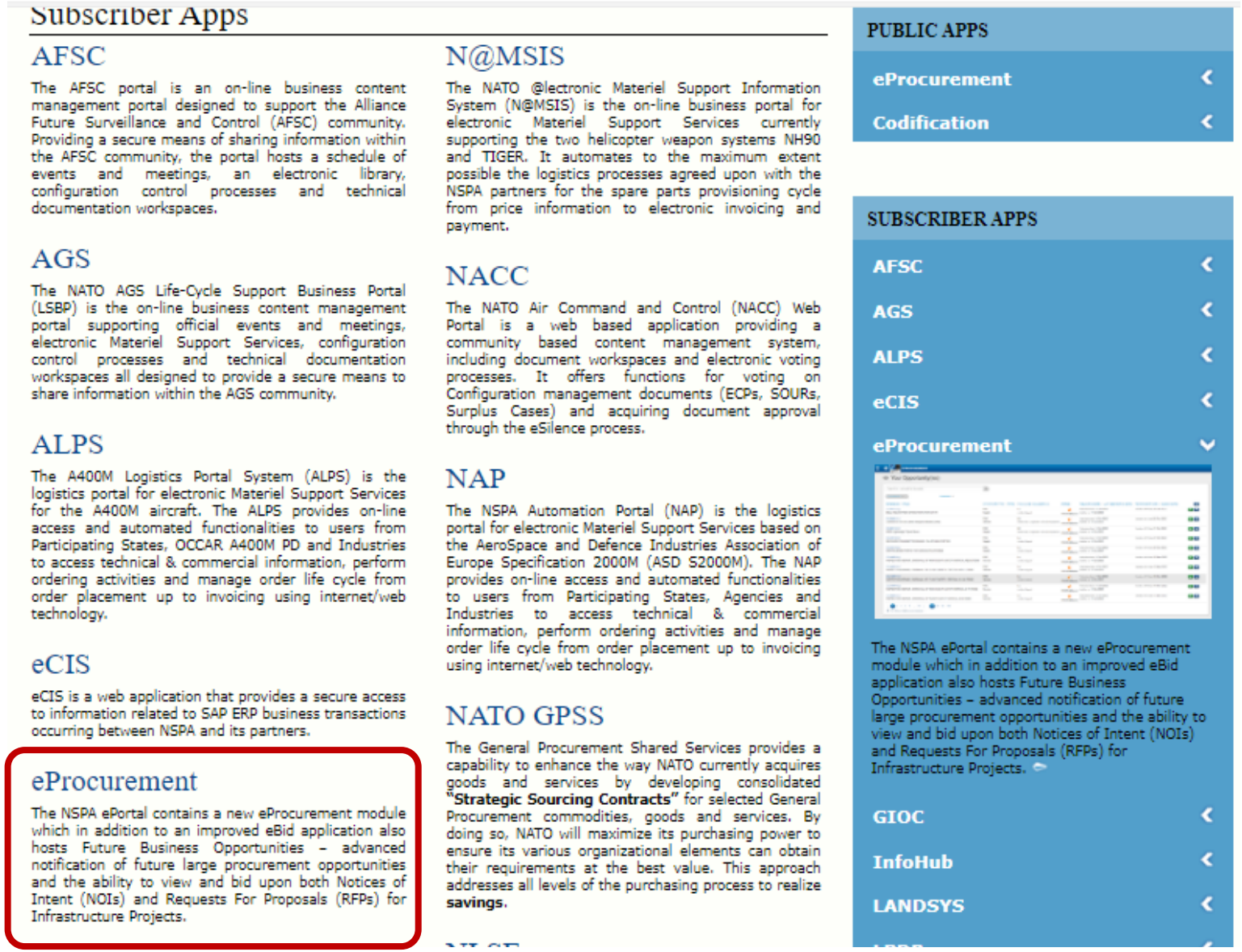
The NATO Air Command and Control (NACC) Web Portal is a web based application providing a community based content management system, including document workspaces and electronic voting processes. It offers functions for voting on Configuration management documents (ECPs, SOURs, Surplus Cases) and acquiring document approval through the eSilence process.

NAP

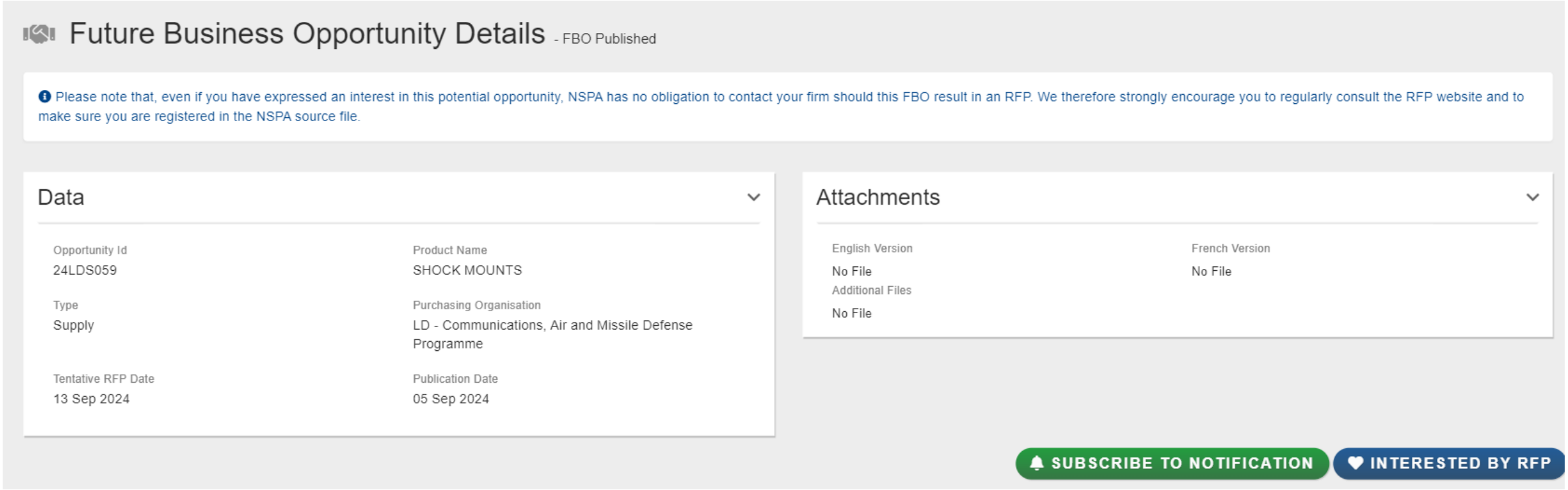
The NSPA Automation Portal (NAP) is the logistics portal for electronic Materiel Support Services based on the AeroSpace and Defence Industries Association of Europe Specification 2000M (ASD S2000M). The NAP provides on-line access and automated functionalities to users from Participating States, Agencies and Industries to access technical & commercial information, perform ordering activities and manage order life cycle from order placement up to invoicing using internet/web technology.

NATO GPSS

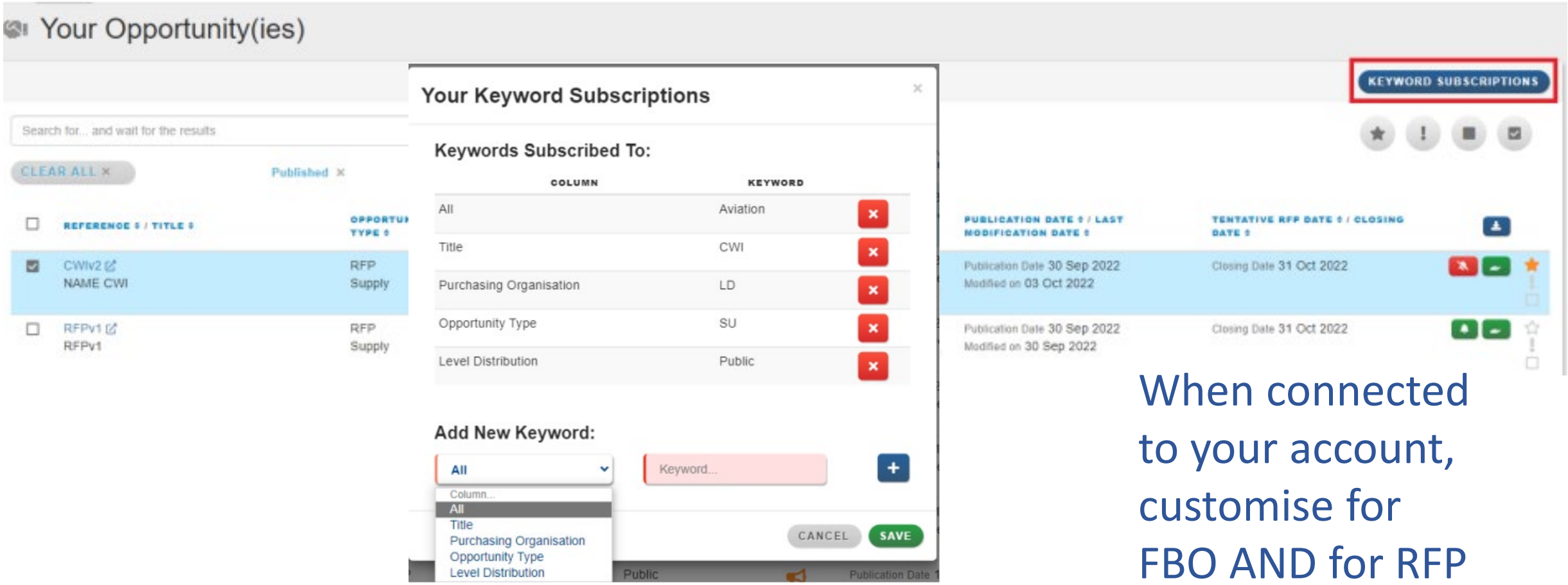
The General Procurement Shared Services provides a capability to enhance the way NATO currently acquires goods and services by developing consolidated **"Strategic Sourcing Contracts"** for selected General Procurement commodities, goods and services. By doing so, NATO will maximize its purchasing power to ensure its various organizational elements can obtain their requirements at the best value. This approach addresses all levels of the purchasing process to realize **savings**.



SUBSCRIBE TO NOTIFICATIONS ON FBO

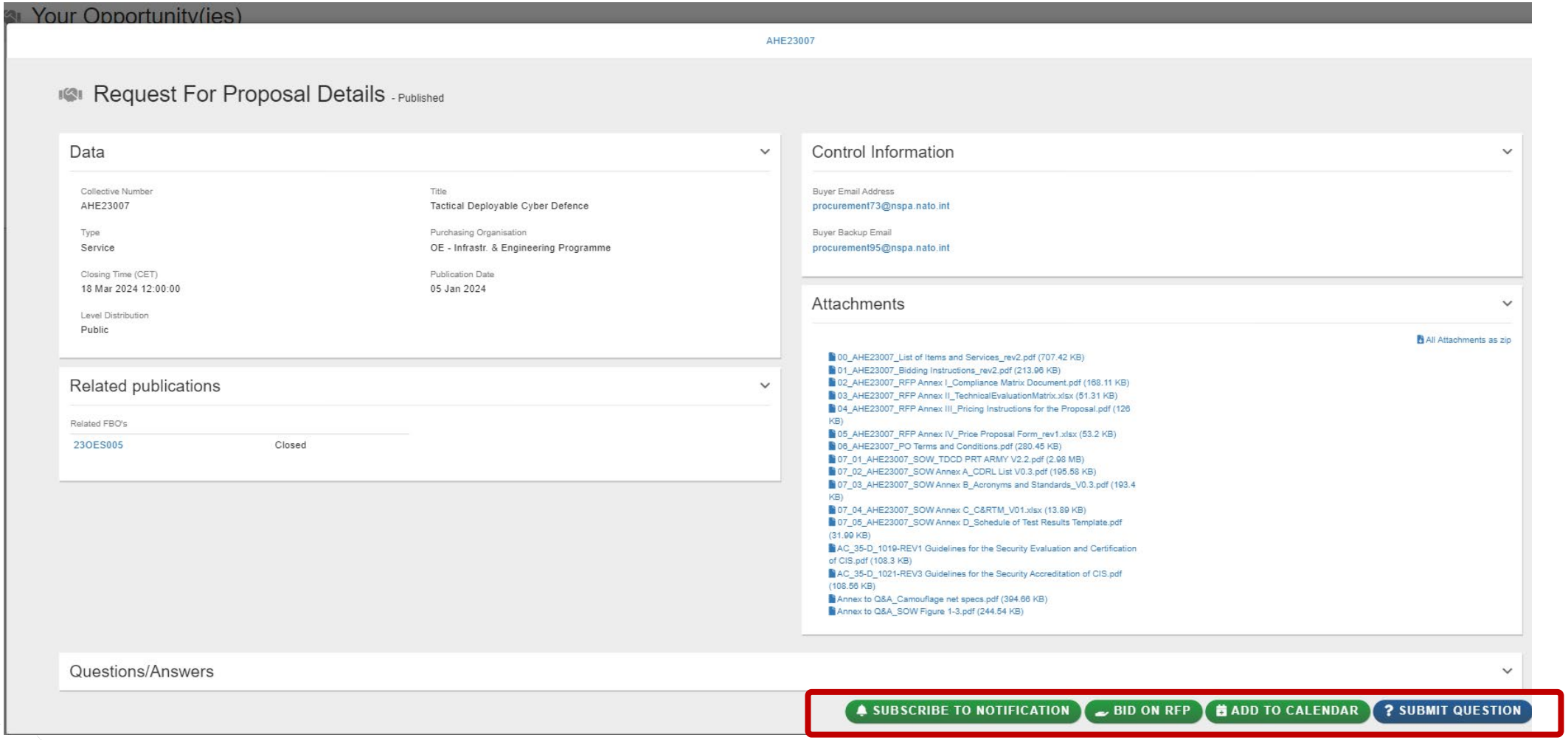


RECEIVE EMAILS FROM KEYWORDS



When connected to your account, customise for FBO AND for RFP

GET NOTIFIED, ASK QUESTIONS AND BID



STAYING INFORMED

- **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

Contact us: industry.info@nspa.nato.int

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THANK YOU

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