



DANISH MINISTRY OF DEFENCE
ACQUISITION AND LOGISTICS ORGANISATION

Fynsk Forsvarsdag, slide show 1, “2thepoint”

NATO Support and Procurement Agency

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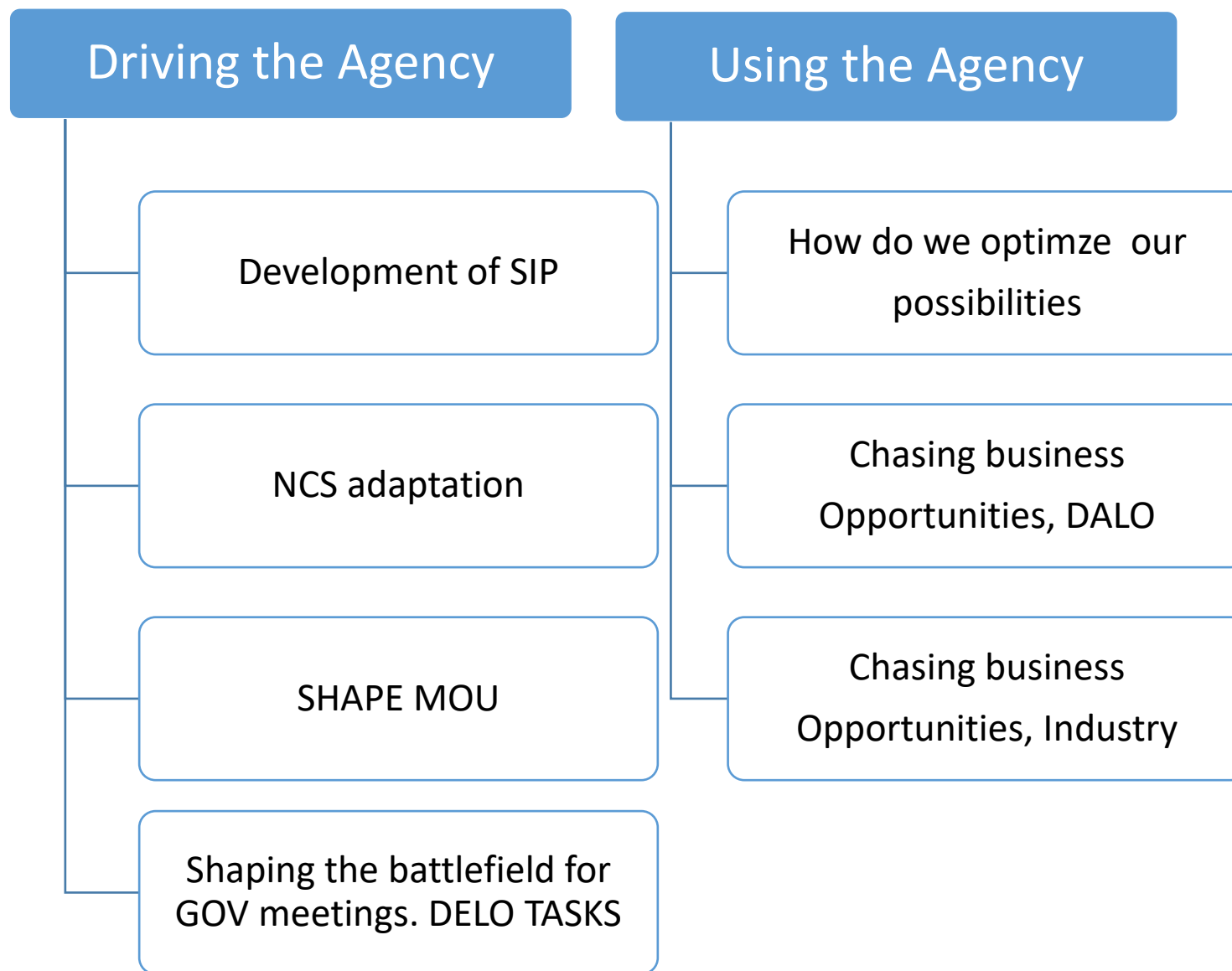


NSPA SOURCING

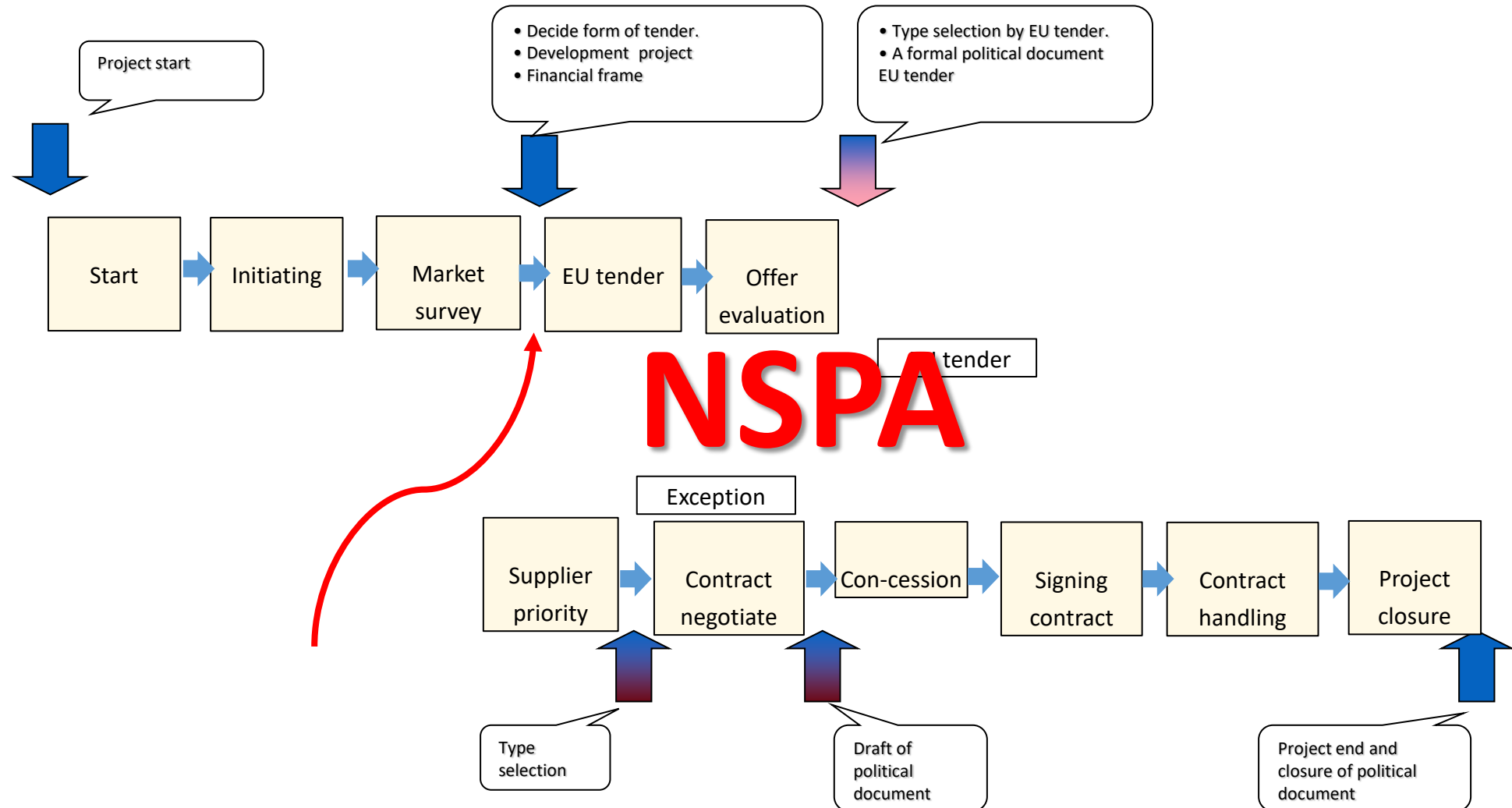
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DELO role – two different “NSPA” tasks.



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



National Eligibility

- Requesting DOEs to National Authorities
- Verifying and updating DOEs

02

03 | Sourcing

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



Sole Sources requests

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

04

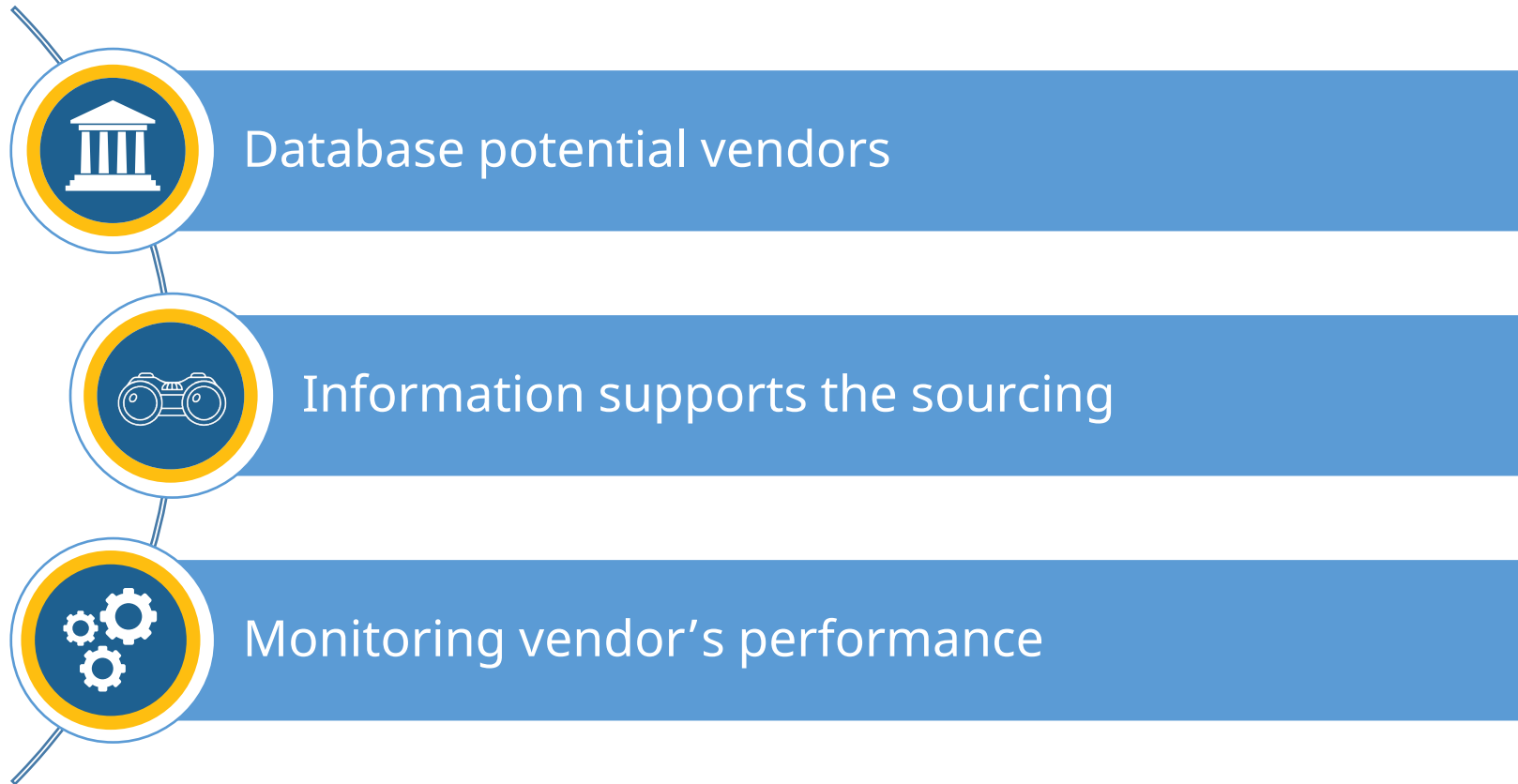
TASKS



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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

PROCUREMENT

- > General Information
- > Vendor Registration
- > Bid openings & Awards
- > Opportunities
- > Industry Info
- > Competition Advocate

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.



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SUPPLIER REGISTRATION OVERVIEW

Vendor Registration

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Start a new Registration

Register in NSPA source file and create your vendor account

 Register



Continue your registration

Sign back in to continue your registration application and finalize the process

 Continue



Already Registered

Login and customize your profile to improve your vendor experience

 Login



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

Start your registration

Please fill in the form below to create your registration account

First Name * **Last Name ***

First Name... Last Name...


Email Address *


Email Address...

Password

Password...

Confirm Password

Confirm Password... 

☐ I am human  hCaptcha
Privacy - Terms

Pre-Register

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

Name of the applicant

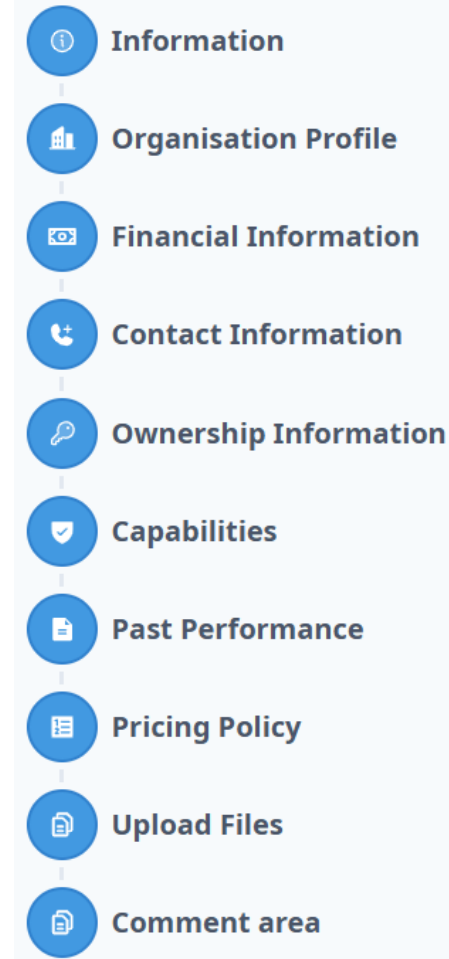
You will keep it to connect during the registration process

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;



ORGANISATION PROFILE



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 *	Commercial Trade Name	Main Division/Office *
NSPA-LD/HAWK	NSPA-LD/HAWK	NSPA-LD/HAWK HQ

Date of Establishment *	Type of Industry *	National Registration Number *
01/01/1995	Governmental Inst.	LU123456

Country *
LU - Luxembourg

Address Line 1 *	Address Line 2
11 RUE DE LA GARE	Address Line 2...

City *	Postal Code *
CAPELLEN	L-8325

URL *	Phone number *	Email *
https://www.nspa.nato.int/	+352 - Luxembol 0035230637343	ld@nspa.nato.int



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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

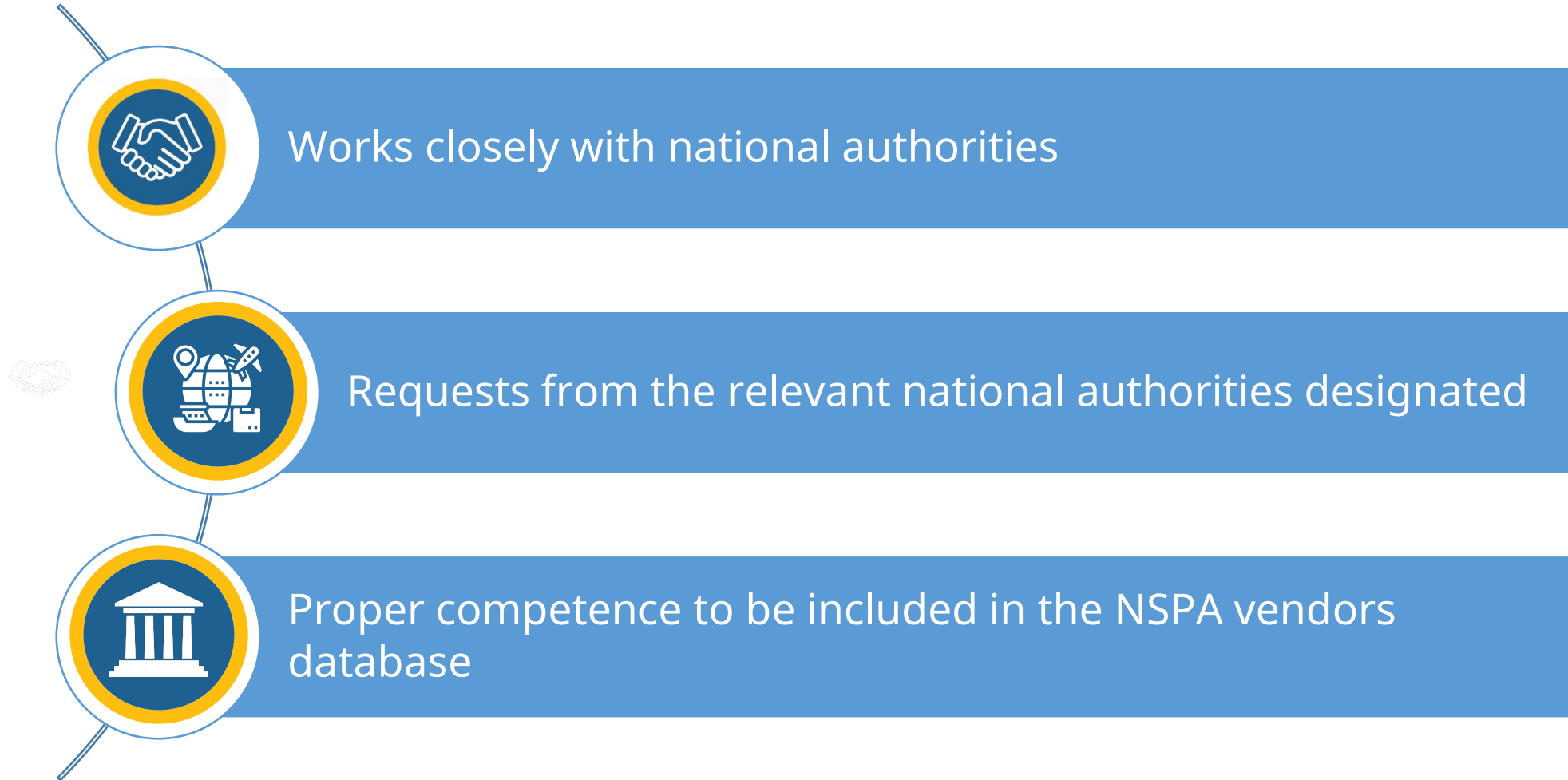
Defense Systems or critical:

 - a) OEM
 - b) Past performance
 - c) Technical knowledge, licenses, certifications,...
- 4. Financial standing**



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NATIONAL ELIGIBILITY





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

ABOUT US | OUR BUSINESS | NEWSROOM

Home / Our Business / Procurement / Opportunities

OPPORTUNITIES

<https://www.nspa.nato.int/business/procurement/opportunities>

NSPA provides advance information about potential business opportunities through its Future Business Opportunities (FBO) or Notification of Intent (NoI) publications. Once a customer requirement is ready to be solicited, the Agency will publish all the information as Requests For Proposals (RFP) to allow qualified firms to bid.

An xml data file containing the FBOs, NoIs and public RFPs currently published is available [here](#). The technical documentation of this file is also available in [English](#) and in [French](#).

Future Business Opportunities (FBO)

NSPA publishes at the earliest opportunity potential or future requirements with an estimated value of Financial Level D (160.000 EUR) or above as Future Business Opportunities (FBOs).



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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): With Submitted Question(s)
- Submitted: Less than 24h
- Closing Date: Less than 24h

CLEAR ALL x

In Creation x Published x Translation On Going x Buyer = aseguin2 x

ONLY Public on the Public App

☐ 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

Click here to reload previous view x

Click here to reload previous view x

PA – Central Procurement

LD - Communications, Air and Missile Defense Programme

QF - Alliance Future Surveillance Capability (AFSC) Project



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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



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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 @Electronic 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.

PUBLIC APPS

eProcurement

Codification

SUBSCRIBER APPS

AFSC

AGS

ALPS

eCIS

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.

GIOC


InfoHub

LANDSYS



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SUBSCRIBE TO NOTIFICATIONS ON FBO

 Future Business Opportunity Details - FBO Published

Please note that, even if you have expressed an interest in this potential opportunity, NSPA has no obligation to contact your firm should this FBO result in an RFP. We therefore strongly encourage you to regularly consult the RFP website and to make sure you are registered in the NSPA source file.

Data

Opportunity Id	Product Name
24LDS059	SHOCK MOUNTS
Type	Purchasing Organisation
Supply	LD - Communications, Air and Missile Defense Programme
Tentative RFP Date	Publication Date
13 Sep 2024	05 Sep 2024

Attachments

English Version	French Version
No File	No File
Additional Files	
No File	

SUBSCRIBE TO NOTIFICATION

INTERESTED BY RFP

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RECEIVE EMAILS FROM KEYWORDS

The screenshot displays the 'Your Opportunity(ies)' interface. On the left, a list of opportunities is shown, including 'CWIV2 NAME CWI' and 'RFPv1 RFPv1'. A modal window titled 'Your Keyword Subscriptions' is open in the center, showing a table of subscribed keywords and an 'Add New Keyword' section. On the right, a 'KEYWORD SUBSCRIPTIONS' button is highlighted in a red box. Below it, a table lists opportunities with columns for 'PUBLICATION DATE / LAST MODIFICATION DATE' and 'TENTATIVE RFP DATE / CLOSING DATE'. The table includes entries for 'CWIV2 NAME CWI' and 'RFPv1 RFPv1'.

Your Keyword Subscriptions

Keywords Subscribed To:

COLUMN	KEYWORD	
All	Aviation	<input type="checkbox"/>
Title	CWI	<input type="checkbox"/>
Purchasing Organisation	LD	<input type="checkbox"/>
Opportunity Type	SU	<input type="checkbox"/>
Level Distribution	Public	<input type="checkbox"/>

Add New Keyword:

Column...
All
Title
Purchasing Organisation
Opportunity Type
Level Distribution

Keyword...

KEYWORD SUBSCRIPTIONS

PUBLICATION DATE / LAST MODIFICATION DATE	TENTATIVE RFP DATE / CLOSING DATE	
Publication Date 30 Sep 2022 Modified on 03 Oct 2022	Closing Date 31 Oct 2022	<input type="checkbox"/>
Publication Date 30 Sep 2022 Modified on 30 Sep 2022	Closing Date 31 Oct 2022	<input type="checkbox"/>

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

GET NOTIFIED, ASK QUESTIONS AND BID

Your Opportunity(ies) AHE23007

Request For Proposal Details - Published

Data

Collective Number AHE23007	Title Tactical Deployable Cyber Defence
Type Service	Purchasing Organisation OE - Infrastr. & Engineering Programme
Closing Time (CET) 18 Mar 2024 12:00:00	Publication Date 05 Jan 2024
Level Distribution Public	

Control Information

Buyer Email Address
procurement73@nspsa.nato.int

Buyer Backup Email
procurement95@nspsa.nato.int

Attachments

All Attachments as zip

- 00_AHE23007_List of Items and Services_rev2.pdf (707.42 KB)
- 01_AHE23007_Bidding Instructions_rev2.pdf (213.96 KB)
- 02_AHE23007_RFP Annex I_Compliance Matrix Document.pdf (168.11 KB)
- 03_AHE23007_RFP Annex II_TechnicalEvaluationMatrix.xlsx (51.31 KB)
- 04_AHE23007_RFP Annex III_Pricing Instructions for the Proposal.pdf (126 KB)
- 05_AHE23007_RFP Annex IV_Price Proposal Form_rev1.xlsx (53.2 KB)
- 06_AHE23007_PO Terms and Conditions.pdf (280.45 KB)
- 07_01_AHE23007_SOW_TDCD PRT ARMY V2.2.pdf (2.98 MB)
- 07_02_AHE23007_SOW Annex A_CDRL List V0.3.pdf (195.58 KB)
- 07_03_AHE23007_SOW Annex B_Acronyms and Standards_V0.3.pdf (193.4 KB)
- 07_04_AHE23007_SOW Annex C_C&RTM_V01.xlsx (13.89 KB)
- 07_05_AHE23007_SOW Annex D_Schedule of Test Results Template.pdf (31.99 KB)
- AC_35-D_1019-REV1 Guidelines for the Security Evaluation and Certification of CIS.pdf (108.3 KB)
- AC_35-D_1021-REV3 Guidelines for the Security Accreditation of CIS.pdf (108.56 KB)
- Annex to Q&A_Camouflage net specs.pdf (394.66 KB)
- Annex to Q&A_SOW Figure 1-3.pdf (244.54 KB)

Related publications

Related FBO's	
23OES005	Closed


Questions/Answers

[SUBSCRIBE TO NOTIFICATION](#) [BID ON RFP](#) [ADD TO CALENDAR](#) [SUBMIT QUESTION](#)



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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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**NATO Support and
Procurement Agency
(NSPA)**

THANK YOU

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