



“Working with NATO & the NCI Agency”

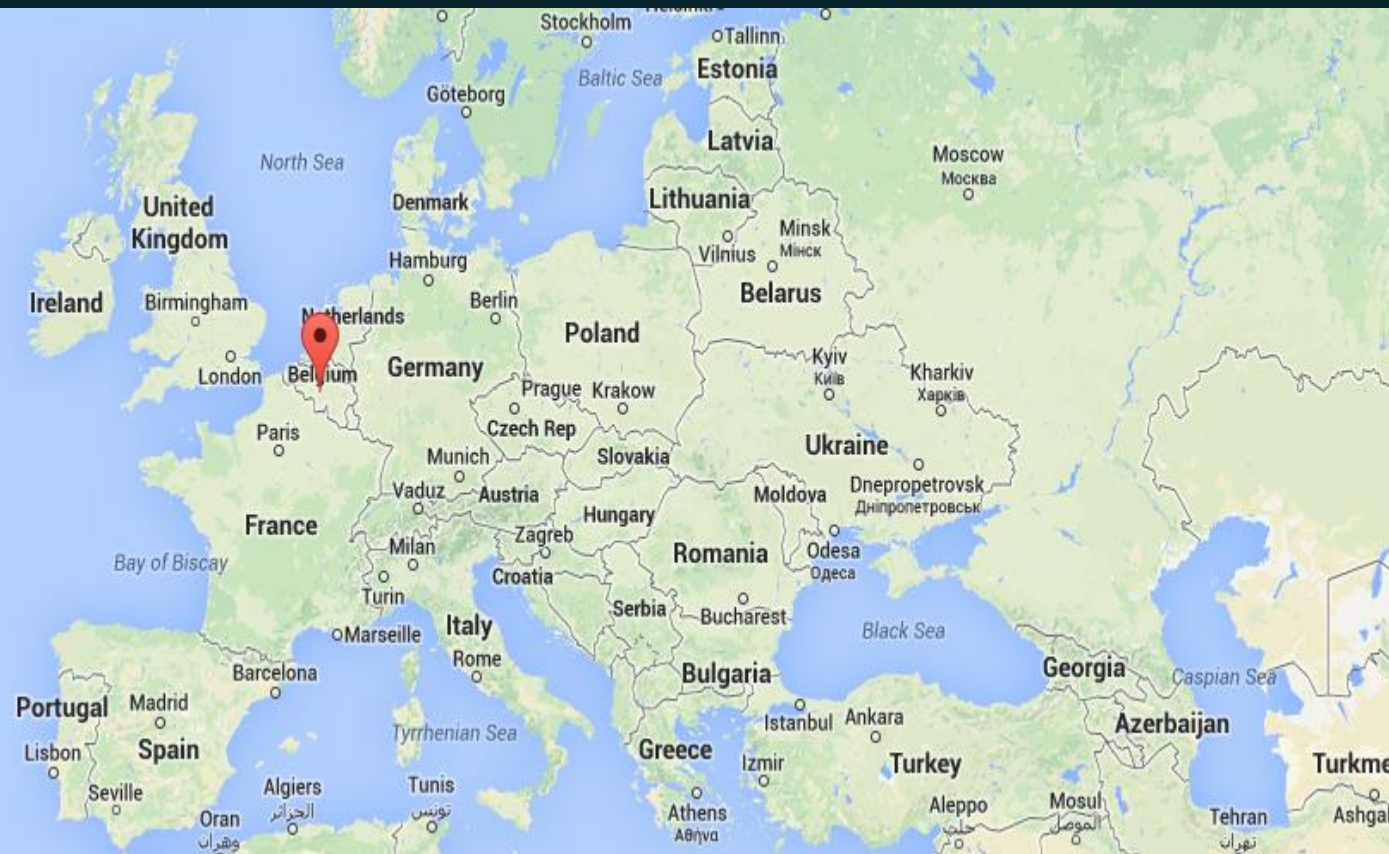
Werner Pepermans – Global Account Manager for NATO

Bucharest – 25 March 2014

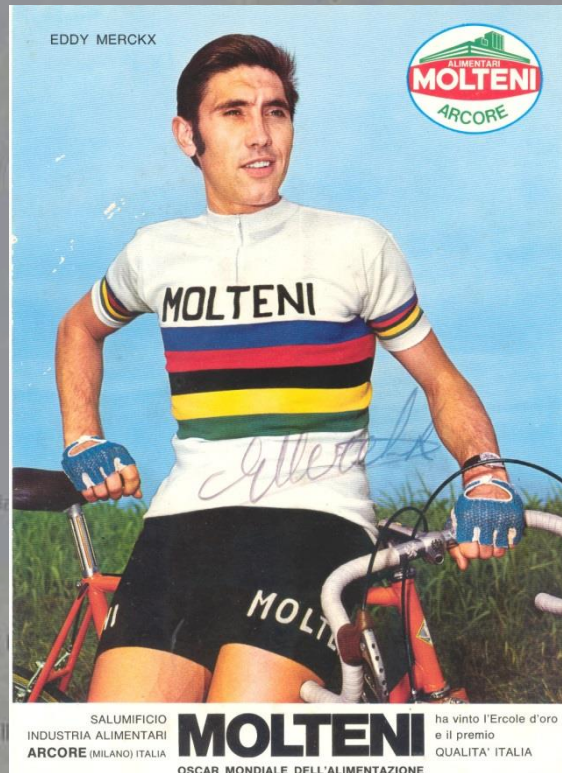
28 NATO Countries



Small but Diverse



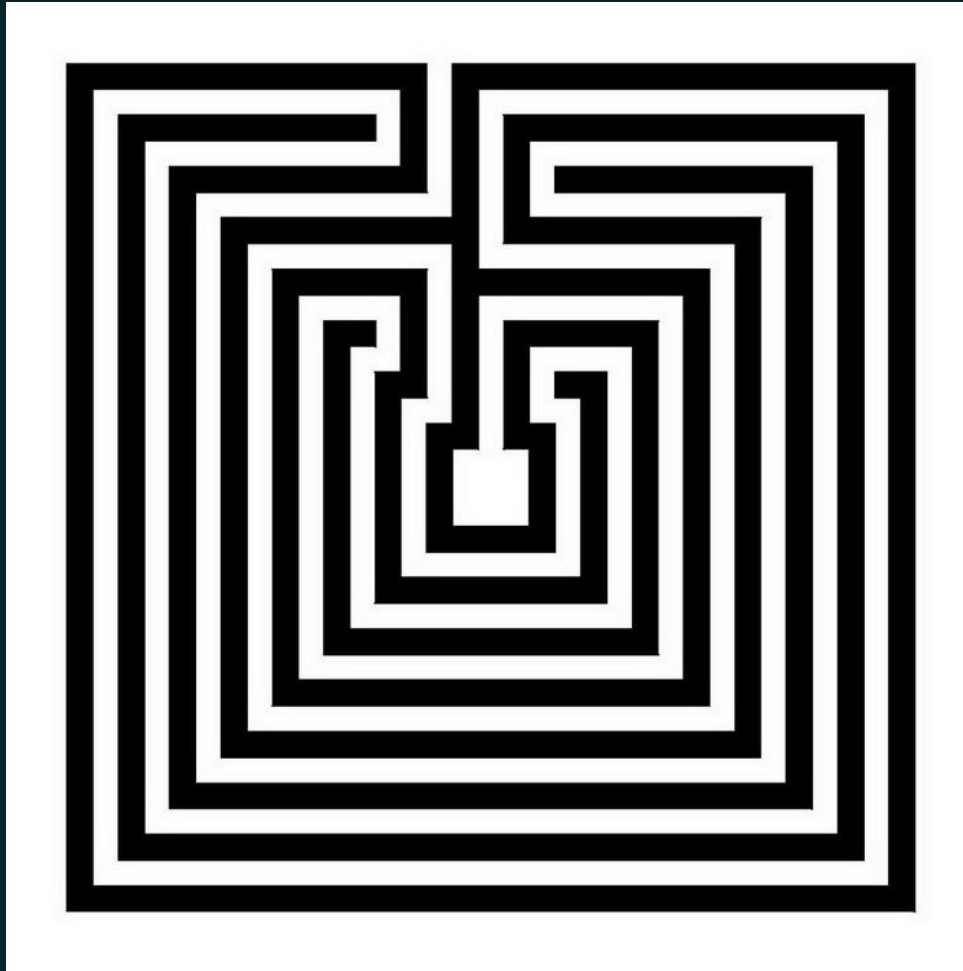
Small but Diverse



Small but Diverse



Finding your way...





National Delegations



NATO Communications & Information Agency



ACT



Armed Forces Communications and Electronics Association

Doing business with NATO is not a ...





It is a marathon !

What does it mean and take to run successfully a Marathon with NATO?

BE
Prepared




**KEEP
CALM
AND
BE
PROFESSIONAL**

