



NATO Communications and Information Agency



The Association for Communications,
Electronics, Intelligence & Information Systems Professionals



“From Assets
to Services -
Capability Delivery
in the
21th Century”

25-27 March 2014

Bucharest, Romania

NATO C4ISR Industry Conference & TechNet International 2014

“on the occasion of the 10th anniversary of Romania’s accession to NATO”



NATO Communications and Information Agency
Agence OTAN d'information et de communication

How to Do Business with the NCI Agency

Mr Peter Scaruppe
Director Acquisition

NCI Agency acquisition roles

- 80% of our work is contracted to Industry.
- **Host Nation for NATO Security Investment Programme (NSIP) C4ISR projects.**
- **Third Party procurements for:**
 - NATO Bodies,
 - NATO Nations,
 - Multinational Smart Defence projects.



Present Main Focus for the Agency

- **Lifecycle** (Total cost of ownership as the basis for evaluation and selection of future Contractor)
- **Efficiency** (Excellence project management, importance of education and training, milestone tracking and reporting)
- **Contractor Accountability** (need to comply with signed contract terms and conditions, schedule, technical, cost)
- **Competition** - focused Acquisition (Director ACQ is Competition Advocate)
- Lifecycle approach and competition will offer more opportunities for Small and Medium Industries



Acquisition – NCI Agency Interface with Industry

- ACQ offices in Brussels, Mons, The Hague.
- Consolidation and standardization of NATO and nations' C4ISR requirements:
 - Moving from assets to services based delivery.
 - More efficient standardized and consolidated acquisition procedures, practices, and points of contact for Industry.



What this means for Industry

- Contracts will increasingly include options for follow-on support and services.
- Bidders will have opportunity to identify ways to achieve lower Total Cost of Ownership.
- Outsourcing will be increasingly considered as an alternative.
- Simplify dealing with NATO.



What this means for Industry Small and Medium Enterprises (SME)

- **Background**

NATO has acknowledged the importance of SMEs as important partners for the implementation of projects.

- **Today**

The NCI Agency is examining possibilities and options to increase SME participation.

Some Examples

- Factor in Best Value formula
- Additional opportunities due to lifecycle (follow-on support, education and training)
- Subcontract SME Opportunities
- Investigate Best Practices with Industry

Types of bidding procedures

International Competitive Bid



- Standard procedure.
- Governed by AC/4-D/2261.
- Bidders nominated by Nations.

Basic Ordering Agreement



- Accelerated procedure.
- Applicable to COTS supplies and services.
- Bidders are limited to firms holding BOAs with the NCI Agency.

Allied Operations and Missions



- Accelerated procedure.
- Applicable to contracts supporting deployed NATO Forces (ISAF/KFOR).
- May be ICB, BOA or Combination (BOA+).

International Competitive Bid (ICB) AC/4-2261

- NATO mandates more and more the use of Competition. DACQ is Competition advocate.
- That means more opportunities for all the Nations and Industries.
- Nations responsible for finding, screening, certifying and nominating companies.
- Evaluation criteria - lowest, technically compliant bid.
- Evaluation process - NCI Agency procedures:
 - Organization: Proposal Evaluation Board (PEB), Contract Award Board (CAB), Source Selection Authority (SSA),
 - Documentation: Source Selection Plan, Evaluators Workbook, Clarification Requests, PEB and CAB Reports, SSA Decision.
- Advantages and disadvantages.

Best Value

- Needed an alternative to ‘lowest price, technically compliant’ ICB award criteria:
 - Emphasis on price meant couldn’t select best overall bid.
- Best Value definition:
 - **“Award is made to bid offering best overall value, taking all factors into consideration (project management, technical, supportability, and price).”**
- NCI Agency has had many successful cases of Best Value on large, complex projects.
- **Increasingly Total cost of ownership** and full life cycle support.



Best Value source selection process

- Top Level criteria and sub-criteria are pre-determined, default weighting of Top Level criteria is set at: **Price 50% - Technical 50%**.
- **Essential aspects of Technical evaluation will be** maintainability, sustainability, and follow-on education and training in the light of a consideration of Total Cost of Ownership and lifecycle approach.
- Evaluation process:
 - Determine administrative compliance,
 - Perform technical evaluation,
 - Perform price evaluation,
 - Apply weighting factors,
 - Determine Best Value scores.



Basic Ordering Agreements (BOAs)

- Quick and efficient method for procurement of commercially available CIS products and services.
- NCI Agency negotiates standardized ordering agreements with major suppliers:
 - Currently 812 vendors from 28 nations
 - ‘Most Favoured Customer’ (MFC) terms and prices with suppliers = ‘Strategic Agreements’.
- Access via: ***<https://industry.ncia.nato.int>***
 - Free use by NATO Agencies, for NATO Missions and by NATO Nations for authorized NATO projects.
 - Prices are password protected.
- Have flexibility to:
 1. take advantage of MFC prices,
 2. compete between the BOAs,
 3. shorten considerably the bidding time leading to contract award.



Basic Ordering Agreements (BOAs)

BOA Breakout session throughout the day

Wednesday 26 and Thursday 27 March

Brussels room

ACQ breakout session

Wednesday 26 and Thursday 27 March (14:15 – 15:30)

Brussels room



New NCI Agency Acquisition Website

Features an extended Industry Section with New Look and Feel and streamlined content:



- ✓ New Bulletin Board to publish NCI Agency – wide Business Opportunities on one consolidated platform
- ✓ New section “@NCI Agency Procurement” for advance notices of large procurement opportunities and follow-ups to previous competitions

<http://www.ncia.nato.int>

 @NCIA-Acquisition

New NCI Agency Acquisition Website



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Contracting and Procurement

One of the main missions of the NCI Agency is the acquisition of advanced and state-of-the-art C4ISR capability – including cyber and missile defence – for the NATO Alliance and Nations. The responsibilities under this mission range from the procurement of commercially available communication and information technology products and services on an urgent, expedited basis to the procurement of complex major systems via International Competitive Bidding.

We invite you to browse the links below to find out more about the NCI Agency's Business Opportunities, applied procurement methods and procedures, our Basic Ordering Agreement (BOA) Programme, and contract vehicles available for use by our Customers.

Current Opportunities - Bulletin Board

NSPA/NCIA Duplicity Study. Phase 1 - Scope Study

Type: BOA Reference: CO-13754-STDY

Contracting Officer: Benson Rebecca

Bid release:

Bid closing:

[Download the Notification of Intent](#)

[NATO Information Portal](#)

New Acquisition pages:

- ✓ easy to navigate
- ✓ immediate access to streamlined Bulletin Board

New NCI Agency Website

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Contracting and Procurement

One of the main missions of the NCI Agency is the acquisition of goods and services, including cyber and missile defence – for the NATO Alliance. This includes a wide range from the procurement of commercially available goods and services on an urgent, expedited basis to the procurement of complex, high-value contracts. Bidding.

We invite you to browse the links below to find out more about our procurement methods and procedures, our Basic Ordering Agreement (BOA) Programme, and contract vehicles available for use by our Customers.

The Acquisition website is divided into the following areas:

- **Basic Ordering Agreements (BOA):** This section provides an overview of the NCI Agency's Basic Ordering Agreement programme and access to its wide range of registered suppliers.
- **Standing Ordering Agreements (SOA):** This section provides access to competitively awarded contracts which are available for use by NCI Agency Customers.
- **NCI Agency Business Opportunities:** The Business Opportunities section hosts the Bulletin Board on which all business opportunities of the NCI Agency are announced. Here you can also find an overview of the procurement methods and regulations applied by the NCI Agency.
- **Industry Updates:** This section will be used by the NCI Agency to provide updates to ongoing Business Opportunities and status of contract awards.

Current Opportunities - Bulletin Board

NSPA/NCIA Duplicity Study, Phase 1 - Scope Study	NATO Information Portal
Type: BOA Reference: CO-13754-STDY Contracting Officer: Benson Rebecca Bid release: Bid closing: Download the Notification of Intent	Type: ICB Reference: CO-13580-NIP Contracting Officer: Schumacher Sven Bid release: 6 February 2014 Bid closing: 30 April 2014 Download the Notification of Intent
NATO Wide Secure Voices - DELAYED UNTIL FURTHER NOTICE	Provide Packet Transport Component
Type: ICB Reference: CO-13572-SVS Contracting Officer: Vitale Joseph Bid release: Bid closing:	Type: ICB Reference: CO-13735-NCI Contracting Officer: Courtois Alain Bid release: Bid closing: Download the Notification of Intent

Opportunities Content

- Opportunities Home
- Basic Ordering Agreement Orders (BOAs)
- Standing Ordering Agreements (SOA)
- Business Opportunities
- @NCI Agency Procurement
- Staying in Touch with the NCI Agency
- BOA FAQ

New NCI Agency Website – Bulletin Board



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Contracting Officer: Benson Rebecca
Bid release:
Bid closing:
[Download the Notification of Intent](#)

NATO Wide Secure Voices - DELAYED UNTIL FURTHER NOTICE

Type: ICB Reference: CO-13572-SVS
Contracting Officer: Vitale Joseph
Bid release:
Bid closing:
[Download the Notification of Intent](#)

TACTIC Phase II

Type: AOM Reference: CO-13684-OPL
Contracting Officer: Kowalski Peter
Bid release:
Bid closing:
[Download the Notification of Intent](#)

NATO Information Portal

Type: ICB Reference: CO-13580-NIP
Contracting Officer: Schumacher Sven
Bid release: 6 February 2014
Bid closing: 30 April 2014
[Download the Notification of Intent](#)

Provide Packet Transport Component

Type: ICB Reference: CO-13735-NCI
Contracting Officer: Courtois Alain
Bid release:
Bid closing:
[Download the Notification of Intent](#)

Mobile Explosive Detection Screening Systems
- NRF C-IED Phase 1
(IFB 1 for WP 1)

Type: ICB Reference: CO-13667-NRF
Contracting Officer: Kowalski Peter
Bid release:
Bid closing:
[Download the Notification of Intent](#)

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Business Opportunities

Potential Bidders must come from one of the 28 NATO Member Nations.

All NCI Agency business opportunities are announced on the Bulletin Board, categorized by procurement method.

International Competitive Bidding (ICB) is the standard procurement method, and competitions following this procedure are formally announced on the Bulletin Board by a so-called Notification of Intent (NOI). The NOI which contains details on the evaluation method, procurement timelines and technical requirements can be downloaded directly from the Bulletin Board. All nominations in respect of ICBs need to be processed by potential Bidders through their National Authorities or National Delegations to NATO, who will provide the requisite Declaration of Eligibility (DoE) enabling the NCI Agency to include the company to the Bidders List.

Basic Ordering Agreement (BOA) competitions, used primarily for the procurement of COTS products and services, are only open to companies who have a signed and activated BOA with the NCI Agency. Under the BOA Programme, the NCI Agency generates an initial Bidders List from the BOA Criteria profile submitted by all BOA companies. The Bulletin Board will provide an opportunity for BOA Suppliers to check whether they appear on this initial Bidders List and to register otherwise. BOA Suppliers on the initial Bidders List will be notified electronically.

More information about the BOA Programme and how to register a BOA can be found on our BOA page.

Alliance Operations and Missions (AOM) is a procurement method applied to contracts supporting deployed forces in ISAF and KFOR. Under this procedure, the NCI Agency can use the standard IC.

Invitations for Bidding (Mons) are business opportunities with an estimated financial scope between 39,000 EUR and 160,000 EUR, currently specifically used by the Mons Acquisition branch. Vendors need to express their interest in receiving the relevant bidding documents, referring to the specific bid number. Firms interested in a particular bid that have not yet been registered with the NCI Agency, Mons branch, must submit an application for vendor registration referring to the list of categories and classes of goods and services, along with detailed information demonstrating experience and qualifications in provision of the relevant commodities/services. Submitting an Expression Of Interest (EOI) does not automatically guarantee a firm will be considered for receipt of the solicitation.

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NATO Procurement Regulations

- AC/4-D/2261 (1996 edition)
Procedures for International Competitive Bidding under NSIP
- AC/4-D(2002)002
Procedures Governing the Use of BOAs
- AC/4-D(2011)0009-FINAL-AS1
AOM NSIP Procurement Regulations
- NATO Financial Regulations

Copies of these regulations can be obtained from the national Delegations to NATO

New NCI Agency Website – Industry Section



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@NCI Agency Procurement

The NCI Agency endeavours to keep its acquisition process as transparent as possible while following the NATO procurement principles. This section is designed to provide this transparency and will contain reports made available to Industry, such as advance notices of future large procurement opportunities as well as follow-ups and updates to previous competitions.

The NCI Agency will periodically publish a list of major contract awards (contracts exceeding EUR 80,000) processed through any of the three procurement offices in Brussels, The Hague, and Mons. The lists are available for download via the table below.

- 1 January – 31 January 2014
- 1 February – 28 February 2014

All competitions hosted by the NCI Agency will be published on the Bulletin Board and publicized via the NCI Agency's Twitter Account. Follow @NCIA-Acquisition for NOI and RFQ releases, publication of major contract awards and other updates for Industry!

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Contacts

Brussels Office

acquisition@ncia.nato.int

New NCI Agency BOA Website



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Basic Ordering Agreement Orders (BOAs)

NCI Agency Basic Ordering Agreements - BOAs - are acquisition instruments negotiated between suppliers of products and services and the NCI Agency on behalf of NATO in accordance with the referential NATO guidelines, and procedures.

A BOA is defined as a two-stage contracting procedure whereby a framework contract, specifying all basic contract provisions, including the pricing methodology, is negotiated and placed with a potential supplier for a specified range of goods and services against which retail quantities can be ordered, on a competitive basis, at a later stage.

The aim of this procurement procedure is to provide Host Nations with an accelerated and cost-effective acquisition method for Commercial-Off-The-Shelf (COTS) products and services, respecting the principle of non-discrimination- and fostering an environment conducive to maximising the participation of qualified firms.

A list of product and service categories considered for BOA application, based upon the United Nations Standard Listing of products and service categories, is available for download. The list will be updated by the Agency on a regular basis. Wherever possible, the Agency will have more than one BOA in place for each product.

The procedures governing the use of Basic Ordering Agreements (BOAs) are an addition to the procedures for International Competitive Bidding. Unless otherwise specified hereafter, the provisions of document AC/4 -D/2261 (1996 Edition) continue to apply to competitive bidding using BOAs.

The procedures outlined were originally designed for use by the NCI Agency, acting either as Host Nation or Procurement Agency for NATO Security Investment Programme (NSIP) work. Extension of the procedure to NATO Agencies and Nations will be handled either by general formal agreement or imposed by the Investment Committee on a case by case basis at the authorization stage. In order to cover these possibilities the general term "Host Nation (HN)" is being used where appropriate.

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BOA FAQ

Question

[What is a Basic Ordering Agreement \(BOA\) ?](#)

Answer

A BOA is the primary part of a two-stage contracting procedure whereby:

- The contract is negotiated and placed centrally with a supplier for a specified range of goods. All basic contract provisions are agreed including prices or a definitive pricing methodology.
- Individual orders for retail quantities may then be placed against the central contract by local offices for local delivery.

Acquisition under BOAs is competitive by default, especially if funded by the NATO Security Investment Programme (NSIP). All BOA competitions hosted by the NCI Agency are announced on the Agency's Bulletin Board

[What are the main advantages of a BOA?](#)

The BOA implements a standardised contract format and contract terms and conditions for all hundreds of suppliers throughout NATO:

- All essential contract terms are already determined by professional contracting staff.
- Avoids unnecessary and repeated negotiation by local purchasers (often leading to variable results)
- May operate irrespective of the source of authorized funds (i.e. the budget is transparent)
- Automated access to information from hundreds of suppliers throughout NATO on the latest IT products, services and prices, and company points of contact

New NCI Agency BOA Website



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Staying in Touch with the NCI Agency

Further details on the scope, conditions, and operation of existing (and prospective) BOAs, product services, pricing, configuration and sourcing can be obtained from below points of contact:

Mr Phil Chulick

NCI Agency
BOA/Buyline Program Manager
E-mail: boa@ncia.nato.int

Ms Suzanne Hogedoorn

NCI Agency
BOA Program Coordinator
E-mail: boa@ncia.nato.int

If you are interested in applying for a BOA, please email boa@ncia.nato.int and request our **BOA Info Packet**.

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Some Statistics on the participation of Industry to NCI Agency Competitions

Full BOA and BOA+ competitions

- 2009 – 2013: 46 run
- average of 110 companies on Bidders List per competition

Full ICB competitions

- 2009 – 2013: 22
- Average of 57 companies on Bidders List per competition

Full AOM competitions

- 2009 – 2013: 29
- average of 156 companies on Bidders List

How do you do business with NATO?

Especially for Small and Medium firms

- Patiently – 28 nations involved in the decisions.
- Start small - think long-term.
- Obtain a Basic Ordering Agreement.
- Opportunities for teaming with others:
 - Subcontractor,
 - New opportunities through full life cycle acquisition, maintenance, training, consultancy
- Know your National Delegation team and your NATEX in the Agency:
 - Getting on the Bidder's List for ICBs.
 - Getting information on the ICBs Bidders lists for possible subcontracting opportunities.
- Follow the 'Industry' section on NCI Agency website (Bulletin Board).
- Follow the NCI Agency on Twitter: NCIAAcquisition.
- Register on the NCI Agency ACQ Website Current Suppliers List (currently only BOA holders)

Current Suppliers

The NCI Agency Basic Ordering Agreements listed here can be used by eligible participants.

ABCDEFGHIJKLMNOPQRSTUVWXYZ

Contractor	BOA Reference No.	Description
1st IT People	NC3A/BOA/10041	Supply of Temporary IT Resources
2C-Trifonov & Co	NC3A/BOA/13103	Power supply systems, DC power systems, inverters, converters, communication equipment, electrical power systems, electronic controls, security systems, training of technical support personal, electrical and electronic engineering, science and research
2connect-IT B.V.	NC3A/BOA/11659	Satellite communication products, Satellite capacity, 24/7 helpdesk and services for Inmarsat, VSAT, Iridium and Thuraya networks.
3D perception AS	NC3A/BOA/13160	Manufacture of Video Wall Controllers and Systems Integration, Installation of Simulation and Display Systems
3SDL Limited	NC3A/BOA/13072	Support Services to C3 Projects
42 Solutions B.V.	NC3A/BOA/12960	Computer Services
@Valley B.V.	NC3A/BOA/13246	ICT Products and Services
Jinit[AG für Digitale Kommunikation	NC3A/BOA/13081	Full service provider in e-Government and e-Business solutions, IT & digital communication, Content Management Systems, Document Management Systems, Web and architectural design, hosting, web applications, mobile applications, social media
AATD, LLC	NC3A/BOA/13643	Licenses for HPC-COM manufactured software, Maintenance and Support for HPC-COM manufactured software, Training for HPC-COM manufactured software, Program Management and Technical Subject Matter Experts for HPC-COM manufactured software
Absolute Applications LTD	NC3A/BOA/12920	Services Providing Oracle and Oracle Applications Resources
Accelera Solutions, Inc.	NCIA/BOA/13598	Virtualization Solutions Focused on Desktop, Application and Server Virtualization
Actia Sodielec	NC3A/BOA/11725	Satellite Communication System, equipment and Services
ADCI of Delaware, LLC	NC3A/BOA/10172	Satellite Products & Services

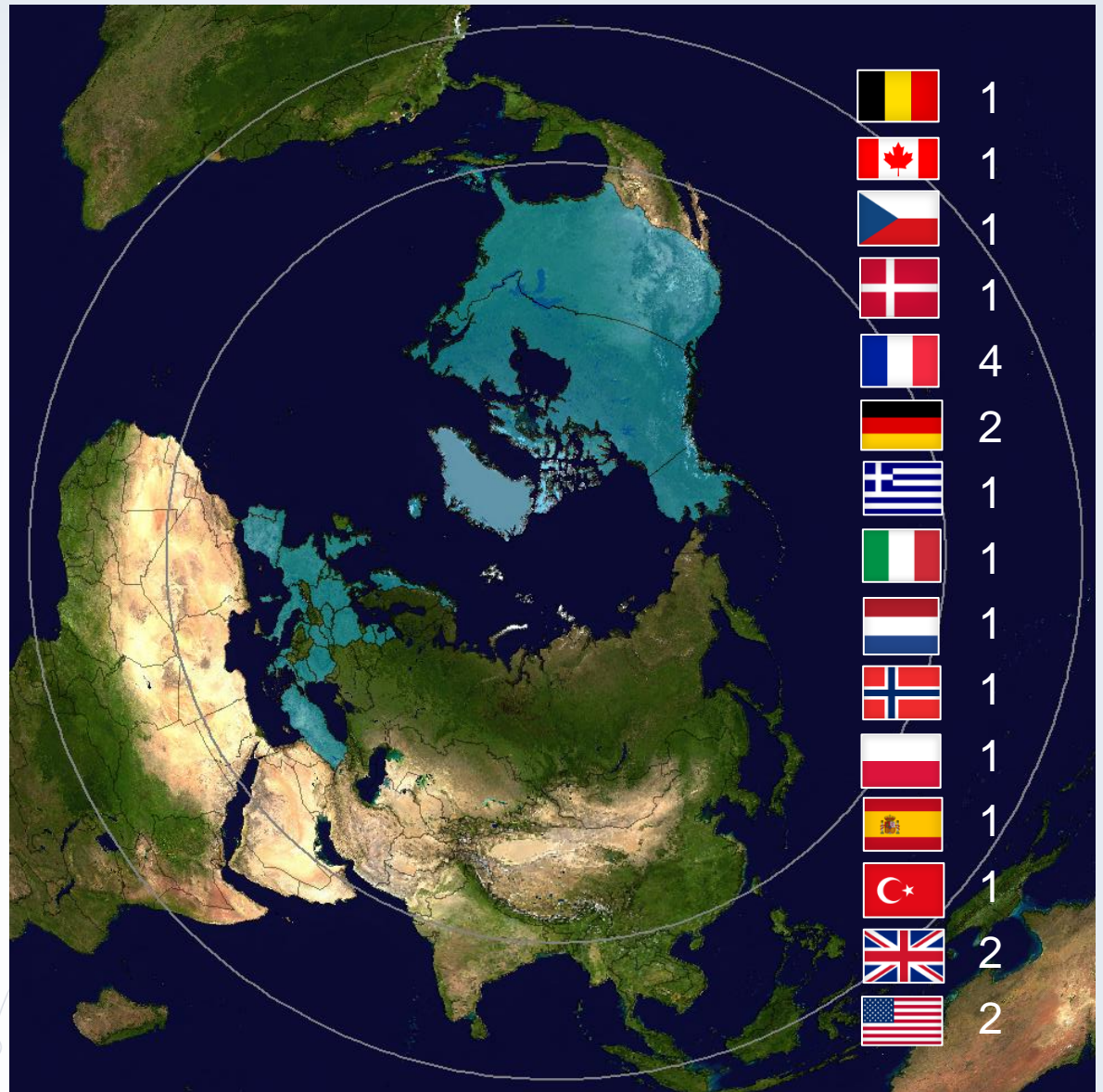
Role of NATEX National Expert

“National Technical Experts appointed by the Nations to NCI Agency have a role to liaise with national governments and industry about opportunities and to facilitate engagement with the Agency”.

(Secretary General Rasmussen)

NATEX – where are they from ?

21 NATEXs
from 15 nations









NATEXs per Nation

Nation		Name	Telephone	Email	
		Erik Sterckx	+32 2 707 8238	Eric.Sterckx@ncia.nato.int	
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		Jean-Marc Vesco	+32 2 707 8502	Jean-Marc.Vesco@ncia.nato.int	✓

NATEXs per Nation

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NATEXs per Nation

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		TBD		
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