



NATO Support and  
Procurement Agency  
(NSPA)

# NSPA SUPPORT TO MILENG

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**Brief for Combat Engineer Conference**

**12-14 March 2024**

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Programmes**

**EFFICIENT.EFFECTIVE.RESPONSIVE.**

NATO UNCLASSIFIED – Releasable to Sweden

# WHO WE ARE

**We are NATO's lead organisation for multinational acquisition, sustainment and support in all domains**

**ACQUISITION**

**SUSTAINMENT**

**SUPPORT**



**EFFICIENT.EFFECTIVE.RESPONSIVE.**

# WHAT WE DO

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**MULTINATIONAL  
ACQUISITION**

**LOGISTICS &  
INFRASTRUCTURE**

**SUPPORT TO MISSIONS  
AND EXERCISES**

**PROCUREMENT**

**CENTRAL EUROPE PIPELINE  
SYSTEM (CEPS)**

**NATO AIRLIFT MANGEMENT  
(NAM)**



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# OPERATIONAL DOMAINS

**AIR**



**CYBER**



**SPACE**



**LAND**



**MARITIME**



## OUR STRENGTHS

**MULTI-DOMAIN CAPABILITIES**

**CONSOLIDATION OF DEMAND**

**MULTI-YEAR, OFF-THE-SHELF**

**INTEROPERABILITY / COMMONALITY**

**ECONOMIES OF SCALE**

**EFFECTIVE GOVERNANCE**

**FLEXIBILITY, SPEED, AGILITY**



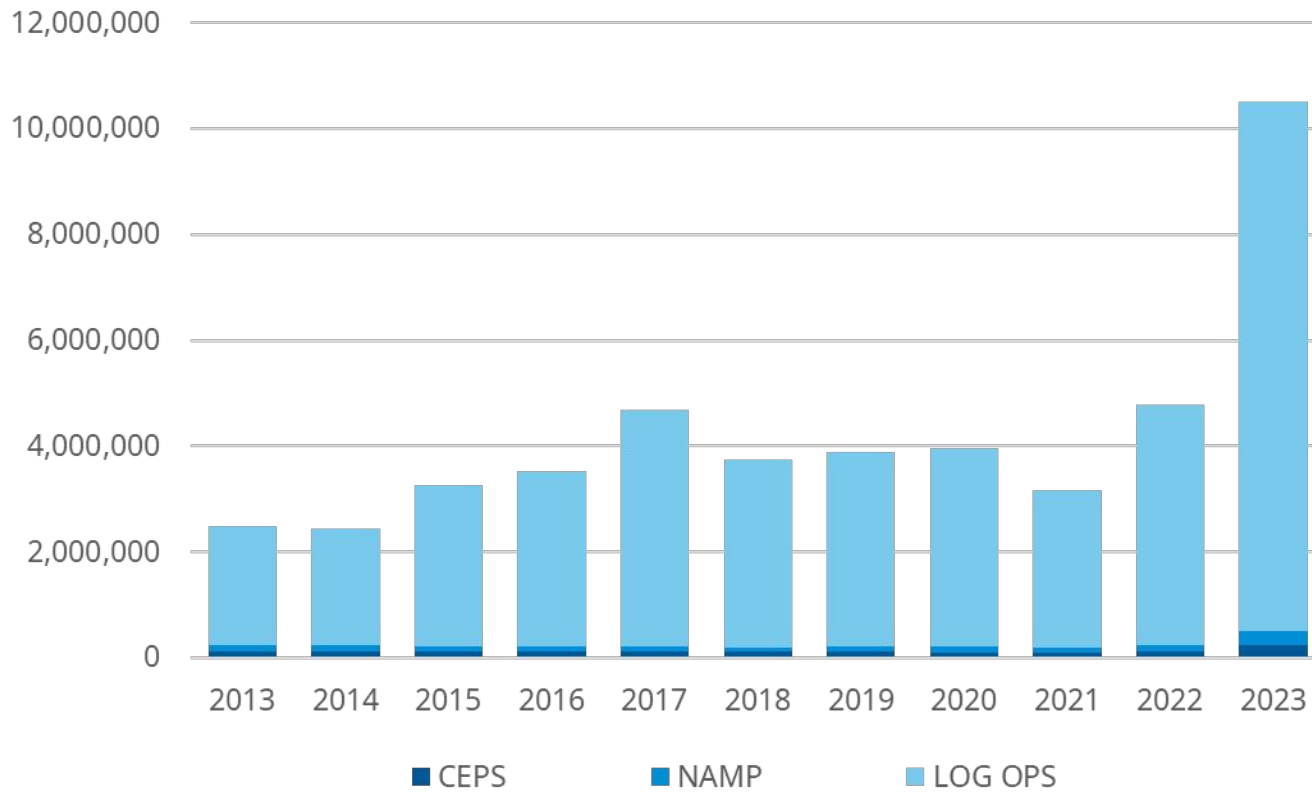
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# OUR BUSINESS

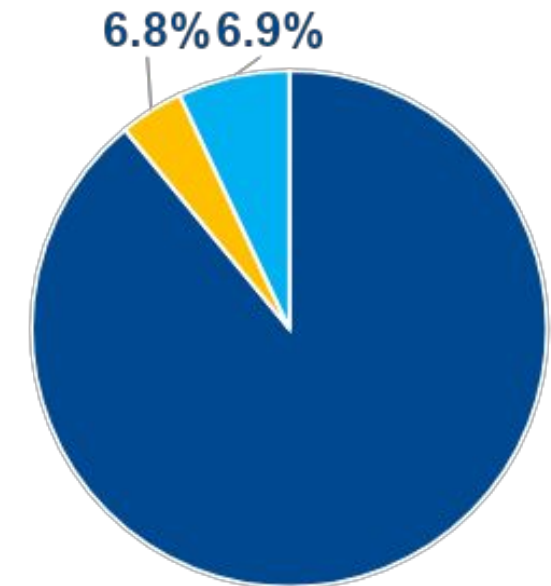
CUSTOMER-FUNDED

NO PROFIT - NO LOSS

**10.6 BEUR**  
2023 TURNOVER



## OPERATIONAL BUSINESS



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# OUR (37) SUPPORT PARTNERSHIPS

## AVIATION & UNMANNED AERIAL SYSTEMS

- Alliance Ground Surveillance (AGS)
- Fixed Wing Aircraft
- Helicopters
- Multinational Multi Role Tanker Transport (MRTT)
- NATO Flight Training Europe (NFTE)
- Next Generation Rotorcraft Capability (NGRC)
- Unmanned Aerial Systems (UAS)

## SPECIALISED

- Common Item Materiel Management (COMMIT)
- Demilitarization, Dismantling & Disposal (D3)
- Global Positioning System (GPS)
- Medical
- Naval Logistics Support Partnership (NLSP)
- NSPA Routing Hub (NRH)
- Operational Logistics Support Partnership (OLSP)
- Strategic Airlift International Solution (SALIS)

## LAND COMBAT

- Artillery Rocket & Missile Systems (ARMS)
- BOXER
- Land Combat Vehicles (LCV)
- Night Vision & Optoelectronics (NVO)
- PzH2000/Leopard

## SURVEILLANCE, COMMUNICATION, COMMAND & CONTROL

- Alliance Future Surveillance and Control (AFSC)
- initial Alliance Future Surveillance and Control (iAFSC)
- AN/FPS-117 Radar
- RADAR
- RAT 31 Radar
- Global Commercially Contracted Satellite Communications (GCC SATCOM)
- MACCE (MIDS – ACCS LOC1 – CCE Equipment)

## AIR DEFENCE, MISSILE SYSTEMS, AMMUNITION

- Air-to-Surface Missiles (ASM)
- Advanced Medium Range Air-to-Air Missile (AMRAAM)
- Ammunition
- Ground-Based Defence (GBD)
- HAWK
- Land Combat Missiles (LCM)
- Modular Ground-Based Air Defence (GBAD)
- PATRIOT
- SIDEWINDER
- STINGER



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# SUPPORT TO OPERATIONS

TRUST FUNDS

GENERAL &  
COOPERATIVE  
SERVICES

MEDICAL

INFRASTRUCTURE &  
ENGINEERING

OPERATIONAL  
LOGISTICS SUPPORT

DEPLOYABLE CAMPS

PLANNING

TRANSPORT &  
WAREHOUSING

NSPA offers considerable expertise in the provision of support services in different operational theatres, contributing to the readiness of the Alliance's forces and the strengthening of NATO's defence and deterrence posture.



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# CRISIS RESPONSE – AN EXAMPLE



## Critical Success Factors

- Dedicated NSPA team
- Ready contractors
- Existing NATO deployable infrastructure
- Tasking/funding

PORT (RLS)



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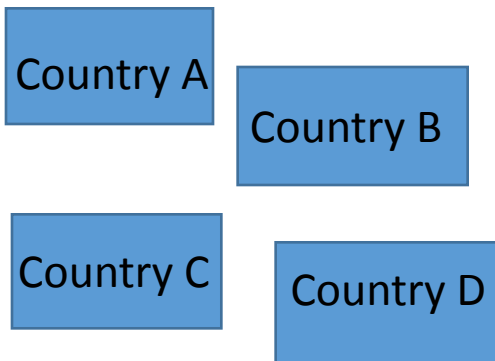


# LOGISTIC BRIDGING – HOW IT COULD WORK

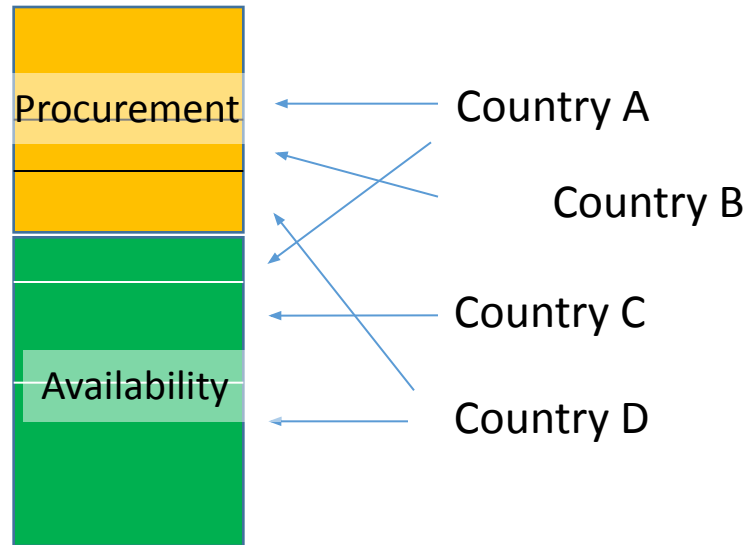
~~BRIDGING STOCKS~~ <<< BRIDGING NEED

## Current approach

Multiple national contracts

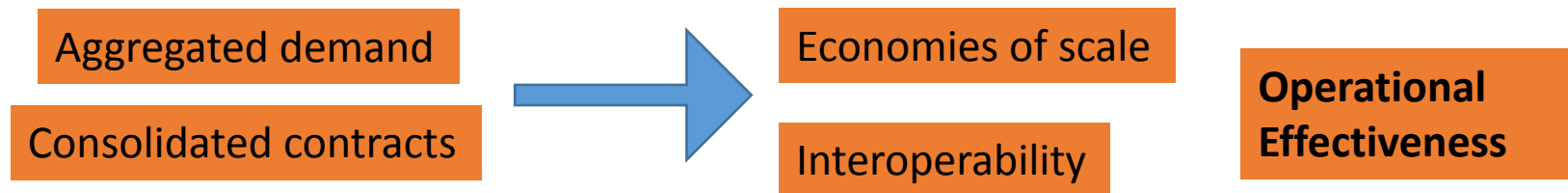


## Consolidated contract(s)



## Options

- Build and manage real/virtual national/multinational stockpiles
- Training
- Transportation
- Construction
- Maintenance
- ...



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# NSPA SUPPORT TO MILENG - SUMMARY

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- **OFF THE SHELF PROCUREMENT**

- Mines and explosives
- Common items

- **CURRENT PROJECTS**

- Fixed and deployable infrastructure – operations, deterrence & defence
- Engineer vehicles and systems
- Equipment bridges

- **POTENTIAL MULTINATIONAL PROJECTS (NATO HIGH VISIBILITY PROJECTS)**

- Wide wet gap crossing (WWGC)
- Logistic bridging
- Mine clearance systems
- Mine launchers
- Others

- **POTENTIAL NATO 2030 PROJECTS - COMMON FUNDED**

- WWGC
- Engineer Resource Parks



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# CONTRACTOR INFORMATION

**MAJORITY OF NSPA'S SUPPORT TO THE NATIONS IS PROVIDED THROUGH COMMERCIAL CONTRACTS WITH INDUSTRY**

## **NSPA-INDUSTRY GENERAL ENGAGEMENT, MAINLY THROUGH:**

- Publication of procurement information (regulations, general provisions, etc.) and opportunities (FBO and RFP) in NSPA website [www.nspa.nato.int](http://www.nspa.nato.int)
- Participation in industry events and conferences as well as organising NSPA industry days <https://www.nspa.nato.int/newsroom/events>
- Conducting pre-solicitation activities, such RFI, pre-solicitation conferences, etc whenever inputs are required to assess the “state-of-the-art” or the feasibility/relevance of certain requirements/specifications
- Publication of informative brochures – example: How to do business with NSPA, providing the 5 steps of a successful relationship - <https://www.nspa.nato.int/newsroom/nspa-publications>

## **OFFICES DEDICATED TO INFORMATION AND RELATIONS WITH INDUSTRY:**

- Vendor registration [source-file@nspa.nato.int](mailto:source-file@nspa.nato.int)
- General enquiries [industry.info@nspa.nato.int](mailto:industry.info@nspa.nato.int)
- Access or using e-Procurement Portal: [e-procurement.helpdesk@nspa.nato.int](mailto:e-procurement.helpdesk@nspa.nato.int)

## **ENGAGING WITH INDUSTRY STAKEHOLDERS:**

- Government side, e.g. departments for International Trade,
- Private side, e.g. chambers of commerce, industry associations/clusters, etc.



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