



Introduction to NCI Agency

Acquisition Directorate

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Presentation Outline

- NCI Agency Outline
- Acquisition Directorate Portfolio
- Business Volumes and Funding
- Business Opportunities
- Declaration of Eligibility
- Basic Ordering Agreement (BOA) Programme
- Expanding cooperation ecosystem
- Five Steps of Doing Business with the NCI Agency
- Neo E-procurement

NCI Agency Mission

Lead NATO's Digital Endeavour



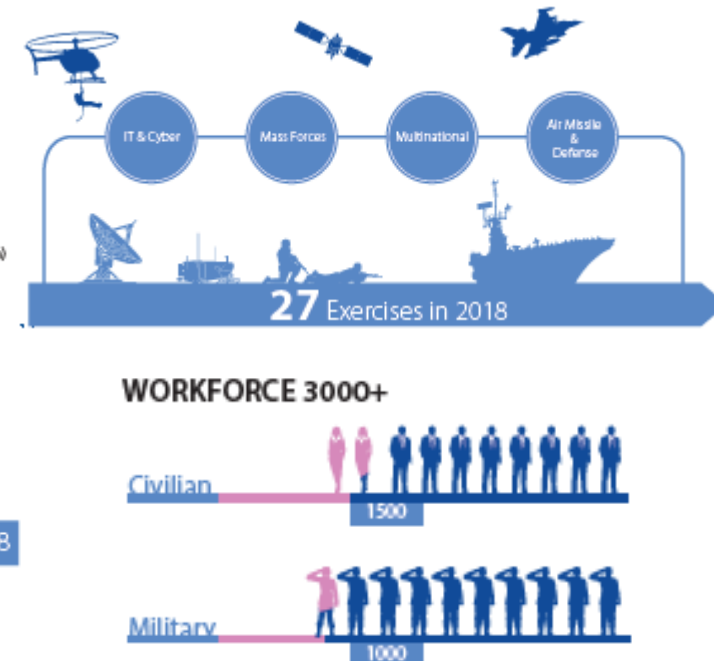
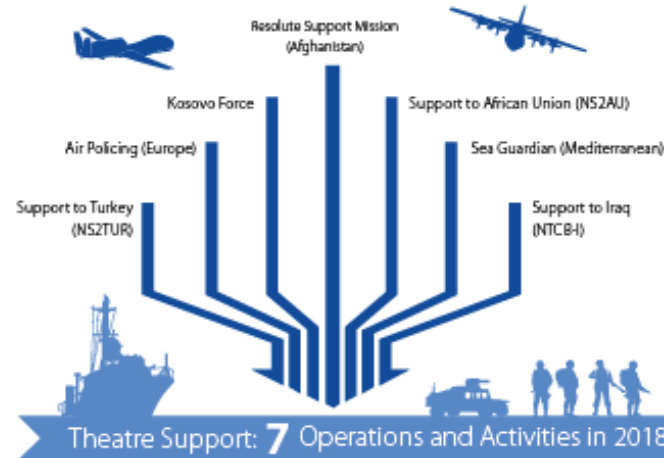


What we do

- Develop digital solutions and critical C4ISR capabilities
- Connect NATO, Nations & Forces
- Develop, operate & defend NATO networks – at forefront of Cyber Security
- Provide rapid and direct support to operations and exercises
- Support Air and Ballistic Missile Defence
- Deliver Training and other Services

NCI Agency

- We are NATO's technology and cyber leaders.
- We help NATO Nations communicate and work together in smarter ways.
- Our solutions underpin NATO's ability to perform Article IV (consultation) and Article V (command and control).



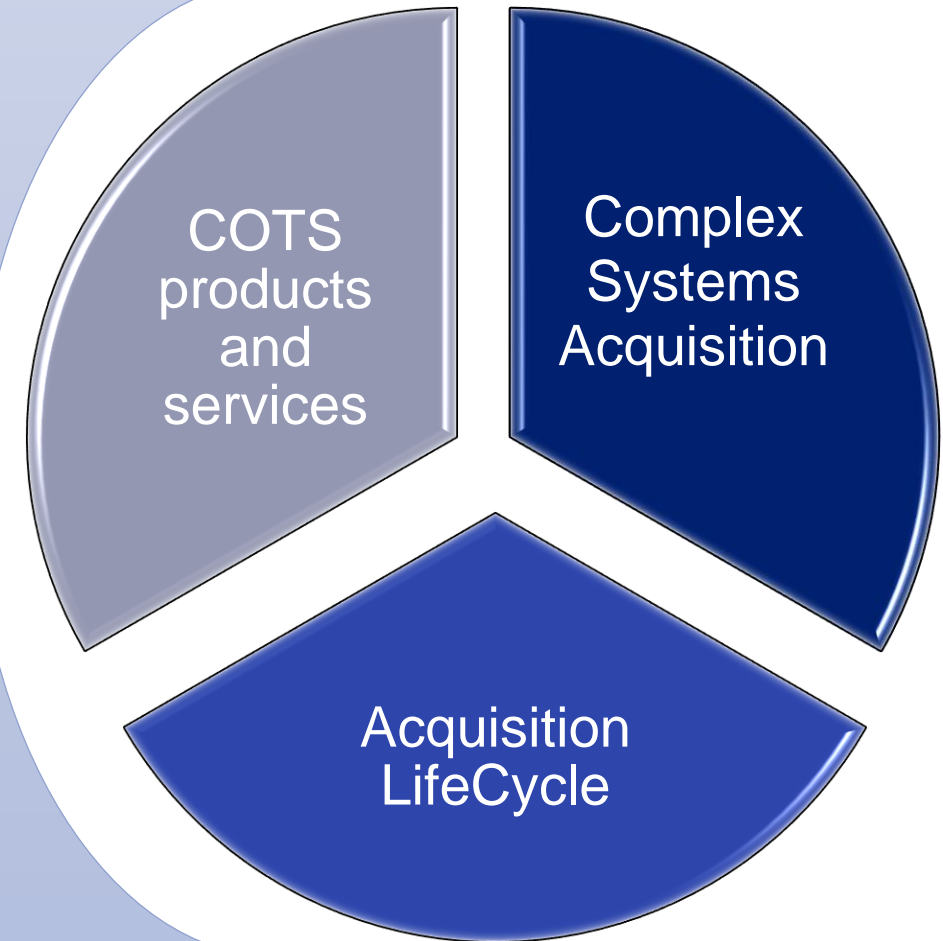
Acquisition Directorate Portfolio

Our Vision

Deliver fully digital NATO Enterprise by providing rapid, relevant and innovative acquisition in a collaborative, transparent and unbiased manner and with excellent customer service.

Our Mission

We commit to enable NATO's transformation into a fully digital enterprise through cost-effective, innovative and timely acquisition of quality systems, services and their support through life, setting the benchmark for ethical business conduct, customer satisfaction, and efficiency.



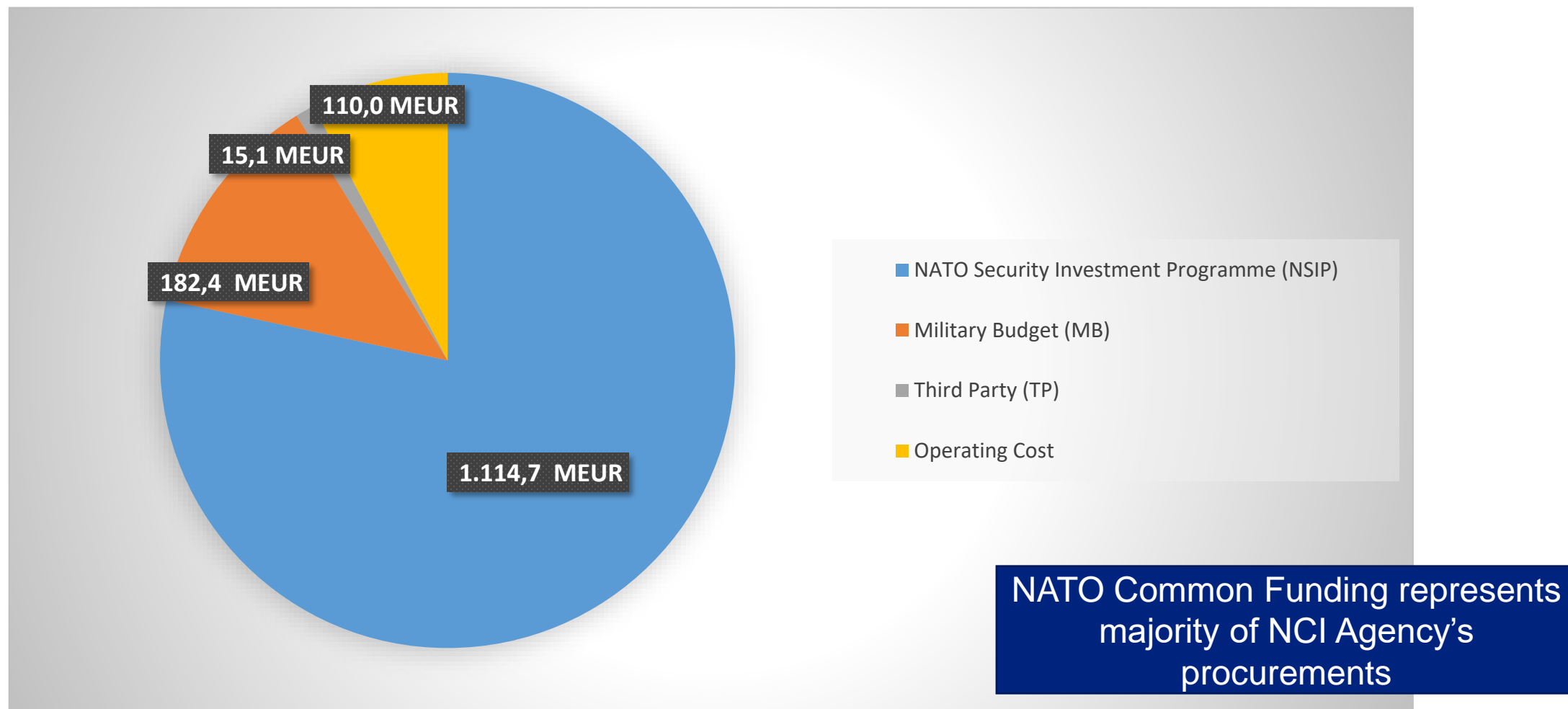
Principles of NCI Agency Acquisitions

Competition

Non Discrimination

Impartiality

1.4 BEUR Contracted Volumes in 2019



Business Opportunities

<https://www.ncia.nato.int/business/current-opportunities.html>



ABOUT US

WHAT WE DO

BUSINESS

EMPLOYMENT

Type your search...



[Home](#) / [Business](#) / [Business Opportunities](#) / Current Opportunities

Current Opportunities

.....

Scroll down to see our current opportunities, grouped by the type of procurement procedure. All dates stated are current best estimates.

We invite you to [read more about the NCI Agency's Business](#), applied [procurement methods and procedures](#), our [Basic Ordering Agreement](#) (BOA)

Programme, and contract vehicles available for use by our Customers.

INVITATIONS FOR BIDS (IFB)

BASIC ORDERING AGREEMENTS (BOA)

MARKET SURVEYS (MS)

V.1.0

Procurement Methods

<https://www.ncia.nato.int/business/do-business-with-us/procurement-methods.html>

The NATO Communications and Information Agency acquires, deploys and defends communications systems for the Alliance's political decision-makers and Commands. And we need your innovative technology and solutions to do that. The Agency looks to industry to provide their solutions in areas such as air command and control, cyber security and big data and analytics.

Our acquisition process may seem overwhelming at first, but it is designed to make sure company proposals are looked at fairly.

- International Competitive Bidding (ICB) +
- Basic Ordering Agreement (BOA) Competitions +
- BOA + +
- Limited Competitions +
- Request for Bidders Views (RFBV) +
- Market Surveys and Requests for Information +
- Evaluation Methods +



Declaration of Eligibility

- What is it?

Declaration of Eligibility certifies that the company has the necessary financial, technical and professional competence to participate to the International Competitive Bidding or to take part to the BOA Programme.

- How is it requested?

- For International Competitive Bidding

- Upon publishing of Notification of Intent to invite bids (NOI) by the NCI Agency, the company requests the Declaration of Eligibility to the national authorities

- For BOA Programme:

- Upon receipt of BOA application from a company, NCI Agency requests Declaration of Eligibility via respective national delegation and/or national authorities,

Basic Ordering Agreements (BOA) Programme



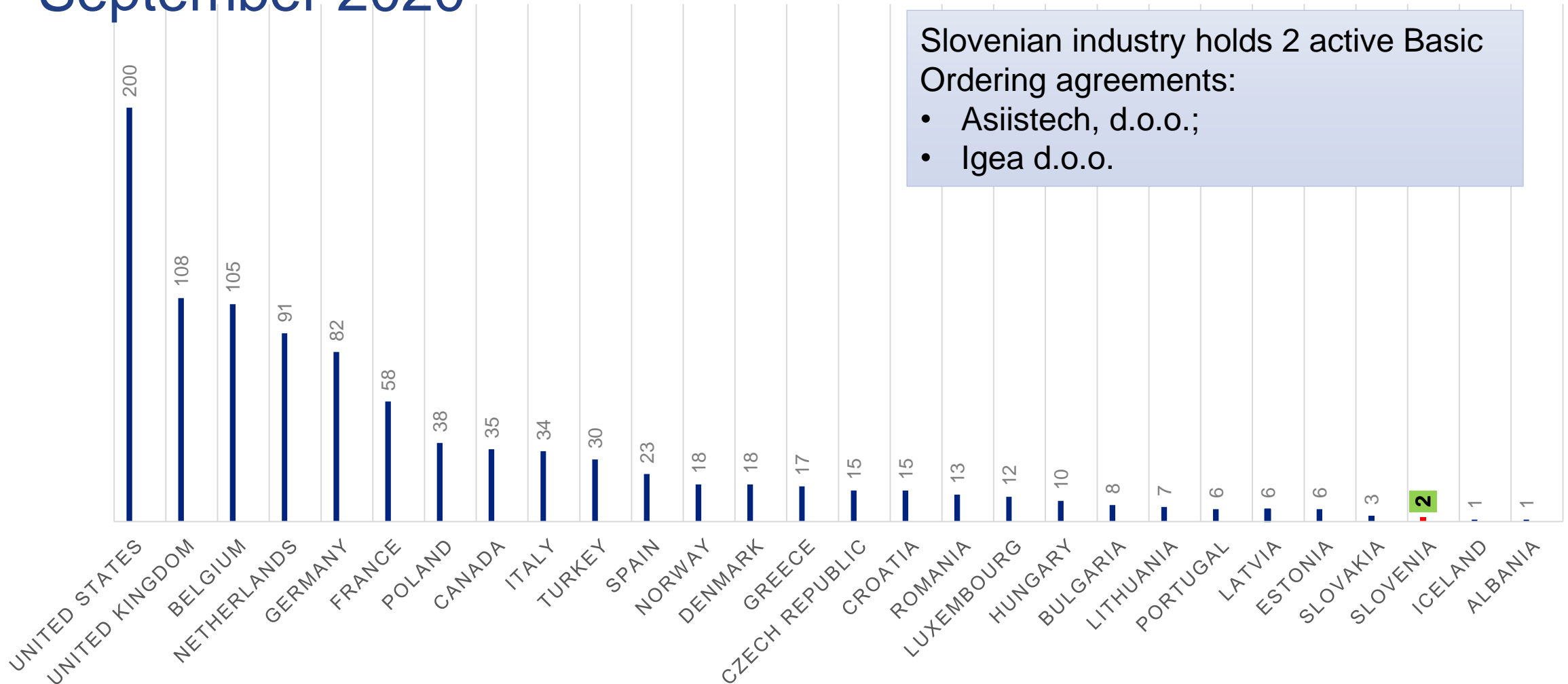
- BOA Programme is an accelerated procurement procedure used by NCI Agency to acquire commercial off-the-shelf (COTS) products and services.
- This procedure might be a good fit if company is a Small and Medium Enterprise. BOA competitions have short-term performance periods and are COTS-products and services oriented.
- BOA Programme is a two-step contracting procedure:
 - 1 BOA Agreements are signed between the NCI Agency and companies for participation to the BOA Programme, following provision of the Declaration of Eligibility by the country of origin.
 - 2 Competitions for BOA Contracts are conducted amongst the BOA holders.

Active Basic Ordering Agreements (BOAs) (962) - September 2020



Slovenian industry holds 2 active Basic Ordering agreements:

- Asiistech, d.o.o.;
- Igea d.o.o.



BOA Programme Uplift



- **Why we did it?**

- Incorporate lessons learned from past 20 years of BOA Programme
- Update BOA Terms and Conditions to address evolving business needs of the Agency
- Introduce consistent terminology and timelines

- **What are the changes?**

- Simplified BOA package
- Revised BOA Terms and Conditions and simplified list of categories of products and services
- 3-year duration of the individual BOA Agreement

- **What does it mean to the current BOA holders?**

- Companies holding an active BOA will be provided with a transition period
- To apply for the new BOA, companies will register to the new NCIA E-procurement system - Neo
- Upon receipt of the company's application for the new BOA, NCIA will request the Declaration of Eligibility via the respective National Delegation to NATO.

- **What's next**

- Once the Neo BOA functionality is available, the NCI Agency will provide further information.

V.1.0

Ongoing SME oriented business opportunity

Advisory and Assistance Services (AAS) framework contract

- Framework contract for top industry talent to support NATO operations
- Valid until 2023, annual volume approx. 70 MEUR
- Opportunity for Canadian companies to create partnerships and provide expertise with ten contract signatories:
 - Airbus Defence and Space (Norway)
 - Atos Belgium (Belgium)
 - Booz Allen Hamilton (United States)
 - EMW (United States)
 - Global Technologies (France)
 - IBM Belgium (Belgium)
 - LA International Computer Consultants (United Kingdom)
 - MCR Federal (United States)
 - NCIM Groep (The Netherlands)
 - Vector Synergy (Poland)

Current SME oriented business opportunities

- **E-Fast: The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme for the Provision of COTS Hardware and Associated Support**
 - The NCI Agency intends to issue an Invitation for Bids (IFB) for e-FAST Hardware Equipment.
 - The IFB will result in the award of up to 4 Firm Fixed Price (FFP) Single Award Schedules, Indefinite Delivery Indefinite Quantity, Delivery (IDIQ) Contracts.
 - The purpose of these contracts is to establish contractual vehicles that quickly meet requirements for commercial IT of multiple funding sources at the NATO Enterprise level.

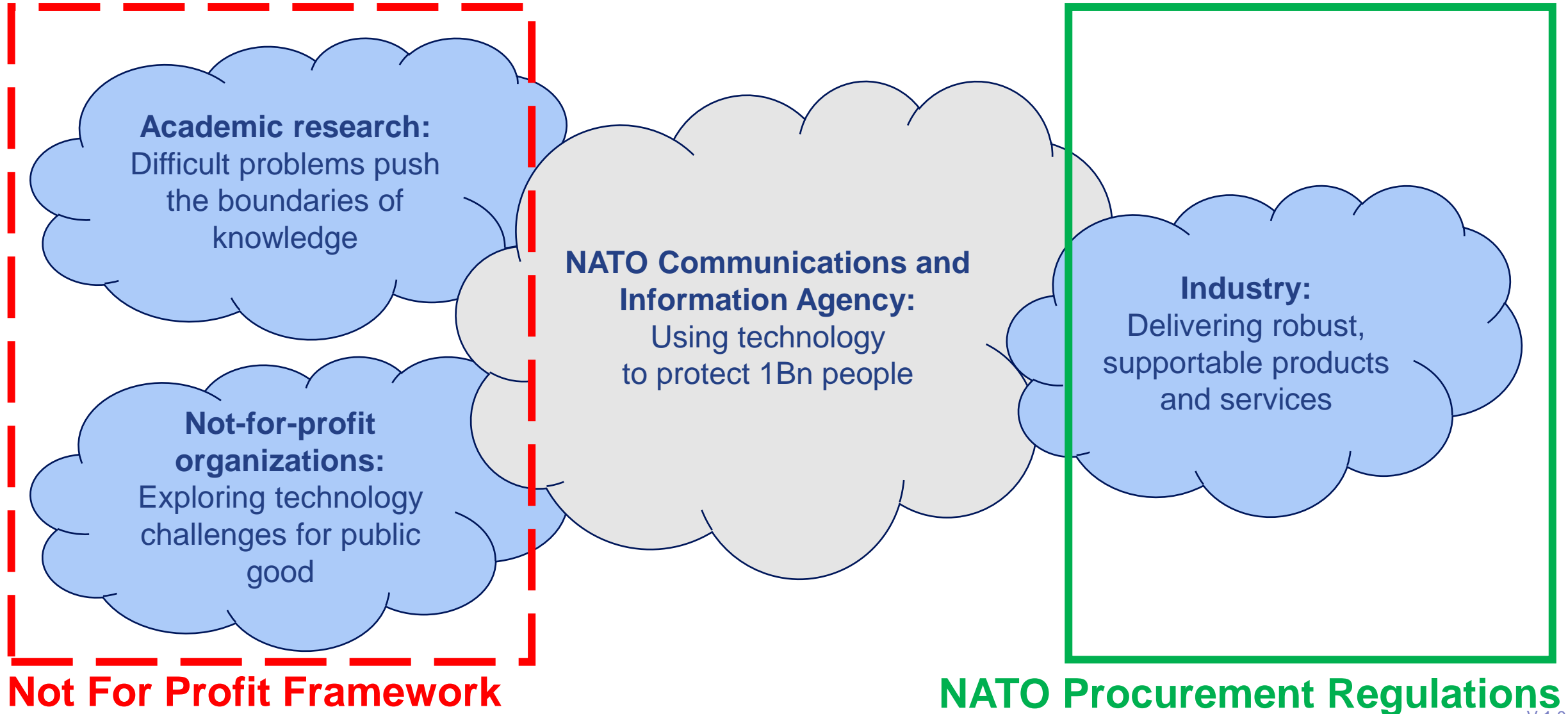
Current opportunities:

<https://www.ncia.nato.int/business/current-opportunities.html>

Future opportunities:

<https://www.ncia.nato.int/business/future-opportunities.html>

Expanding cooperation ecosystem



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Not For Profit Framework implementation timeline

✓ Approval by the NCIO ASB 28 July 2020

NCIA Communication to the nations October 2020

NFP Applications & DoEs

NFP Agreements established & cooperation started

Five steps of doing business with the NCI Agency

- **STEP 1: Decide if you are a fit for the BOA Programme**
 - <https://www.ncia.nato.int/business/do-business-with-us/basic-ordering-agreement-programme.html>
- **STEP 2: Check out our open competitions**
 - <https://www.ncia.nato.int/business/current-opportunities.html>
 - LinkedIn,
 - Twitter @NCIAAcquisition
- **STEP 3: Where needed, get a Declaration of Eligibility**
 - <https://www.ncia.nato.int/business/do-business-with-us/procurement-methods.html>
- **STEP 4: Prepare a competitive bid**
 - <https://www.ncia.nato.int/business/contract-awards.html>
- **STEP 5: Learn from the process and stay informed**
 - NITEC (Annual Flagship Industry Conference)
 - NATO Information Assurance Symposium (NIAS) and
 - National Industry days

Manage level of ambition - Think long-term - Team with others

V.1.0

Neo

A new era
for NCI Agency
procurement.

- **Facilitated** communication on business opportunities
- **Reduced** administrative burden
- **Electronic** bidding procedure and fully visible contract transitions
- **Online** and integrated acceptance of goods and services
- **Optimized** invoice processing with accelerated payments
- **Comprehensive** contract repository

Neo

iSUPPLIER

Allows suppliers to easily maintain their records supporting the full procurement life-cycle

- Access to contracts and advanced contract administration (acceptance and payment)
- Full visibility on acceptance and payment status
- Self-administration of supplier data
- Automatic notifications of transactions

NEO (E-Procurement)

Sourcing Bidding platform for efficient engagement during all stages of the tendering

iSupplier Empowering fully automated procurement life-cycle

Contract Mgmt. Repository, Advance Shipment Notifications, Self-Billing, Receipting etc.

iSupplier	TESTING CHAMPIONS	PRODUCTION CHAMPIONS	PRODUCTION NCI SUPPLIERS		
Sourcing Simple Proc.		TESTING AAS SUPPLIERS	PRODUCTION AAS SUPPLIERS	PRODUCTION ALL SUPPLIERS	
Sourcing Complex Proc.					PRODUCTION ALL SUPPLIERS

Neo

The new way
of doing business with the
NCI Agency.