



NATO Communications and Information Agency

Industry Opportunities and Relations with NCI Agency

NCI Agency from an Acquisition Perspective

Jean-Luc Guellec
Principal Contracting Officer



- I. NCI Agency**
- II. Acquisition and Industry Relations**
- III. SME Engagement**
- IV. Flagship Events**
- V. Cooperation Fundamentals**
- VI. Participation in competition & Common Oversight**
- VII. Upcoming Business Opportunities**



I. NCI Agency

THE NCI AGENCY

ORIGINS AND WAY OF WORKING



NATO CIS Services Agency



NATO Consultation, Command
and Control Agency



NATO Air Command and Control
System Management Agency



Active Layered Theatre Ballistic
Missile Defence Programme
Office



HQ Information,
Communication,
Technology Management



- **Optimising NATO mission success as trusted enabler of information superiority and enterprise excellence**
- **Using best practice to develop, deliver, connect and protect capabilities in partnership with other NATO entities, nations and industry**
- **Earning customers' confidence through agility, innovation and by delivering coherent and cost-effective solutions**

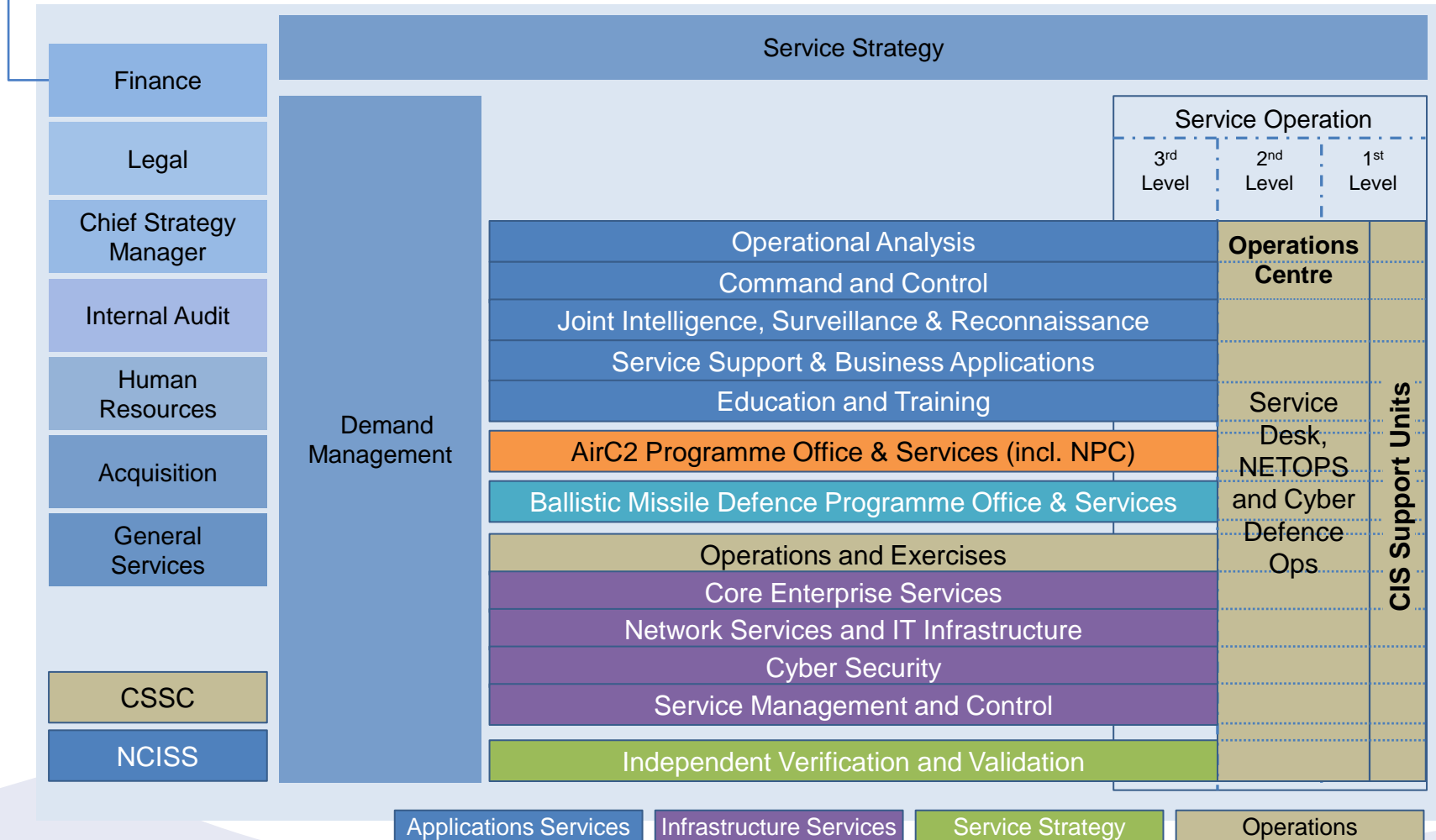
Organisation

General Manager

Financial Controller

Chief of Staff (OF7)

Executive Management



Applications Services

Infrastructure Services

Service Strategy

Operations

II. ACQUISITION AND INDUSTRY RELATIONS - AN OVERVIEW

ACQUISITION & INDUSTRY RELATIONS

- **Key Roles:**
 - **Providing state-of the-art acquisition and procurement of commercially available communication and information technology products and services on an urgent, expedited basis**
 - **Procuring complex major systems via International Competitive Bidding**
 - **Developing and maintaining robust relations with industry to facilitate effective and timely industry involvement in the NCI Agency's projects**

III. SME ENGAGEMENT

BENEFITS TO DELIBERATE SME ENGAGEMENT PLAN

- **Widely accepted that SME offer innovative skills and agile approaches, especially in NCI Agency's business areas**
- **Provides an environment where SME can compete, contribute & thrive**
- **Fosters development of a vibrant and diverse transatlantic defence industrial base**
- **Promotes value, flexibility and innovation to ultimate benefit of NATO, its member states, and industry itself**

CHALLENGES/BARRIERS FOR SME

- **SME can find it difficult to engage with the NCI Agency**
- **SME lack visibility with both NATO and the traditional prime contractors, resulting in repeated awards to existing suppliers**
- **There are insufficient mechanisms in the current system to understand the extent to which SME are participating**

SME ENGAGEMENT STRATEGY

- **Provides an environment where SMEs offering the cost-effective solutions, flexibility, innovation and increased speed of delivery can compete, contribute & thrive through :**
 - **Making NCI Agency acquisitions more accessible, faster and more transparent to SME**
 - **Improving the NCI Agency's interface with SME through better direct engagement**
 - **Ensuring the NCI Agency acquisition strategies maximize the potential for SME participation at the subcontract and prime levels**

IV. FLAGSHIP EVENTS

- **Ottawa, Canada – 24-26 April, 2017**
 - **The NCI Agency’s C4ISR Industry Conference**
 - **More than 500 senior government, military and industry leaders, as well as defence and security experts**
 - **Main topic: Sharpening NATO’s Technological Edge: Adaptive Partnerships and the Innovative Power of Alliance Industry**

V. COOPERATION FUNDAMENTALS

COOPERATION FUNDAMENTALS - AC/4-D2261 NATO IC RULES FOR INTERNATIONAL BIDDING

- **NATO mandates ever increasing use of competition**
- **Director of Acquisition appointed as Competition Advocate**
- **More opportunities for all the Nations and Industries**
- **NATO Nations responsible for finding, screening, certifying and nominating companies**
- **Evaluation criteria - lowest, technically compliant bid is the default bidding methodology**
- **Best Value Bidding Methodology as alternative with emphasis other than price only.**

COOPERATION FUNDAMENTALS

- HOW NATO PROCUREMENTS OPERATE (1/2)

- **NATO Nations are responsible for finding, screening, certifying and nominating companies. The delegations nominate companies to NCI Agency. When interested in a potential competition, contact your delegation and ask they nominate your company.**
 - **All companies received through the National Authorities will receive a copy of the Bidding Documents called Invitation for Bid (IFB).**
 - **This process has to be repeated for each new NOI.**
 - **No pre-registration is possible (in line with the AC/4 D2261 International Competitive Bidding guidance).**

COOPERATION FUNDAMENTALS

- HOW NATO PROCUREMENTS OPERATE (2/2)

- **Main Financial Committees:**
 - **Investment Committee (IC) - NATO Security Investment Programme (NSIP) – funds can be used multi-year**
 - **Military Budget Committee (BC) – admin, operations and maintenance - annual funds**
- **NATO works through these Committees:**
 - **Committees make decisions, authorize projects**
 - **NATO National Delegations staff Committees**
 - **Committees procure through Agencies (NCI Agency)**
- **NATO Delegations nominate companies \eligible to bid:**
 - **International Competitive Bidding (ICB) - Case by case nomination**
 - **Basic Ordering Agreement (BOA) – Every 2 years**

COOPERATION FUNDAMENTALS - PROCUREMENT METHODS

International
Competitive
Bid



- Standard Procedure (Lowest Price, Technically Compliant)
- Best Value
- Governed by AC/4-D/2261 (NSIP)
- Bidders nominated by Nations

Basic
Ordering
Agreement
(PLUS)



- Accelerated Procedure
- Applicable to COTS Supplies and Services
- Bidders are limited to Firms holding BOA with NCIA
- **PLUS:+ nominations by Nations**

Allied
Operations
and Missions

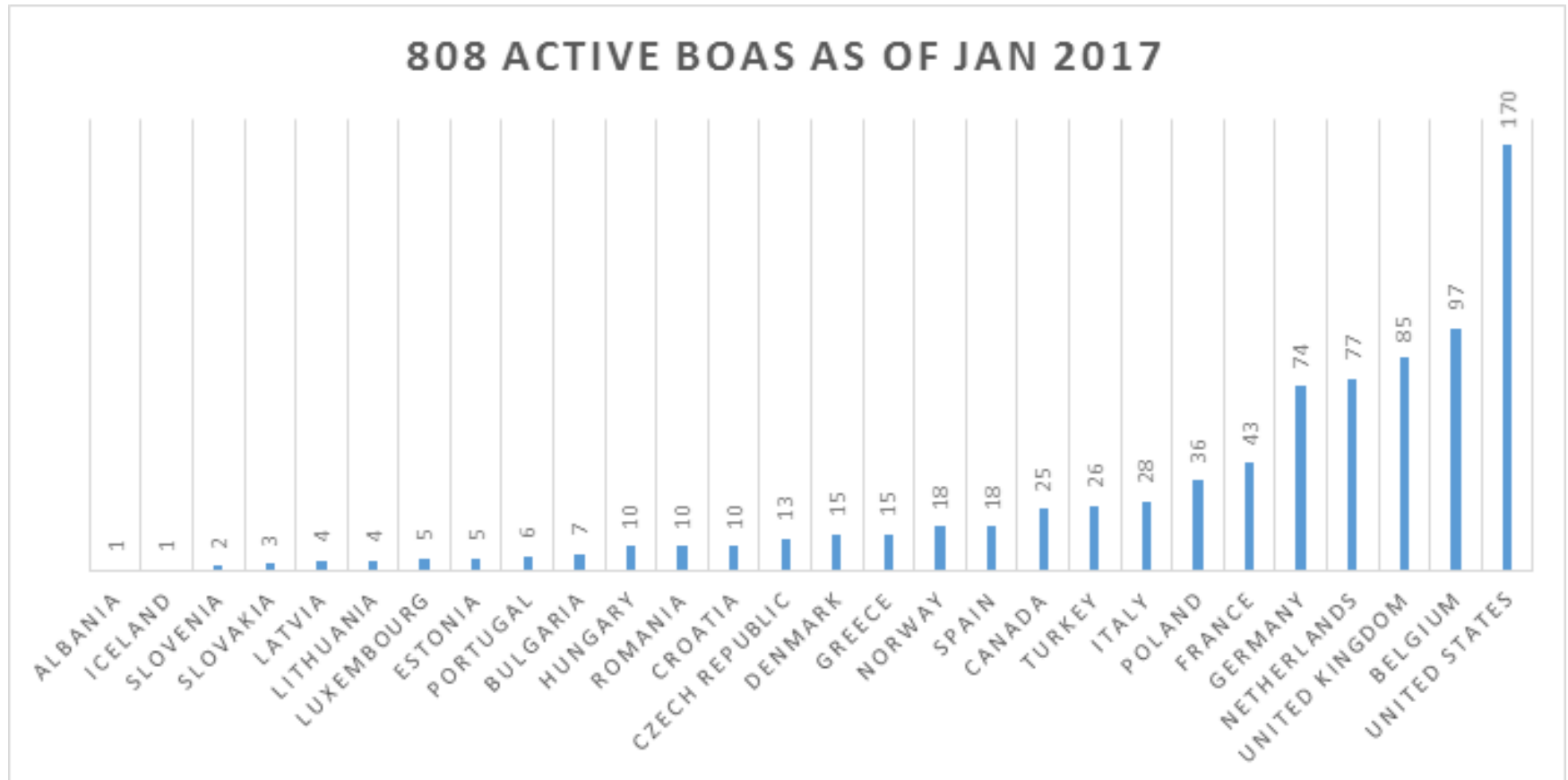


- Accelerated Procedure
- Applicable to Contracts supporting deployed NATO Forces (ISAF/KFOR)
- May be ICB, BOA or Combination (BOA+)

COOPERATION FUNDAMENTALS - GREEK BOA VENDORS

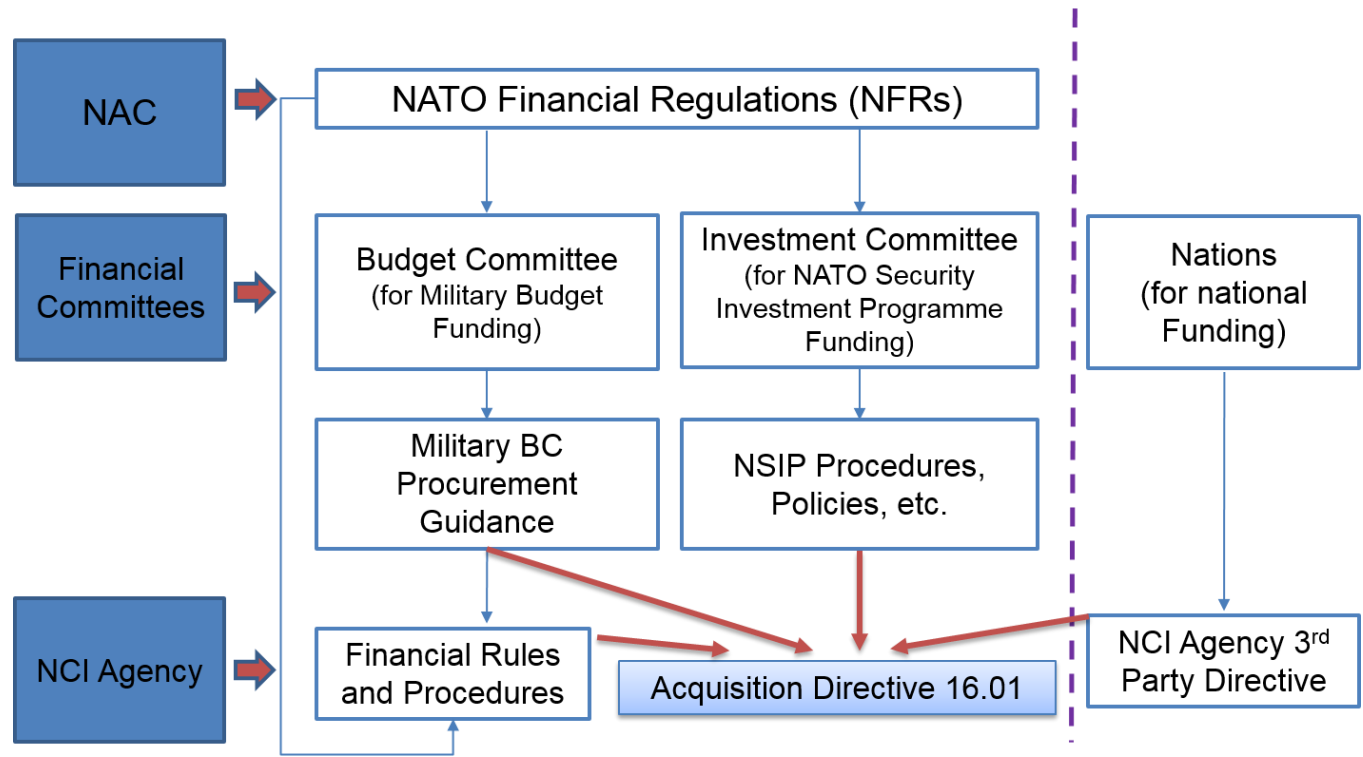
Vendor	BOA Number	Activation Date
Alpha Grissin Infotech S.A.	11875	21-Mar-06
Altec Integration S.A.	13817	22-May-15
Cosmos Business Systems S.A.	14015	17-Feb-15
Elxis Engineering Consultants S.A.	11901	21-Mar-06
European Dynamics SA	9374	15-Oct-00
Hellenic Aerospace Industry (SA)	13594	13-Mar-13
ISI Hellas SA	13251	29-Jul-11
Info-Quest SA	11787	02-Nov-05
Intracom Defense Electronics S.A.	11880	21-Feb-06
ONEX S.A.	13793	24-Sep-14
PC SYSTEMS S.A.	12767	18-Feb-09
Raycap Corporation	11667	15-Jul-05
SSA S.A.	13655	20-May-13
SSMART S.A. & SIGNAAL HELLAS S.A.	12095	16-Nov-06
Space Hellas	8981	27-Jun-00

COOPERATION FUNDAMENTALS - BOA PROGRAMME OVERVIEW



PROCEDURES AND BUSINESS OPPORTUNITIES

Procedures



Business Opportunities

<https://www.ncia.nato.int/Industry/Pages/Home.aspx>

VI. Participation in Competitions- Common Oversights

PARTICIPATION IN COMPETITIONS - COMMON OVERSIGHTS

- **Understand thoroughly the difference in bidding methodologies (lowest compliant versus best value)**
- **Ask Questions Before Bid Closing.**
 - **Don't take exceptions to any terms or conditions, instead ask whether a waiver can be granted to a specific term or condition during the clarification period.**
- **Address all award criteria as stated in Section 3 of the Bidding Instructions.**
- **Respond to any IFB amendment**
- **Submit your bid prior to the stated deadline**

PARTICIPATION IN COMPETITIONS- THE IMPORTANCE OF UNDERSTANDING BIDDING METHODOLOGY

- **To develop a highly competitive bid, first carefully study the solicitation to determine what NCIA will be basing its contract award decision upon.**
- **Is it the lowest price and technically compliant bid? Or will the award be given to the bidder whose bid is determined to represent the best value to NATO?**
- **There is a major difference between the two bidding methodologies and it is crucial to understand the implications of this difference.**

PARTICIPATION IN COMPETITIONS- LOWEST COMPLIANT BIDDING METHODOLOGY

- **At bid opening, the administrative envelopes are opened followed by the pricing envelopes.**
- **After pricing analysis, the apparent lowest priced bid gets the technical envelope opened and evaluated.**
- **For the rest of the bidders, the technical envelopes are NOT opened.**
- **Primary technical evaluation basis for a contract's award are evaluated as "pass/fail."**
- **This means that if your bid meets the technical requirements identified in the IFB, your offer is deemed technically compliant.**

PARTICIPATION IN COMPETITIONS- BEST VALUE BIDDING METHODOLOGY

- **At bid opening, the administrative envelopes are opened.**
- **All of the technical envelopes of the administratively compliant bids are given to the evaluation team and the technical evaluation begins.**
- **Once the technical bids are scored, the pricing envelopes of those rated technically compliant are opened.**
- **The ceiling price criteria is verified at the CAB meeting prior to the pricing analysis commencing.**
- **After the price evaluation, the pre-determined weighting scheme for the technical evaluation will be unsealed and the scores for the technical factors will be calculated for each compliant bid.**
- **All partial scores are fed into the formula and the BV Score is computed for each bid.**

PARTICIPATION IN COMPETITIONS- THE VALUE OF A DEBRIEFING

- **A debriefing for an unsuccessful bid provides your company with extremely important information that you can use to better your chances in future competitions.**
- **The debriefing NCI provides is tailored to your company and specific aspects of the bid your company submitted.**
- **During the debriefing, you will learn the strengths of your bid and its weaknesses.**
- **Use this information and insight to improve your future bid**

PARTICIPATION IN COMPETITIONS- PRACTICAL ADVISES

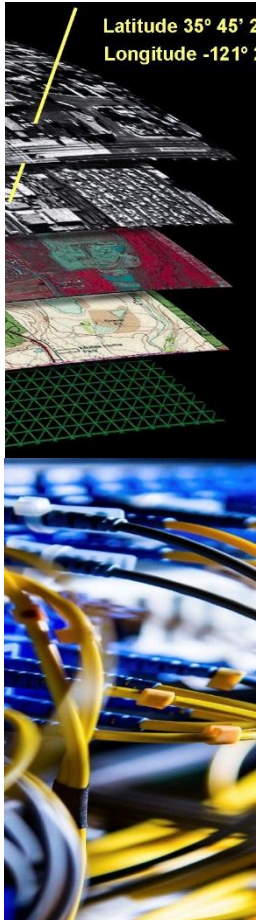
- Patiently
- Starting small
- Thinking long-term
- Teaming with others
- Getting on the bidder's list
- Knowing your National delegation team (inc. NATEX)
- Following the "Industry" section of NCIA website
- Follow NCIA on Twitter: *NCIAAcquisition*

NATO Procurement Principles

- *Opportunities open to all NATO nations*
- *Have establish fair & reasonable prices*
- *Ensure the integrity of the procurement process by:*
 - *Following NATO and NCIA procurement procedures*
 - *Documenting and reporting on work performed*
 - *Expect scrutiny of NATO Committees and IBAN*
- *When bidding:*
 - *Read and follow the solicitation closely*
 - *"Procurement Approaches" affect bidding strategy – Best Value vs. lowest compliant, Spiral Development, Life Cycle*
 - *Don't be afraid to ask questions*
 - *Request debriefings*

VII. UPCOMING BUSINESS OPPORTUNITIES

BUSINESS OPPORTUNITIES (1)



SL	Project	Milestones	Estimated Total
Joint Intelligence Surveillance (JISR)	<p>Core Geographical Information Services Increment 3</p> <p>The GIS is predominantly a core service that provides other Functional Services with a common set of geospatial data, thereby eliminating the need for other FSs to develop their own mapping solution ; and to ensure that “everyone is fighting from the same map”.</p>	<p>IFB Release – September 2017 Bid Closing – January 2018 Contract Award – 2Q 2018</p>	€8.2M
Network Infrastructure Services	<p>Provide Wide Global Mobile and Fixed Telephony Contract</p> <p>The NCI Agency has a requirement to procure and manage a Global Mobile and Fixed Telephony Service plus the option to procure hardware (mobile devices) from a single supplier. This is to enable NATO to communicate globally across the twenty eight member Nations and to manage the service centrally.</p>	<p>IFB Release – 1Q 2017 Bid Closing – 1Q 2017 Contract Award – 1Q 2017</p>	<p>€7M Per year (1 BY + 4 options)</p>

BUSINESS OPPORTUNITIES (2)



SL	Project	Milestones	Estimated Total
Command And Control	<p>Functional Services for Command and Control of CBRN Defense</p> <p>The purpose is to implement the Functional Services for Command and Control (C2) of Chemical, Biological, Radiological and Nuclear Defence Capabilities (CBRN-FS) for NATO. The scope of work includes implementation of CBRN-FS software, and its installation, integration and validation at the authorised NATO sites..</p>	<p>IFB Release – Delayed</p> <p>Bid Closing –</p> <p>Contract Award -</p>	€6.2M
AIRC2 Programme	<p>Provide SSSB-HRV</p> <p>Provide Ship-Shore-Ship Buffer Interface for Croatia.</p>	<p>IFB Release – February 2017</p> <p>Bid Closing - May 2017</p> <p>Contract Award - 4Q 2017</p>	€ 2.9M

BUSINESS OPPORTUNITIES (3)



SL	Project	Milestones	Estimated Total
Service Operations	<p>Maintenance Service Contract for Data Centre at Lago Patria</p> <p>Maintenance for Data Centre at Lago Patria.</p>	<p>IFB Release – 13 March 2017</p> <p>Bid Closing – End of April 2017</p> <p>Contract Award – May 2017</p>	<p>€460,000 Per year</p> <p>1 BY + 4 one year option</p>
Service Operations	<p>Maintenance Service Contracts for Data Centre at JFTC Bydgoszcz, Poland</p> <p>Maintenance for Data Centre at JFTC.</p>	<p>IFB Release – April 2017</p> <p>Bid Closing – End of June 2017</p> <p>Contract Award – September 2017</p>	<p>€260,000 Per year</p> <p>1 BY + 4 one year option</p>

BUSINESS OPPORTUNITIES (4)



SL	Project	Milestones	Estimated Total
Network Infrastructure Services	Procurement of Flyaway Kit, Deployable VTC	IFB Release – March 2017 Bid Closing – End of June 2017 Contract Award - July 2017	€230,000
Network Infrastructure Services	IT Asset Disposal The Agency has a requirement of IT Asset Disposal all over NATO locations.	IFB Release - February 2017 Bid Closing – End of April 2017 Contract Award – May 2017	Concession Type of Contract (1 BY + 4 one year option)
Network Infrastructure Services	Purchase of Alcatel-Lucent/Nokia Equipment	IFB Release - End of March 2017 Bid Closing – May 2017 Contract Award – End of May 2017	€180,000

08/03/2017

BUSINESS OPPORTUNITIES (5)



SL	Project	Milestones	Estimated Total
CES	Service Oriented Architecture and Identity Management	IFB release - 2Q 2017 Bid Closing – 4Q 2017 Contract Award - 1Q 2018	€30M
CES	Information Exchange Gateway CASE C	IFB release - 2Q 2017 Bid Closing – 4Q 2017 Contract Award - 1Q 2018	€9.2M
CES	New NATO Messaging Services	IFB release - 2Q 2017 Bid Closing – 3Q 2017 Contract Award - 2Q 2018	€20M
CES	P95 Step 2 Information & Administration Services	IFB release - 4Q 2017 Bid Closing – 2Q 2018 Contract Award - 3Q 2018	€8M

BUSINESS OPPORTUNITIES (6)



SL	Project	Milestones	Estimated Total
C2	Provide FS for C2 of combined joint operations	IFB release – 3Q 2017 Bid Closing – 4Q 2017 / 1Q2018 Contract Award – 2Q 2018	€8M
SSBA	Provide Evolution for Functional Services for Logistics C2 (LOG FS)	IFB release – 3/4Q 2017 Bid Closing – 4Q 2017 / 1Q2018 Contract Award – 2/3Q 2018	€40M

BUSINESS OPPORTUNITIES TO COME...

CORE ENTERPRISE SERVICES



Project	Projected Timeline	Estimated Value
P100 – Upgrade Information Portal Services	4Q 2018	€9.8M
P93 – Provide Unified Communication & Collaboration Services	4Q 2019	€9M

BUSINESS OPPORTUNITIES TO COME... CYBER SECURITY



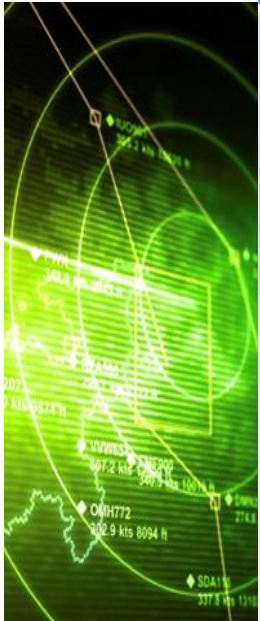
Project	Projected Timeline	Estimated Value
Cyber Security Technology Refresh	4Q 2018	€ 70M
CIS Security Enhancements	4Q 2018	€ 20M
Provision of Laptops	3Q 2017	€ 500K
Intel Licenses	3Q2017	€ 600K

BUSINESS OPPORTUNITIES TO COME... MANAGEMENT AND CONTROL



Project	Projected Timeline	Estimated Value
SATCOM Transmission Services (CP130)	3Q 2018	€ 1.2B
Upgrade NATO Response Force (NRF) Transportable Satellite Ground Terminals (TSGT) to Dual Satellite Operation (DSO)	2Q 2017	€ 44M
HF Beyond Line of Sight Access Points	2Q 2017	€ 140M

BUSINESS OPPORTUNITIES TO COME... JOINT INTELLIGENCE, SURVEILLANCE AND RECONNAISSANCE



Project	Projected Timeline	Estimated Value
INTEL-FS Spiral 2	IFB Release – 4Q2017	€17M
Third Party - NATO-owned Coalition Shared Data server(s) (CSD) to support the sharing and dissemination of JISR products for SHAPE.	IFB Release – 4Q2017	€8M

BUSINESS OPPORTUNITIES TO COME... COMMAND AND CONTROL



Project	Projected Timeline	Estimated Value
Provide FS for Environmental Support to Operations – Increment 1	IFB release – 3Q 2017	€9M
Provide Land C2 Information Services Phase 2 - Increment 3	2018 onwards	€6M
Provide FS for C2 of CBRN defence – Increment 1	2018 onwards	€10M
Provide FS for C2 of CBRN defence – BMD Increment 1	2018 onwards	€12M
Provide NATO Ballistic Missile Defence Functions in Bi-SC AIS - TOPFAS – BMD Increment 1	2018 onwards	€4M
Provide Combined Joint Situational Awareness, NATO Common Operational Picture (NCOP) – BMD Increment 1	2018 onwards	€4M

BUSINESS OPPORTUNITIES TO COME...


EDUCATION & TRAINING



Project	Projected Timeline	Estimated Value
Education, Training, Exercises and Evaluation (ETEE) Functional Services - Increment 1	IFB release – 3Q 2017	€ 9.2M
Education, Training, Exercises and Evaluation (ETEE) Functional Services – BMD Increment 1	2018 onwards	€ 9.6M

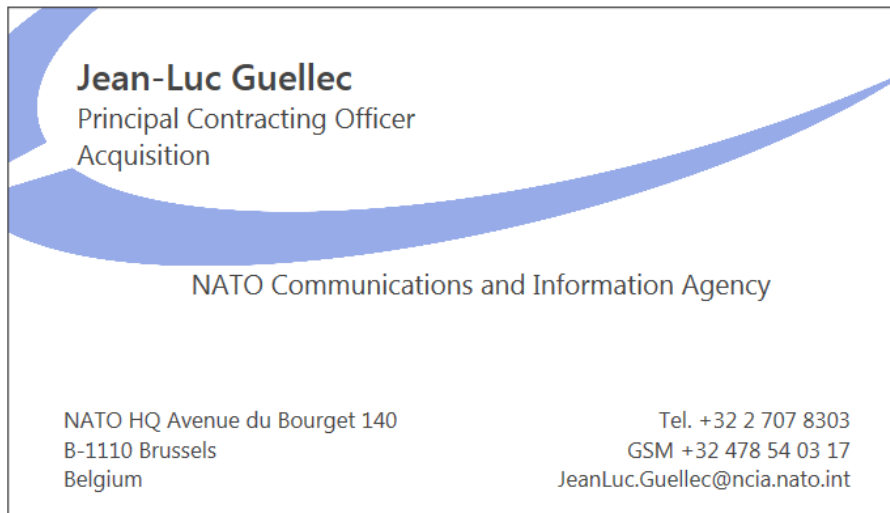
BUSINESS OPPORTUNITIES TO COME...

AIRC2 PROGRAMME OFFICE & SERVICES



Project	Projected Timeline	Estimated Value
Capability Package 0A1303Rev1 ACCS BMD1(ACCS adaptation for Territorial Ballistic Missile Defence)	2018 onwards	€150M
Capability Package 0A1303Rev1 ACCS BMD2 (ACCS adaptation for Territorial Ballistic Missile Defence)	2018 onwards	€150M

Questions ?



Jean-Luc Guellec
Principal Contracting Officer
Acquisition

NATO Communications and Information Agency

NATO HQ Avenue du Bourget 140
B-1110 Brussels
Belgium

Tel. +32 2 707 8303
GSM +32 478 54 03 17
JeanLuc.Guellec@ncia.nato.int

Back up Slides

What is a BOA?

A BOA is a two-stage contracting procedure:

1. Agreement on General Terms and Conditions.
2. Contract execution of a firm order placed.



Basic Ordering Agreements (BOAs)

- Quick and efficient method for procurement of commercially available CIS products and services
- NCIA negotiates standardised ordering agreements with major suppliers
 - Currently 808 vendors from 28 nations
 - “Most Favoured Customer” (MFC) terms and prices with suppliers = “Strategic Agreements”
- Have flexibility to:
 - (1) take advantage of MFC prices,
 - (2) compete between the BOAs
 - (3) shorten considerably the bidding time leading to contract award



BOA Steps



- Step 1 : Register for a BOA (cf. website NCI Agency)
 - Fill up the file (Competency, catalog...)
 - Certificate of Eligibility
 - Accept the General Conditions and Terms of the Programme
- Step 2 : Answer solicitation from the Agency or authorised party. Can also be used for sole source request
- The Database of BOA suppliers (buyline) is used as reference to establish bidders list (BOA procedure)

[Home](#)[About](#)[Our Services](#)[Opportunities](#)[Partners](#)[Employment](#)

Basic Ordering Agreement Orders (BOA)

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 ([BOA Bidders List Criteria](#)) 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.

NCI Agency BOA website

A list of product and service categories ([BOA Bidders List Criteria](#)) 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.

If you are interested in signing a BOA with the NCI Agency, please email the BOA Programme Coordinator at boa@ncia.nato.int and request a BOA Information Packet. You will receive a detailed file containing all background information, templates and instructions for the application process.



NATO Communications and Information Agency



Home | About | Our Services | **Opportunities** | Partners | Employment | Contact

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.

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.

Director Acquisition

Mr Peter Scaruppe



Opportunities

[Opportunities Home](#)

[Basic Ordering Agreement Orders \(BOAs\)](#)

[Standing Ordering Agreements \(SOA\)](#)

[Business Opportunities](#)

[NCI Agency Contract Notifications](#)

[Staying in Touch with the NCI Agency](#)

Current Opportunities - Bulletin Board

NCI Agency Website, Bulletin Board

SSSB Croatia Project

Reference: IFB-CO-14036-SSSB-HRV

NCIA Brussels

Contracting Officer: Jones, Michael

Bid release: February 2017

Bid closing: May 2017

[Download Notification of Intent](#)

Upgrade Geographic Information Services Increment 3

Reference: IFB-CO-14179-GIS

NCIA Brussels

Contracting Officer: Trébaol, Michel

Bid release: September 2017

Bid closing: January 2018

[Download the Notification of Intent](#)

Maintenance Service Contract for Data Centre at Lago Patria

Reference: IFB-NCIA-NP-17-04

NCIA Mons

Contracting Officer: Godimus, Yseult

Bid release: 13 March 2017

Bid closing: End of April 2017

[Download Notification of Intent](#)

Maintenance Service Contract for Data Centre at JFTC Bydgoszcz, Poland

Reference: IFB-NCIA-NCBY-17-02

NCIA Mons

Contracting Officer: Godimus, Yseult

Bid release: April 2017

Bid closing: End of June 2017

[Download the Notification of Intent](#)



NATO Communications and Information Agency



[Home](#)

[About](#)

[Our Services](#)

[Opportunities](#)

[Partners](#)

[Employment](#)

[Contact](#)

NCI Agency Contract Notifications

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 100,000) 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 March 2014-31 March 2014](#)
- [1 April 2014-30 April 2014](#)

Opportunities

[Opportunities Home](#)

[Basic Ordering Agreement Orders \(BOAs\)](#)

[Standing Ordering Agreements \(SOA\)](#)

[Business Opportunities](#)

[NCI Agency Contract Notifications](#)

[Staying in Touch with the NCI Agency](#)

[BOA FAQ](#)

NCI Agency Website, Contract Notif.



NATO UNCLASSIFIED

Contracts Awarded by NCI Agency Valued at EUR 100,000 and above

Reporting Period: 1 January– 31 January 2017

CONTRACTOR	NATION	DESCRIPTION	PROCUREMENT METHOD	EUR VALUE
HEWLETT PACKARD	Belgium	HPE Support contract to CSU Stavanger	ICB	221,949.54
PROXIMUS BELGACOM NV/SA	Belgium	Fixed Line Telephone Services	Sole Source	196,005.00
Microsoft BELUX	Belgium	MCS Senior Contractor	Sole Source	176,002.08
ORANGE BELGIUM	Belgium	Orange Mobile Telephone Services for 2017	Sole Source	167,895.00
Dow Jones	Belgium	RL- JISR - AOSS Project- FACTIVA Subscription 2017	Sole Source	120,497.13
IBM BELGIUM BVBA	Belgium	Consultancy Support	TO after ICB	101,356.64
RMC Relationship Management Consultants	Belgium	Implementation and support to the NCI Agency Enterprise Business Applications (EBA) project	ICB	7,496,831.00
Portakabin BE	Belgium	Temporary building extension - Porta-cabins Mons	Sole Source	392,913.51



NATO Communications
and Information Agency
Agence OTAN d'information
et de communication
Avenue du Bourget 140
1140 Brussels, Belgium