



Business med NATO

NATO Communications and Information Agency, NCIA

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Hvorfor bruge kræfter på NATO?

- NATO fællesfinansieret budget på ca. 2 mia. EUR/år
- Nationale inkøb ved NSPA for over 2 mia. EUR/år
- Langvarigt engagement
- Samarbejde i udvikling og forskning
- En række multinationalt finansierede programmer, f.eks. AWACS og AGS

NATO Communications and Information Agency

NCIA

- NATO fællesfinansieret budget for ca. 1 mia. EUR
 - Ca. 65% går til industrien
- Indkøb og drift for multinationale og nationale budgetter.
 - Ca. 150 mio. EUR pr. år

- Hvordan..?

www.ncia.nato.int



Contracting and

One of the main missions of the NCI Agency is the acquisition of complex systems and services – including cyber and missile defence – for the NATO Alliance. Our responsibilities under this mission range from the procurement of communication and information technology products to the procurement of complex major systems via International Cooperative Acquisition (ICA) and the procurement of complex major systems via International Cooperative Acquisition (ICA).

We invite you to browse the links below to find out more about our 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.

Current Opportunities - Bulletin Board

In chronological order to nearest bid closing time.

All dates stated are current best estimates.

- [Current Opportunities - Bulletin Board](#)
- [Basic Ordering Agreement Orders \(BOAs\)](#)
- [Standing Ordering Agreements \(SOA\)](#)
- [Business Opportunities](#)
- [Agency Contract Notifications](#)
- [Staying in Touch with the NCI Agency](#)
- [Cooperation with Nations](#)
- [Small and Medium Enterprises](#)

Acting Director Acquisition
Simona Rocchi



Opportunities

[Join NITEC19 to learn about upcoming business 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](#)

Business med NCIA

- Følg med på hjemmesiden!
- Meld til!
 - Basic Ordering Agreement – BOA
 - Declaration of Eligibility – via FMI Industrikontor
 - Sørg for sikkerhedsgodkendelser
- Byd på det, der spørges efter...!
- Vis interesse/følg med/skab forbindelser
 - NCIA Industry Days – NITEC (maj)
 - NATO Information Assurance Symposium – NIAS (okt)
 - NATO Industry Forum – NIF (nov)

Hvad er NATEX..?

- Udsendt af forsvaret, delfinansieret af deltagende virksomheder.
- Assisterende Militærrådgiver, fokus på industrirelationer og NCIA projekter
- En slags industriattaché i NATO
- Søger at hjælpe danske virksomheder med at gøre forretning med NATO.

*) National Technical Expert



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