

The Fundamentals of Doing Business with the NCI Agency

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Presentation Outline

- NCI Agency Acquisition Essentials
- Governing Rules and Procedures
- Applicable Procurement Strategies
- Participation in competition
- Highlights on Small Business Initiatives
- Focus on BOA Program





NCI Agency essentials: Acquisition key roles

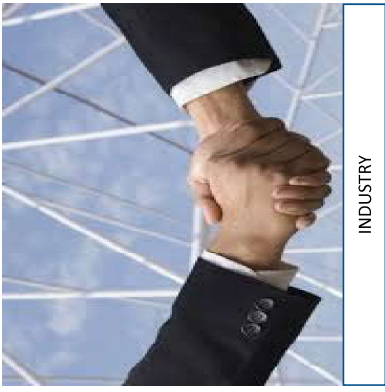
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Off the shelf
acquisition of
communication and
information
technology products
and services

2

COMPLEX
ACQUISITION
SYSTEMS

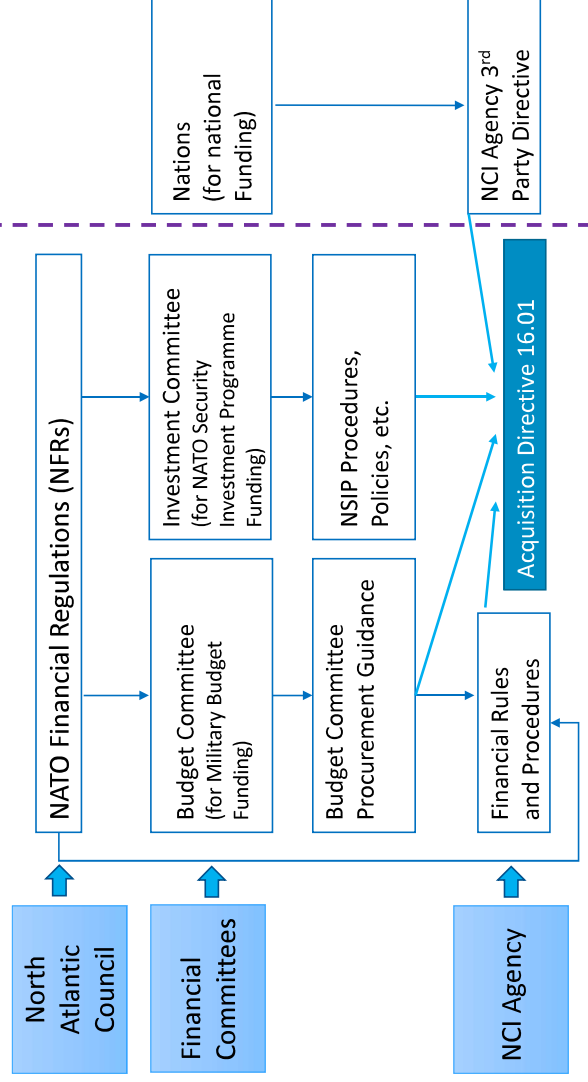
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INDUSTRY



Governing Rules And Procedures



CONSTRAINED
but

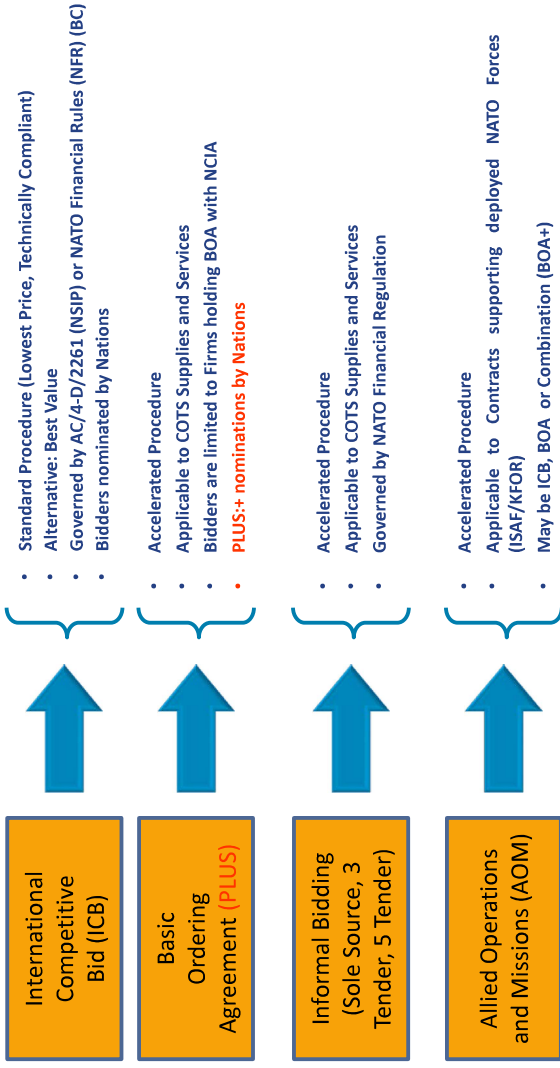


Fair &
Transparent





Applicable Procurement Procedures



NSIP	BC/TP
✓	✓
✓	✓
not used	✓
✓	✓



Applicable Procurement Thresholds

EFL Thresholds	Authorised Procurement Venue	Bidding Requirement	Deviation Approval Authority per Funding
			MB NSIP
< €500	Petty Cash	Single Source	
< €3K	Purchase Cards		
< €20K	Simplified Orders * Advertising not required		
≥ €20K < €40K	Simplified Orders Fast Track SS Advertised when practical on Agency Website	3 Tender	DACQ IC
≥ €40K < €160K	Simplified Orders Fast Track SS Advertised when practical on Agency Website	5 Tender	
> €160K	ICB Advertised on Agency Website	Formal Procurement (BOA, Full ICB, AOM) Full and Open Competition	BC
> €800K	ICB Advertised on Agency Website		

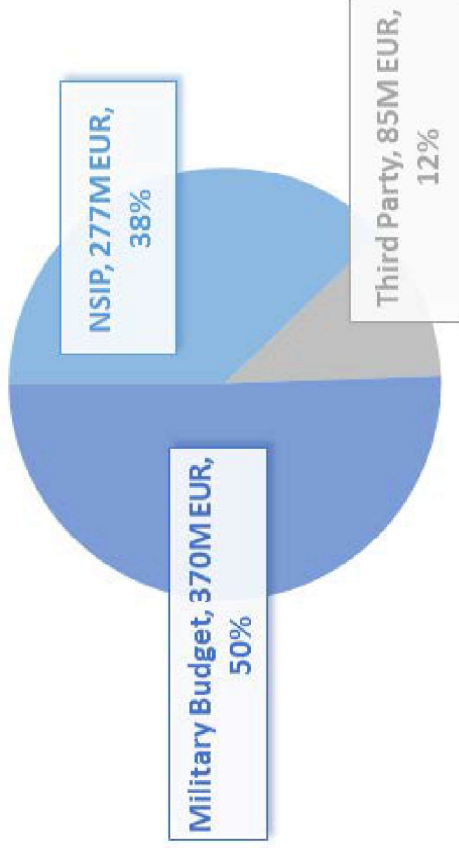
* Purchase Orders, BPAs, CPAs



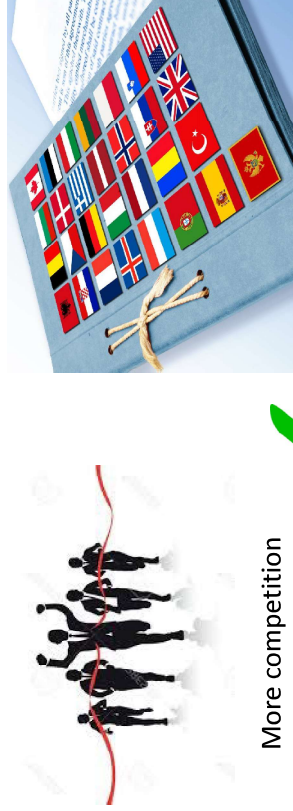


Business Volumes Past 18 Months

CONTRACTS VALUE PER FUNDING TYPE: OCT 16- MAR 18



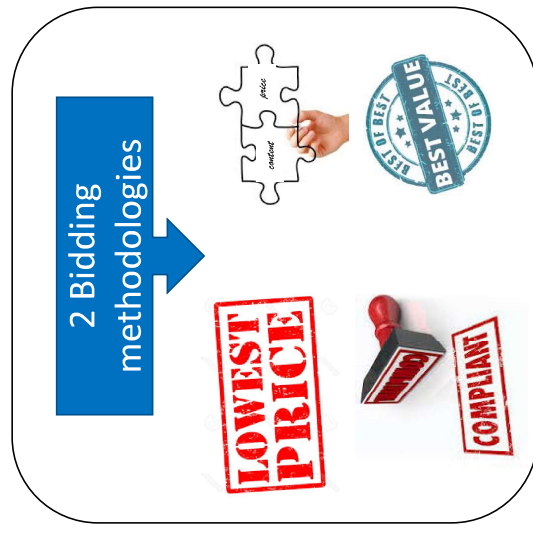
Participation In Competitions – NATO Financial Rules For International Bidding



More competition

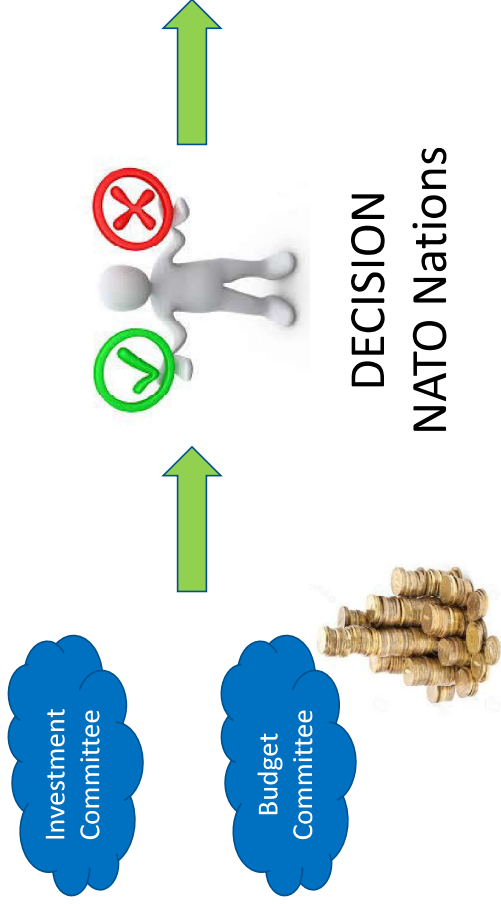


More opportunities

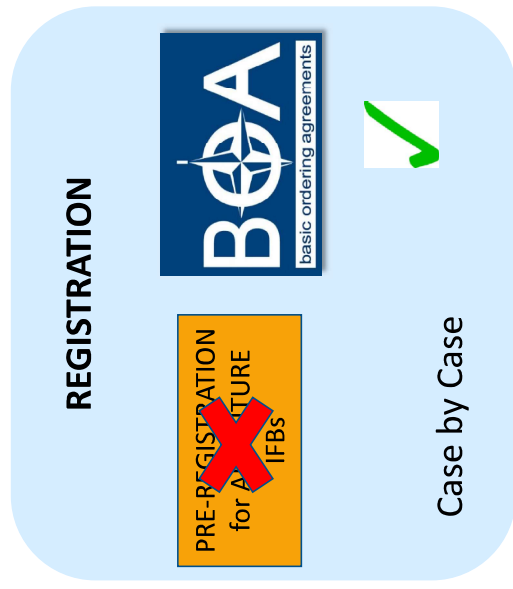




Participation In Competitions - Procurement Authorization Process



Participation in competitions - eligibility for industries





Participation in competitions - practical aspects

- Advertisement on:
 - Agency Portal: <https://www.ncia.nato.int/Industry/Pages/Home.aspx>
 - Agency Twitter account: NCIAAcquisition
 - Through NATO National Delegations and Embassies to Belgium
- Nominations by National authorities if ICB or AOM or addition of BOA holders to the bidders list in case of BOA competition
- Issuance of bidding documents to nominated/BOA companies



Small Business Initiatives: Targeted Activities

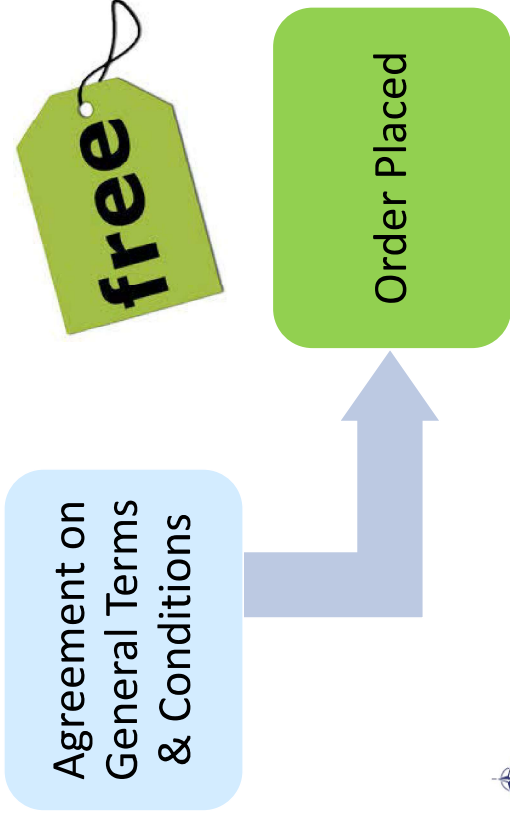
Mentoring Program



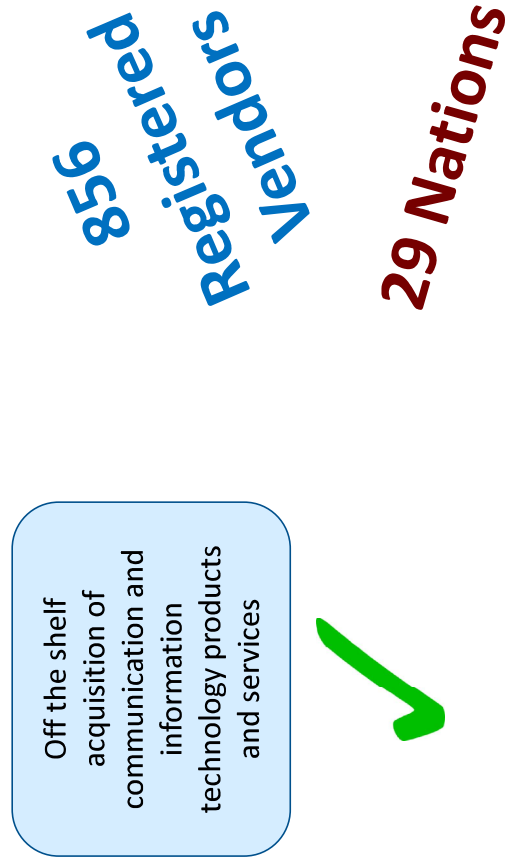


BOA Programme - What is a BOA?

2 STEPS PROCESS



BOA Programme - Principles





BOA Programme - Agency website



NATO Communications and Information Age

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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.

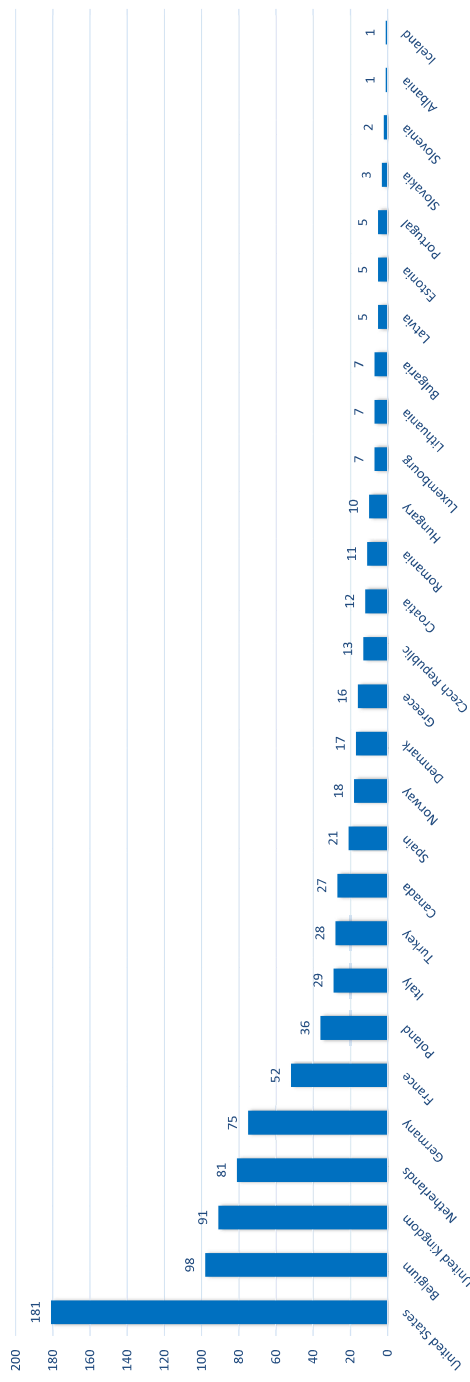
The aim of this procurement procedure is to provide Host Nations with an accelerated and cost-effective acquisition method for Commercial-Off-The-Shelf (COTS) products and services, respecting the principle of non-discrimination- and fostering an environment conducive to maximising the participation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



Statistics On Boa Programme – Active Boas

856 Active BOAs as of February 2018

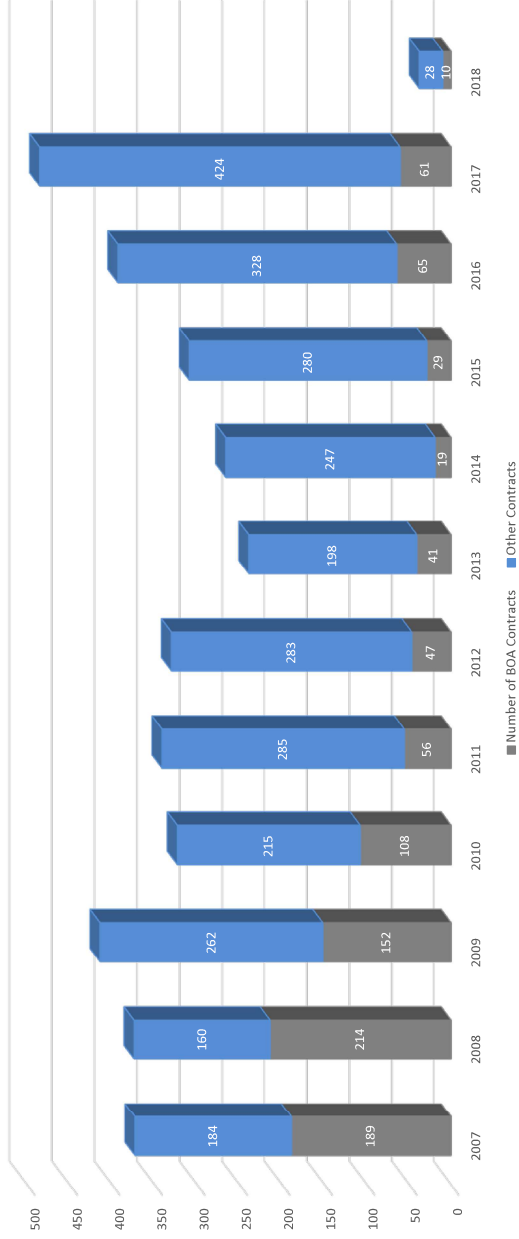


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Statistics On Boa Programme - Contracts

Number of BOA contracts as of Feb 2018



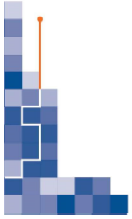
Key Take Aways

- Manage level of ambition
- Think long-term
- Team with others
- Get on the bidder's list
- Know your National delegation team (inc. NATEX)
- Follow the "Industry" section of NCI Agency website
- Follow NCI Agency on Twitter: NCIAAcquisition

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Trend Nou



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