



A photograph of three people in a meeting, overlaid with a blue tint. A woman on the left is pointing at a whiteboard with a marker. A woman in the middle and a man on the right are looking at the whiteboard and smiling. The man is wearing a military uniform.

Nordic Defence Industry Day

NATO Communications and Information Agency Introduction

Jennifer Upton, Chief of Acquisition, NCIA

PRESENTATION OUTLINE

| About the NCIA

| About the Acquisition Office

| Business Volume

| Business Opportunities

| NATO Edge

NCIA BUSINESS PORTFOLIO

Operations
& Exercises

Capabilities

Services

Technology
& Innovation

Academy

Direct CIS
Support

- | Provide rapid and direct support to operations and exercises
- | Develop and deliver digital solutions and critical capabilities
- | Support air and ballistic missile defence
- | Deliver essential technical and operational training
- | Connect NATO, nations and forces
- | Develop, operate and defend NATO networks

Our Footprint

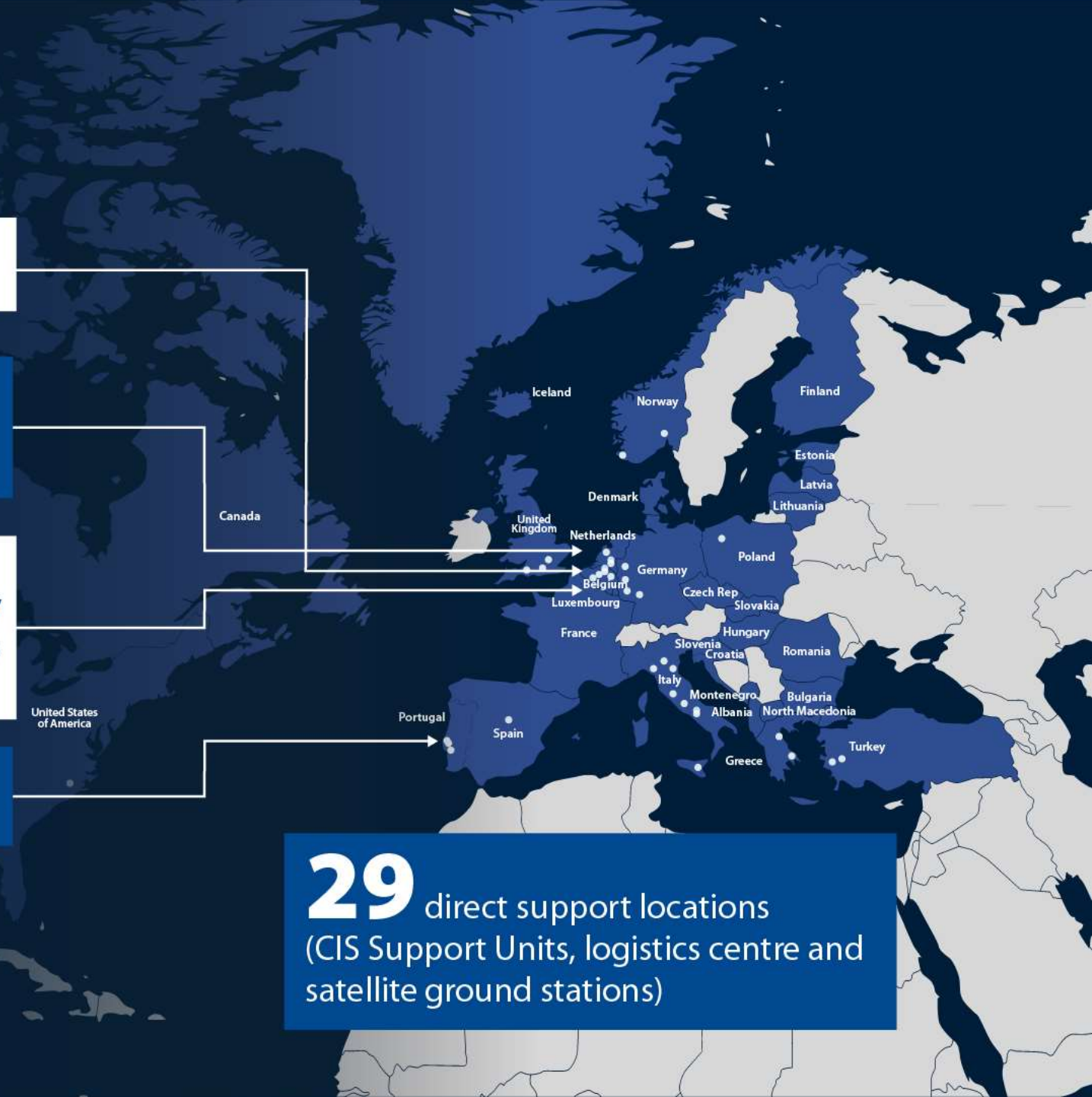
5
campuses

Brussels
Headquarters

The Hague
Software-intensive projects and
services Innovation

Mons - Braine-l'Alleud
Service operations and cyber security
IT infrastructure projects and services
Support to operations/exercises

Oeiras
NCI Academy



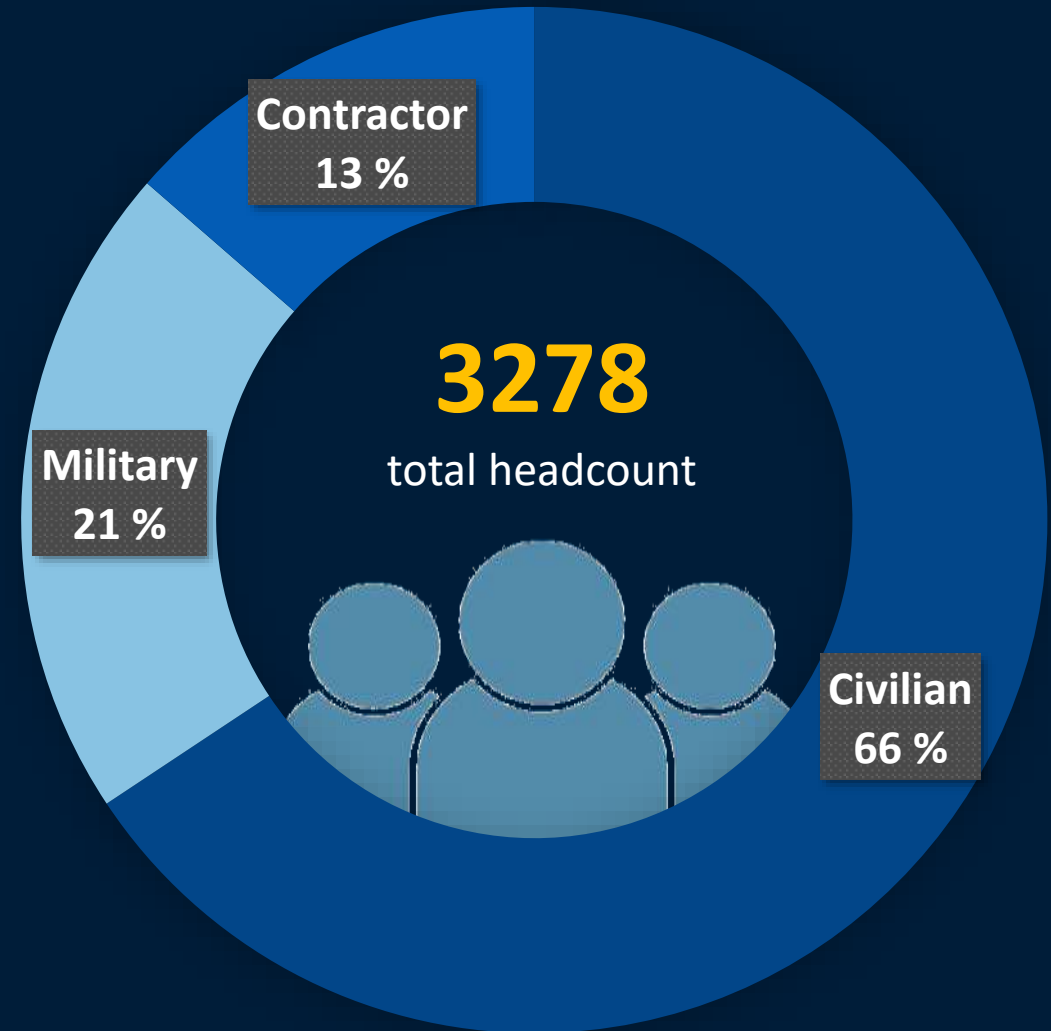
29 direct support locations
(CIS Support Units, logistics centre and
satellite ground stations)

Our People

Average age 47.1 years

Gender balance 79.9% male
20.1% female

Skills in demand Project management
Cyber security
Outsourcing expertise



Our Challenge

Dramatic demand signal: quantity *and* quality

- | 230% growth in NATO-wide budgets by 2030
- | High stakes driven by real-world events

**MORE,
FASTER,
EVERYWHERE.**



ACQUISITION OFFICE

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.



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.



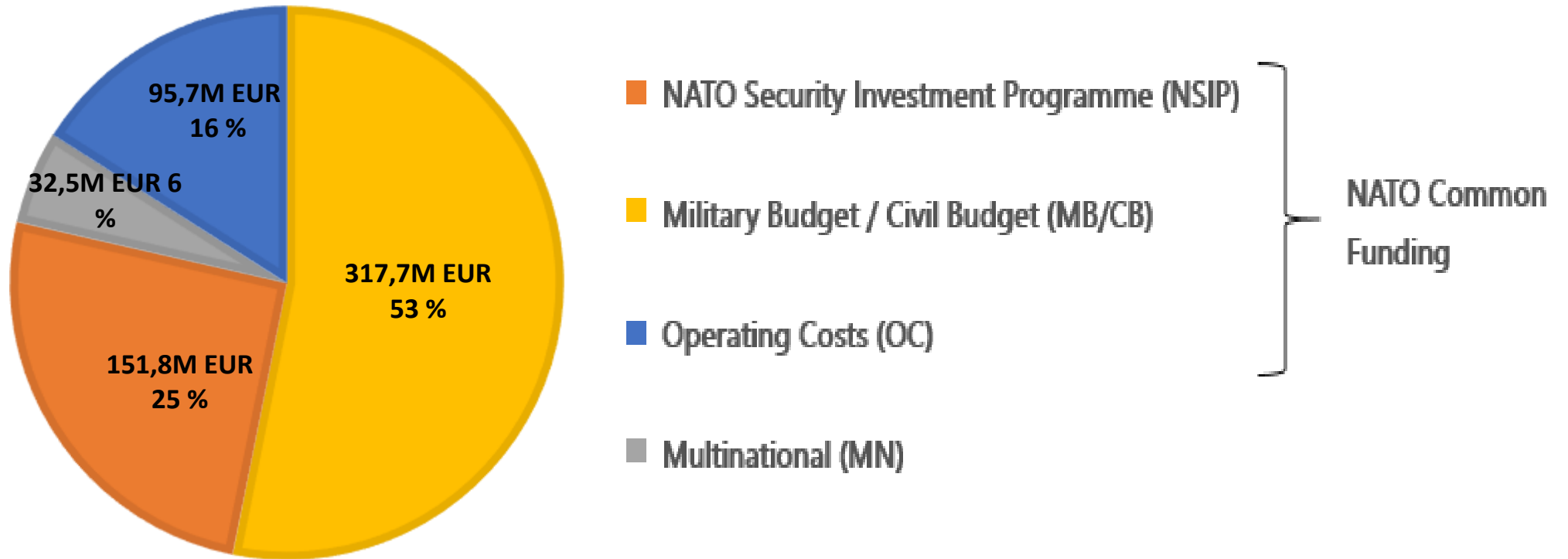
NCIA CHIEF OF ACQUISITION FOCUS

- | **Acquisition Reform** - to become a more attractive business partner and reduce costs of doing business with us
- | **Proactive Procurement** - to establish longer-term and more flexible procurement tools
- | **Fostering Partnerships** - with industry and nonprofits, optimizing communication with the market, increasing open exchange of information beyond a contractual period of performance



NCI Agency's procurement regulations are set by NATO. Any reforms to these rules are made by the member states.

CONTRACTED VOLUME 2023: 597.5M EUR



NATO Common Funding represents the majority of NCI Agency procurements and follows NATO procurement regulations. It is governed by NATO committees, which are composed of all NATO nations

CONTRACTS VALUE BY NATIONAL INDUSTRIES 2023

2023			
Rank	Country	EUR value	Percentage
1	Belgium	209,389,794	35.04%
2	United Kingdom	87,188,174	14.59%
3	The Netherlands	84,283,529	14.10%
4	United States	70,410,032	11.78%
5	Spain	27,542,052	4.61%
6	France	26,872,471	4.50%
7	Poland	15,171,024	2.54%
8	Germany	14,585,963	2.44%
9	Norway	13,460,428	2.25%
10	Italy	9,466,488	1.58%
11	Bulgaria	8,043,998	1.35%
12	Romania	5,520,014	0.92%
13	Canada	4,897,697	0.82%
14	Turkey	4,884,031	0.82%
15	Portugal	4,130,326	0.69%
16	Slovakia	3,603,381	0.60%
17	Ireland	3,514,874	0.59%
18	Croatia	1,396,622	0.23%

2023 (continued)			
Rank	Country	EUR value	Percentage
19	Hungary	1,318,917	0.22%
20	Greece	484,872	0.08%
21	Luxembourg	404,899	0.07%
22	Czech Republic	355,160	0.06%
23	Denmark	306,786	0.05%
24	Switzerland	64,193	0.01%
25	Latvia	63,233	0.01%
26	Ukraine	61,201	0.01%
27	Finland	49,671	0.01%
28	Lithuania	28,006	0.00%
29	Japan	16,456	0.00%
30	Sweden	9,825	0.00%
31	Albania	7,920	0.00%
32	Slovenia	7,500	0.00%
33	Austria	3,981	0.00%
34	Iceland	3,967	0.00%
35	Serbia	1,400	0.00%
Grand Total		597,548,887	100.00%

5 STEPS OF DOING BUSINESS WITH US

- | **STEP 1: Check out our open competitions**
- | **STEP 2: Register for Neo eProcurement (and BOA Programme)**
- | **STEP 3: Obtain a Declaration of Eligibility (DoE), if required**
- | **STEP 4: Prepare a competitive bid**
- | **STEP 5: Learn from the process and stay informed**

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



<https://www.ncia.nato.int/business/neo-eprocurement/registration.html>



NATO EDGE 24

- | 3-5 December, Tampa (Florida), USA: <https://natoedge24.nato.int/>
- | NATO's biggest technology and business event: 3.000+ attendees and 150+ exhibitors across 32 nations and all C4ISR opportunities.
- | Themes: Cloud, Cyber, AI, Sourcing and Partnerships.
- | Opportunities for industry:
 - | **Attend:** Network with NATO officials, NCIA experts, national government/military representatives, industry peers and partners.
 - | **Learn:** Explore NCIA's upcoming business opportunities, technology roadmaps and how you can work with other NATO partners.
 - | **Exhibit:** Show us your capabilities and solutions.



NATO EDGE 24

