



SUPREME HEADQUARTERS
ALLIED POWERS EUROPE



Doing Business with Allied Command Operations (ACO)

Carlo F. Giacomello, Acting ACO Head of Contracts,

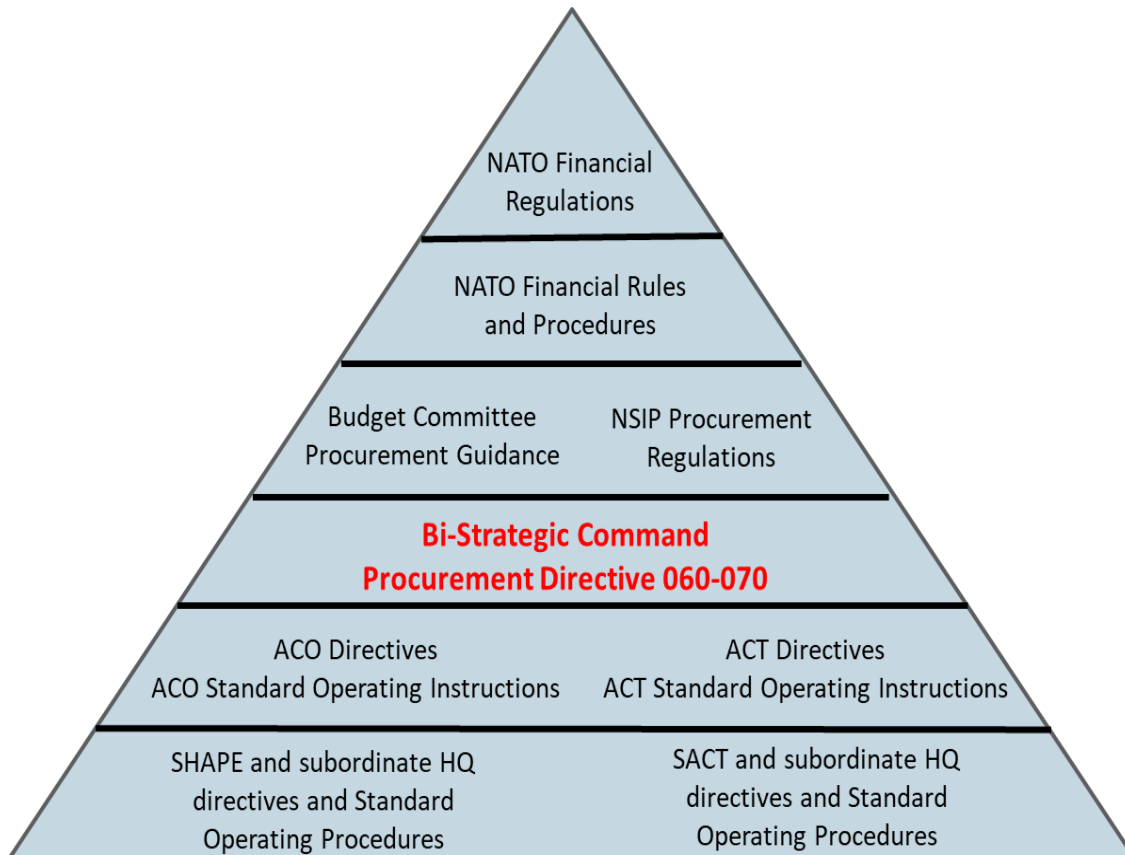
Acquisition Management Branch, FINAC

Supreme Headquarters Allied Powers Europe (SHAPE)

NON SENSITIVE INFORMATION RELEASABLE TO THE PUBLIC

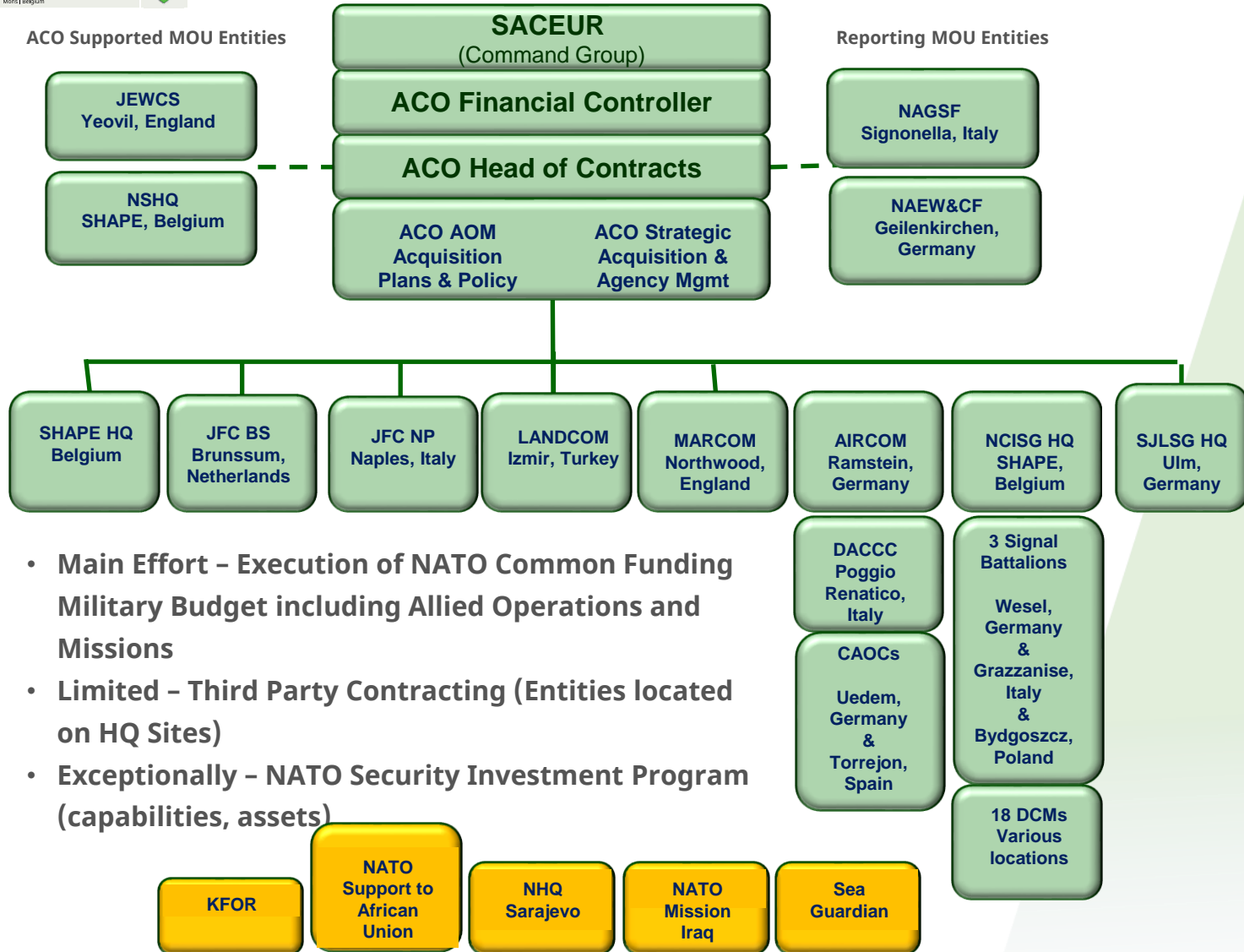
Procurement Authority

Each NATO Body exercises procurement authority for its requirements whether conducted with organic means and/or through an agent.



- As with all organizations there are applicable governing documents.
- When ACO acts as the Procurement Authority, it is subject to the **Bi-SC Procurement Directive 60-70**
- Act on behalf of the Strategic Commander and Subordinate Commanders at the local level.
- Each NATO Body has a Head of Contracts/Director of Procurement/Chief of Acquisition responsible for the function.
- Only Purchasing and Contracting Officers of an organization can legally authorize for the procurement of goods and services based on a Procurement Warrants approved by Chiefs of Staff on behalf of the Commander.
- Procurement supports all functionalities in the headquarters structure on matters of procurement management and support.
- Mix of Civilian and Military contracting personnel.

Scope of ACO Procurement



- Main Effort - Execution of NATO Common Funding Military Budget including Allied Operations and Missions
- Limited - Third Party Contracting (Entities located on HQ Sites)
- Exceptionally - NATO Security Investment Program (capabilities, assets)

- ACO with its Headquarters (HQ) at SHAPE Belgium has subordinate commands across various locations and regions within SACEUR's area of interest.
- Geographic spread and unique aspects to all countries
- Average spend ranges from 500 to 700 Million Euros annually
 - including purchases of goods and services through NATO and National Agencies
 - Including purchases in support of Allied Operations and Mission

Competition Requirements

- As per Article XXXII of the NATO Financial Rules and Procedures.
- Formal Competitions Notice of Intent (NOI) sent to all NATO Delegations requesting potential interested industry in their Nations.

	Amount	Number of Offers	Contract Award Decision	Contract Signature	Deviation Authority
Simplified	0 EUR 3,000 EUR	Purchase Card Program	Contracting Officer	Contracting Officer (0-80,000 EUR)	HQ Financial Controller <160,000 EUR
	0 EUR 20,000 EUR	Single Tender (1 Offer)			
	20,001 EUR 40,000 EUR	Solicit 3 Offers			
	40,001 EUR 160,000 EUR	Solicit 5 Offers			
Formal	160,001 EUR & Above	International Competitive Bidding	Contract Award Committee	Contracting Officer & Financial Controller (80,001 EUR & Above)	ACO Financial Controller <800,000 EUR Budget Committee

Planned Formal Competition

5 YEARS ACQUISITION PLAN (ABOVE EFL LEVEL D)

NATO BODY	DESCRIPTION	CONTRACT DURATION (YEARS)	ESTIMATED VALUE (EUR)	INDICATIVE TIMELINES
ACO	Provision of IPSAS Training for NATO Personnel	1+4	500,000	FY 2022
ACO	Provision CBRN Equipment for Deployed NATO Civilians	1+4	1,000,000	FY 2022
AIRCOM	Maintenance of Security System	1+4	435,000	FY 2022
AIRCOM	Provision of Electronic Warfare Services	1+4	4,800,000	FY 2022
JFCBS	Windows Cleaning	1+4	200,000	FY 2022
JFCBS	Painting and Decoration Works	1+4	200,000	FY 2022
JFCBS	Electrical Installation Works	1+4	250,000	FY 2022
JFCBS	Structural Works	1+4	250,000	FY 2022
JFCBS	Maintenance and Repairs HQ Vehicles	1+4	250,000	FY 2022
JFCBS	Leased Vehicle Fleet	1+4	540,000	FY 2022
JFCBS	ADP Consumables ¹	1+4	650,000	FY 2022
JFCNP	HVAC Ductwork Cleaning	One time	200,000	FY 2022
JFCNP	Office Furniture	1+4	300,000	FY 2022
JFCNP	MWA General Manpower for International Store	1+4	300,000	FY 2022
JFCNP	Multimedia Services	1+4	450,000	FY 2022
JFCNP	Leasing of Vehicles at Different NMI Locations	5	613,400	FY 2022
JFNCP	Custodial Cleaning Services	1+4	10,000,000	FY 2022
JFNCP	Electricity and Natural Gas	26 months	14,200,000	FY 2022
KFOR	Procurement of a Fire Truck	One time	400,000	FY 2022
KFOR	Printing of KFOR Magazine	1+4	700,000	FY 2022
KFOR	NATO Maintenance Support Contract for KFOR HQ	1+4	10,000,000	FY 2022
LANDCOM	Replacement of CBRN Sensors and Filters at Diskohit	One time	180,000	FY 2022
LANDCOM	Replacement of Power Generators at Discohit	One time	300,000	FY 2022
NAEW&CF	Food Contract	1+4	2,700,000	FY 2022
NAGSF	Provision of Forklifts	1	300,000	FY 2022
NAGSF	Provision of Duty Free Supplies	1+4	1,500,000	FY 2022

- 5 year plan for Formal Competition is submitted annually to the Budget Committee and posted on the ACO Portal
- Extract below is indicative of the type of planned procurement ACO conducts.

NAGSF	Facility Maintenance	1+4	6,000,000	FY 2022
SHAPE	Provision of Civil Works Services	3+2	7,500,000	FY 2022
SHAPE	Four-Year Operational Lease of Two (2) Business Vehicles	4 fixed	220,000	FY 2022
SHAPE	Lease of Reprographic Equipment	3+2	600,000	FY 2022
SHAPE	Provision of Electrical Supplies	1+4	1,250,000	FY 2022
SHAPE	Maintenance of Electrical Installations and Provision of Electrical Works	3+2	36,000,000	FY 2022
JFCBS	Provision of Lease Vehicles for Command Group	5	1,000,000	FY 2023
KFOR	Laundry Services	1+4	750,000	FY 2023
NAEW&CF	External Internet Connection	1+4	225,000	FY 2023
NAEW&CF	Printing, Copying, Scanning Service	1+4	525,000	FY 2023
NAEW&CF	Mobile Phones and SIM Cards	2+3	625,000	FY 2023
NHQSA	Mobile Phone Services	1+4	220,000	FY 2023
SHAPE	Removal of Waste Services for the SHAPE Compound	3+2	2,500,000	FY 2023
SHAPE	Lease Armoured Vehicle (SACEUR)	4 fixed	500,000	FY 2023
SHAPE	Provision of Transportation Services at SHAPE HQ	4 fixed	1,500,000	FY 2023
SHAPE	Maintenance of Mechanical/Electrical Installations in the SHAPE Command Centre	1+4	10,000,000	FY 2023
SHAPE	Provision of Custodial Services to the SHAPE Compound Facilities	3+2	20,000,000	FY 2023

Through NATO Business Portal

<https://www.nato.int/cps/en/natohq/62249.htm>

NATO BUSINESS PORTAL

This portal was designed to guide readers through the business opportunities offered by various NATO bodies and organisations. It is a gateway to more detailed information, accessible on the respective organizations' websites, which may require security credentials.

The importance of a stronger relationship with industry was acknowledged at recent NATO Summits in Lisbon and Wales. NATO has developed a [Framework for NATO-Industry Engagement \(PDF\)](#) which is currently guiding the development of initiatives for implementation.

To fulfill its mission NATO needs capabilities, which are primarily developed by industry; consequently the organisation has developed a spectrum of relationships with industry. At the non-contractual or pre-competitive level NATO interacts with industry through the NATO Industrial Advisory Group (NIAG), the Framework for Collaborative Interaction (FFCI), the NATO Industry Cyber Partnership (NICP) and the [NATO-Industry Forum](#), as well as through conferences, symposia and seminars. At contractual level the relationship with industry is governed by NATO procurement rules and primarily managed by NATO Agencies.

≡ LINKS

- › [NATO Industrial Advisory Group \(NIAG\)](#)
- › [NATO Industry Cyber Partnership \(NICP\)](#)
- › [Allied Command Transformation \(ACT\)](#)
- › [Allied Command Operations \(ACO\)](#)
- › [Science and Technology Organisation \(STO\)](#)
- › [NATO Communications and Information Agency \(NCIA\)](#)
- › [NATO Support and Procurement Agency \(NSPA\)](#)
- › [NATO HQ Procurement Service](#)
- › [Defence Investment Division \(DI\)](#)

ALLIED COMMAND OPERATIONS ACQUISITION MANAGEMENT

- Useful information is available on this page through a number of links.
- ACO operates on an e-bidding portal where suppliers can register and have visibility on business opportunities.
- One will also find the latest opportunities with the option to view all opportunities.

+ VIEW ALL OPPORTUNITIES

DO BUSINESS WITH ACO

Welcome to the Allied Command Operations (ACO) Acquisition Management website.

On this site you can find useful information on how to do business with ACO. The site also provides information about current and/or future ACO business opportunities.

Commodities and services are in principle procured through [International Competitive Bidding \(ICB\)](#) and/or [Simplified Procurement](#) procedures, in accordance with the [Bi-SC Command Procurement Directive 060-070](#).

Firms interested in becoming a potential candidate for source selection are strongly encouraged to complete the [Vendor Registration Process](#).

Registration is required when the competitive process is conducted through use of the [ACO electronic bidding portal](#).

All ACO Purchasing and Contracting personnel observes a "zero tolerance" policy and does not accept any type of gift or any offer of hospitality. Suppliers are therefore expected not to offer any gift or hospitality. Any item received from vendors, even of nominal value, will be returned to the vendor or donated to charity.

For any further information, please [contact us](#).

- For a Five Year view of the planned procurement activities a few self-explanatory clicks one can find the plan
- The plan is subject to change and is updated annually once reported to the Budget Committee in early April annually.
- One may find a number of other useful information such as a link to the Vendor Registration Process on these pages.

BUSINESS WITH ACO

Firms interested in becoming a potential candidate for source selection are strongly encouraged to complete the [Vendor Registration Process](#).

- ▶ Future Business Opportunities
- ▶ International Competitive Bidding (ICB)
- ▶ Other solicitations

FUTURE BUSINESS OPPORTUNITIES

The purpose of this page is to anticipate to the industry any potential requirement that SHAPE and its subordinate Commands might be advertising in the future. This includes request for information, pre-solicitation or pre-proposal conferences, site visits, etc. For executing procurement activities within ACO HQs, the overarching goal is to maximize competition to the greatest extent practicable amongst eligible sources.

- ▶ Notifications of Intent (NOI)
- ▶ Request for Information (RFI)
- ▶ Expression of Interest (EOI)
- ▶ Planned Solicitations

PLANNED SOLICITATIONS

This Section contains information on International Competitive Biddings (ICBs) that ACO Commands are planning to release in the incoming years. For more information on any specific planned solicitation please contact the relevant Contracting Office. For the full ACO Contracting Offices - Point Of Contact List [click here](#).

The ACO-wide 5-years ICB plan for the 2021-2025 timeframe (planned solicitations valued in excess of EFL Level D) is [available here](#).

Key Take-Away

- **Allied Command Operations (SHAPE) is one of the key drivers for procurement opportunities in terms of defining the requirements.**
- **Procurement in NATO organization based with some common principles but each NATO Body has its own Procurement Authority.**
- **ACO makes use of a number of different procurement methods and regularly procures services from NATO and National Agencies who act as purchasing agent, therefore it is advisable to also frequently check the Agencies Sites.**
- **Commercial Support to Operations is mission specific which may change the terms and conditions however all this will be made clear in the solicitation packages.**
- **Visit our site for more useful information included how to contact us should you have questions remaining.**

Available for Questions

Disclaimer

“The views presented are those of the presenter and not necessarily those of Allied Command Operations or NATO or any of its Member Nations. NATO promotes integrity and fair treatment in its dealings with commercial entities. This presentation provides factual information, already publicly available. Nothing is intended to suggest that participating companies or persons will be afforded preferential treatment in any future dealings with ACO entities or any other NATO entity.”