

# NATO Procurement

## Key Principles and Lessons Learned

Presented by:

Mr Kevin Mills, FCIPS  
Head of Procurement  
NATO - Allied Command  
Transformation



# Presentation Goal

- Procurement support to NATO Allied Command Transformation (ACT)
- Outline How NATO Procurement Works
- Highlight Special Allied Command Transformation Contract Requirements
- Offer Further Opportunities for Industry Engagement with NATO
- Highlight Lessons Learned for Industry consideration

# Disclaimer

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# NATO Contracting: Overarching Principles

- Integrity
- Competition
- Transparency
- Value for Money
- Fair Treatment
- Positive Business Partnering
- Professional Proficiency

# Common Guidelines

- Company must be from a NATO Nation
- Exemption from TAX/VAT
- 12 Month Base Period of Performance
  - Maximum 4 Option Periods
  - Increasing use of contracting for specific deliverables/outputs/work packages
- Payments 30 Days or Less (Cash Flow Consideration)
- Market Research Standard
- All Contracts over € 40K Awarded by Contracts Award Committee (CAC)

# ACT Special Requirements

- Compliance with National Export Control Regulations
- ACT Specific General Terms and Conditions
  - Contractor certifies compliance with all local and national laws
  - NATO or National Security Clearances may be required
- Statement of Work
  - Detailed technical requirements
  - Technical evaluation matrix ('self check')
  - Key Milestones

- **Procurement Phase (Bidding phase)**
  - Have I fully understood the requirement/customer needs?
  - Does my proposal meet all technical requirements?
  - Are all aspects of the tender documents clear/complete?
  - Have I read all Q&A's that have been posted?
  - Does my proposal provide the bid evaluation team with sufficient information to make an assessment against the evaluation criteria?
  - Do I comply with past performance criteria?
  - Does my proposal need to be in a particular format?
  - When/where/what time zone is my proposal due?
  - Review, review, review...

- **Procurement Phase (Contract award)....**
  - **Congratulations!**
  - Verify contract award information
  - Contract kick off meeting
    - Understand expectations
    - Review of deliverables/KPI's
    - Develop relationship with key players
  - Sub-contract arrangements
  - Key personnel in place
  - On site arrangements
    - Security/Access
    - Equipment
    - Shared objectives/information/documentation



- **Post Procurement Phase (Aim: Successful Contract Execution)**
- Establish strong working relationship from the outset
- Key Milestones/Review Points/KPI's
  - Assets/information/IPR/People in place
- Effective Contract Management
  - Documentation
  - Lessons Learned
- Risk Management
- Collaborative approach to challenges and opportunities (Customer/Suppliers)
- Ethical considerations
- Contract audit and reporting requirements
- Successful contract delivery and execution... **and follow on business.....!**

# NATO Business Portal

<http://www.nato.int>

*Click: Organisation/Business Opportunities* 



**Thank you for your attention  
and contribution.**

**Questions?**