



U.S. Department of Commerce NATO Business Opportunities



Office of Strategic Industries and
Economic Security
Bureau of Industry and Security



International Competitive Bidding

- NATO requires the implementation of the International Competitive Bidding (ICB) process for high-value infrastructure procurements.
- The contracting entity may be a NATO agency (ex., NAMSA, NC3A), NATO command, or NATO-member government.
- The Department of Commerce announces upcoming NATO ICB procurements on the Federal Business Opportunities (FedBizOpps) website:
 - <http://www.fbo.gov>

Qualifying for NATO ICB

- The Department of Commerce approves for participation in NATO ICB those firms with facilities located in the United States.
- Firms are approved for participation on a facility-by-facility basis. For each facility that a firm wants considered for NATO ICB, it submits a one-time NATO ICB application. The application can be found here:

http://www.bis.doc.gov/defenseindustrialbaseprograms/OSIES/NATO_programs/index.htm

- The Department of Commerce announces NATO ICB procurements on the Federal Business Opportunities (FedBizOpps) website:

<http://www.fbo.gov/>

Search *Department of Commerce / Bureau of Industry & Security.*

Requesting a Declaration of Eligibility

- Firms that have been approved for participation in NATO ICB are nominated to the bidders list for a particular NATO ICB procurement using a Declaration of Eligibility (DOE). Whenever an approved firm sees a NATO ICB procurement that is of interest, it sends an e-mail to the Department of Commerce that includes the following:
 - 1) the title and/or solicitation number of the procurement
 - 2) the name/phone/FAX/email of the firm's point of contact
- The Department of Commerce will follow up by issuing a DOE for that procurement. The contracting entity will use the point-of-contact information provided on the DOE when distributing the bid documents.

NATO ICB in CY 2010

- NATO ICB procurements announced on FedBizOpps: 32
- U.S. firms new to NATO ICB: 47
- U.S. firms actively participating in NATO ICB: 70

Additional NATO Opportunities

- Companies may pursue non-ICB opportunities by registering directly with the following NATO entities:
 - NATO Maintenance and Supply Agency (NAMSA)
Source File
<https://www.natolog.com/public/>
 - NATO Consultation, Command, and Control Agency (NC3A)
Basic Ordering Agreement (BOA)
<https://industry.nc3a.nato.int/>
 - Supreme Headquarters Allied Powers Europe (SHAPE)
<http://www.aco.nato.int/finance.aspx>
 - Supreme Allied Commander Transformation (SACT)
<http://www.act.nato.int/organization/contracting>

NATO ICB Points of Contact

Primary Point of Contact

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