European Region Engineer Capabilities Workshop

Welcome to Planning, Design, Construction, and Operations Programs

Moderator: Brian Osborn, CDM Smith

Speakers:

- Col. Matthew Tyler, P.E., USA, Commander, USACE Europe District
- Cdr. Andy Litteral, CEC, USN, Assistance Operations Officer, NAVFAC EURAFSWA
- Jeffrey Domm, Chief, EuropeDivision, AFCEC
- Stuart Ruxton, Chief, Engineer Branch, Logistics Programmes & Operations Directorate, NATO Support and Procurement Agency
Vision
Engineering solutions for the Nation’s toughest challenges.

Mission
Deliver vital engineering solutions, in collaboration with our partners, to secure our Nation, energize our economy, and reduce risk from disaster.

Priorities: USACE Campaign Plan
• Support National Security
• Transform Civil Works
• Reduce Disaster Risks
• Prepare for Tomorrow
“As a result of the changing environment, EUCOM together with NATO, has instituted a comprehensive shift from assurance to deterrence.” – General Curtis M. Scaparrotti, EUCOM Commander
“It is up to us to bring forward creative and viable solutions ... in building a secure, a stable and prosperous African continent.”
- Gen. Thomas D. Waldhauser, AFRICOM Commander
OUR PARTNERS

Armed Forces
► U.S. European Command
► U.S. Africa Command
► U.S. Army Europe
► Installation Management Command - Europe
► U.S. Air Forces in Europe/Air Forces in Africa
► U.S. Army Africa
► Special Operations Command, Europe
► Special Operations Command, Africa
► U.S. Navy Region, EURAFSWA

Department of Defense Agencies
► Missile Defense Agency
► Department of Defense Medical
► Department of Defense Education Activity-Europe
► Defense Commissary Agency
► Defense Logistics Agency
► Army and Air Force Exchange Service

Other Governmental Agencies
► U.S. Department of State
► Millennium Challenge Corporation
► Government of Israel (Ministry of Defense – MOD)
OUR MISSION LINES

**MILCON**
- Military Construction Army (MCA)
- Military Construction Air Force (MCAF)
- Department of Defense – Medical (DoDM)
- Department of Defense Education Activity – MILCON
- Missile Defense Program
- Army Family Housing (AFH)

**Operations and Maintenance**
- Operations and Maintenance Army & Air Force (OMA & OMAF)
- Environmental (Army & Air Force)

**International and Interagency Support**
- Foreign Military Sales (FMS) – Israel
- Family and Morale, Welfare and Recreation Command (FMWRC)
- DeCA / AAFES
- EUCOM / AFRICOM Support (USAID, MCC, Humanitarian Assistance, etc.)
1. Missile Defense Program

2. Rhine Ordnance Barracks Medical Center Replacement (ROBMCR)

3. Department of Defense Education Activity – Europe (DoDEA-Europe)

4. European Reassurance Initiative (ERI)

5. European Infrastructure Consolidation (EIC)

6. EUCOM Support

7. AFRICOM Support

8. Israel FMS

9. Installation Support

10. Environmental Prog.
MILCON Program in Europe District AOR

(MILCON Project Locations FY15-18)

**MILCON Workload FY15-18 by Country ($000)**

<table>
<thead>
<tr>
<th>Country</th>
<th>Workload</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>1,633,682</td>
</tr>
<tr>
<td>Poland</td>
<td>461,100</td>
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<tr>
<td>Romania</td>
<td>58,400</td>
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<tr>
<td>Belgium</td>
<td>41,626</td>
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<tr>
<td>Estonia</td>
<td>31,280</td>
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<tr>
<td>Turkey</td>
<td>20,449</td>
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<tr>
<td>Bulgaria</td>
<td>16,600</td>
</tr>
<tr>
<td>Lithuania</td>
<td>16,120</td>
</tr>
<tr>
<td>Latvia</td>
<td>10,710</td>
</tr>
</tbody>
</table>

*Only remaining increments for the ROBMCR are included in the USAG-RP program numbers.*
DoDEA-Europe Projects
(USACE Managed)

<table>
<thead>
<tr>
<th>Program Phase</th>
<th># of Projects</th>
<th>PA Amt ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Design</td>
<td>11</td>
<td>$513.8</td>
</tr>
<tr>
<td>Construction</td>
<td>6</td>
<td>$383.7</td>
</tr>
<tr>
<td>Complete</td>
<td>6</td>
<td>$220.7</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>23</strong></td>
<td><strong>$1,118.2</strong></td>
</tr>
</tbody>
</table>

- **Brussels ES-MS-HS**
  - FY15, $41.6M
- **Europe West DSO**
  - FY19, $8.0
- **SHAPE ES-MS**
  - FY10, $37.2M
- **SHAPE HS**
  - FY11, $66.9M
- **Spangdahlem MS-HS**
  - FY12, $86.8M
- **Spangdahlem ES**
  - FY18, $79.1M
- **Kaiserslautern HS**
  - FY10, $73.8M
- **Vogelweh ES**
  - FY13, $61.4M
- **Ramstein HS**
  - FY14, $98.8M
- **Kaiserslautern ES**
  - FY14, $49.9M
- **Sembach ES-MS**
  - FY17, $45.2M
- **Wiesbaden HS**
  - FY13, $52.0M
- **Hainerberg ES**
  - (Wiesbaden) FY14, $58.9M
- **Wiesbaden MS**
  - FY14, $50.8M
- **Aukamm ES**
  - (Wiesbaden) FY19, $42.4M
- **Netzaberg MS Addition**
  - (Grafenwoehr) FY12, $6.5M
- **Grafenwoehr ES**
  - FY16, $38.1M
- **Ansbach MS-HS Expansion**
  - FY12, $11.6M
- **Boeblingen ES**
  - (Stuttgart) FY10, $50.8M
- **Boeblingen HS**
  - (Stuttgart) FY11, $47.7M
- **Patch ES**
  - (Stuttgart) FY16, $49.4M
- **Robinson ES**
  - (Stuttgart) FY18, $46.6M
- **Garmisch ES-MS Addition**
  - FY16, $14.7M

Design: 11 projects, $513.8M
Construction: 6 projects, $383.7M
Complete: 6 projects, $220.7M
Total: 23 projects, $1,118.2M
EUROPE AND AFRICA
UNIQUE OPERATING CONDITIONS

- **Germany**
  - ABG75 Agreement and Implementing Instructions
  - Work through ‘Bauamts’ (state construction agents)
  - Contracts with Unit Pricing
  - Estimated Basis Contracting
  - Limited Design-build ability
  - Europe District initiatives to modify and influence change

- **Belgium**
  - Current agreements interpreted differently by U.S. and Belgium
  - Every new project requires a separate project execution procedure
  - Additional Host Nation coordination and processing fee

- **Israel**
  - Foreign Military Funding (FMF)
  - Restricted to U.S. Firms Only
  - 51% of non-exempt content must be U.S.

- **Italy**
  - Construction and repair projects require Mixed Commission notification or approval
  - Additional contract certifications are required by Italian law (S.O.A)
  - Contractors must pass Anti-Mafia screening

- **Turkey**
  - Projects, material list, and building permit must be approved by Turkish government
  - Turkish material and construction firms must be used for all construction (adds time and cost)
  - Quality of construction is a challenge for QA oversight
  - Low cost of Turkish labor limits our S&A income

- **Romania, Bulgaria, Poland**
  - SOFA Supplemental
  - Defense Cooperation Agreements
  - Implementing Arrangements

- **Africa**
  - Austere Environment
  - Limited SOFA and Defense Cooperation Agreements (DCAs)
  - Absent SOFA and DCAs, diplomatic notes to cover status of personnel, contractors, tax and customs privileges must be secured
  - Construction Quality and Safety is a Challenge
  - Under Developed Transportation Network
  - Force Protection challenges especially in FPCON "Charlie" countries
TOTAL PROGRAM FY12 – FY18
(MILCON, OMA, SFO, USC, and FMS)

MILCON – Military Construction (includes EIC in FY17-18)
ERI – European Reassurance Initiative
OMA – Operations & Maintenance, Army
SFO – Support For Others
USC – USAREUR Support Contract
FMS – Foreign Military Sales
ACQUISITION METHODOLOGY

Direct Contracting (IAW FAR, DFARS, AFARS, etc.)
- Construction
  - Multiple Award Task Order Contracts (MATOC)
  - Design Build / Design-Bid-Build
  - Job Order Contracts (JOC)
  - Indefinite Delivery Indefinite Quantity (IDIQ)
- Architect-Engineer (A-E) Services
  - Master Planning
  - Design
  - Environmental
  - Title II Services (Quality Assurance QA)
- Services
  - Total Maintenance Contract (TMC)

Indirect Contracting (IAW ABG75 Agreement/Implementing Instructions)
- Must work through local ‘Bauamts’ (regional construction agents)
- Award to Host Nation (German Gov’t – Bauamt)

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FUTURE DIRECT CONTRACTING

Military Construction & O&M
- 1 EUCOM Humanitarian Assistance Projects $1-5M Armenia 17
- 1 EUCOM Humanitarian Assistance Projects $1-5M Kosovo 17
- 1 EUCOM Humanitarian Assistance Project $1-5M Albania 17
- 1 EUCOM Humanitarian Assistance Project $1-5M Georgia 17
- 1 EUCOM Humanitarian Assistance Project $1-5M Estonia 17
- 1 EUCOM Humanitarian Assistance Project $1-5M Latvia 17
- 1 EUCOM Humanitarian Assistance Projects $1-5M Azerbaijan 17
- 3 EUCOM Humanitarian Assistance Projects $1-5M Serbia 17
- 1 EUCOM Humanitarian Assistance Projects $1-5M Macedonia 17
- 1 EUCOM Humanitarian Assistance Projects $1-5M Croatia 17
- 1 AFRICOM Humanitarian Assistance Projects $1-5M Chad 17
- 2 AFRICOM Humanitarian Assistance Projects $1-5M Gabon 17
- 1 AFRICOM Humanitarian Assistance Projects $1-5M Sierra Leone 17
- 4 AFRICOM Humanitarian Assistance Projects $1-5M Togo 17
- 1 AFRICOM Humanitarian Assistance Projects $1-5M Lesotho 17
- 1 AFRICOM Humanitarian Assistance Projects $1-5M Swaziland 17
- 3 AFRICOM Humanitarian Assistance Projects $1-5M South Africa 17
- 1 AFRICOM Humanitarian Assistance Projects $1-5M Ghana 17
- 3 AFRICOM Humanitarian Assistance Projects $1-5M Senegal 17
- 1 AFRICOM Humanitarian Assistance Projects $1-5M Cameroon 17
- 3 AFRICOM Humanitarian Assistance Projects $1-5M Niger 17
- 1 AFRICOM Humanitarian Assistance Projects $1-5M Kenya 17
- 9 Israel Misc locations $50-100M Misc 17

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## FUTURE DIRECT CONTRACTING

### Military Construction

- **MK,RO Multi-model Improvements**  
  $10-25M  
  Romania  17

- **MK, RO Hazardous Cargo Ramp**  
  $1-5M  
  Romania  17

- **MK, RO Fuel Storage**  
  $10-25M  
  Romania  17

- **Airfield Improvements**  
  $10-25M  
  Poland  17

- **Controlled Humidity Warehouse**  
  $10-25M  
  Wiesbaden  17

- **Construct Munitions Storage Area**  
  $1-5M  
  Romania  17

- **Sq Ops Facility**  
  $1-5M  
  Romania  17

- **Extend Parking Apron**  
  $5-10M  
  Romania  17

- **Two-Bay Hangar**  
  $5-10M  
  Romania  17

- **Construct Sq Ops/Operational Alert Facility**  
  $1-5M  
  Bulgaria  17

- **Fighter Ramp Extension**  
  $5-10M  
  Bulgaria  17

- **Sq Ops Facility**  
  $1-5M  
  Poland  17

- **Sq Ops Facility**  
  $1-5M  
  Poland  17

- **Bulk Fuel Storage**  
  $5-10M  
  Estonia  17

- **Munitions Storage**  
  $1-5M  
  Lithuania  17

- **Brussels ES-MS-HS**  
  $25-50M  
  Belgium  17
FUTURE DIRECT CONTRACTING

- **Base Contracts**
  - Germany/Belgium/Netherlands MATOC $250M 17
  - Demolition MATOC $50M 17
  - Playground (DE/BE/IT/SP/TU) SATOC $50M 17
  - Playground Bahrain SATOC $5M 17
  - Playground UK SATOC $10M 17
  - Germany East/Belgium JOC $100M 17
  - Germany West/Belgium JOC $100M 17
  - Georgia MATOC $30M 17
  - Estonia MATOC $50M 17
  - Norway MATOC $50M 17/18
  - Africa South MATOC $30M 17
  - Africa West & Central MATOC $50M 17
  - Spain DoDEA-E TMC SATOC $3M 17
  - Italy DoDEA-E TMC SATOC $9M 17
  - DE/NE/BE DoDEA-E TMC SATOC $40M 18
  - Services CSP IDIQ $49M 18
FUTURE DIRECT CONTRACTING

- **A/E Contracts**
  - Italy $1-10M 17
  - Norway $1-10M 17
  - Luxembourg $1-10M 17
  - Slovakia $1-10M 17
  - Croatia, Albania, Kosovo, Serbia, Macedonia, Bosnia $1-10M 17
  - AFRICOM $1-10M 17
  - Commissioning – MEDCOM $1-10M 17

- **Environmental Contracts**
  - DLA Energy Fuels Support (Germany, Poland, Greece, Belgium, Netherlands, UK, Portugal, Czech Republic,) $10-50M 17
  - DLA Energy Fuels Support (Spain) $1-10M 17/18
  - DLA Energy Fuels Support (Italy) $1-10M 17/18
  - DLA Energy Fuels Support (Romania, Bulgaria, Lithuania, Hungary, Bosnia) $1-10M 17/18
  - Compliance MATOC (Netherlands, Italy, Croatia, Belgium, Germany, Poland, Romania, etc.) $1-10M 17/18
  - UXO Removal (EUCOM AOR) $1-10M 17/18
  - Environmental Services (Grafenvoehr, Germany) $1-10M 17
**FUTURE INDIRECT CONTRACTING**

**DoD Medical**
- Medical Center Replacement $990M ROB 12-18

**Army Military Construction**
- Dog Kennel $1-5M Wiesbaden 17
- DLA Fuel Line $1-5M Spangdahlem 17
- DISA Europe Facility Upgrades $1-5M Stuttgart 17
- PV System Building 7983 $1-5M Germersheim 17
- Fire Station Addition $1-5M Germersheim 17
- Child Development Center Add $1-5M Grafenwoehr 17
- Upgrade Building 7915 $1-5M Germersheim 17
- Energy Expansion HVAC $1-5M Hohenfels 18
- Vehicle Maintenance Shop $25-50M Grafenwoehr 18
- Training Aid Center $25-50M Grafenwoehr 18
- Hazardous Material Storage $1-5M Wiesbaden 18
- Dining Facility $10-25M Garmisch 18
- Commissary $25-50M Stuttgart 18

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FUTURE INDIRECT CONTRACTING

U.S. Air Force Europe

- Site Development and Infrastructure $25-100M Spangdahlem 17
- MC130J / CV22 Airfield Pavements $25-100M Spangdahlem 18
- MC130 Hangar / AMU / Storage $25-100M Spangdahlem 18
- 3-Bay CV-22 Hangar / AMU / Storage $25-100M Spangdahlem 18
- 2-Bay Maintenance Support Hangar $25-100M Spangdahlem 18
- 352 SOW HQ Complex $10-25M Spangdahlem 18
- MC130J / CV22 Simulator Complex $10-25M Spangdahlem 18
- Parachute Drying Tower $1-10M Spangdahlem 18
- Composites Maintenance Facility $1-10M Spangdahlem 18
- ADAL Special Tactics Facility $25-100M Spangdahlem 18
- Underfloor Hydrant Fueling, Ramp 1 $10-25M Ramstein 18
- Tanker Fuel Cell/Washrack Hangar $25-100M Ramstein 18
# FUTURE INDIRECT CONTRACTING

## U.S. Air Force Europe

- **Temporary Lodging**
  - Value: $10-25M
  - Location: Ramstein 17

## Department of Defense Schools

- **Ramstein HS**
  - Value: $25-100M
  - Location: Ramstein 17
- **Kaiserslautern ES**
  - Value: $25-100M
  - Location: Kaiserslautern 17
- **Grafenwoehr ES**
  - Value: $25-100M
  - Location: Grafenwoehr 17
- **Patch ES**
  - Value: $25-100M
  - Location: Stuttgart 18
- **Garmisch ES**
  - Value: $10-25M
  - Location: Garmisch 18
CHALLENGES

Uncertainty of MILCON Appropriations
  – Budget Impacts

Unique Business Requirements
  – Host Nation Relationships
    o Germany, Italy, Belgium, Turkey, Romania, Bulgaria, and Israel

Cost of Doing Business Overseas
  – Exchange Rate Impact
District Commander: COL Matthew Tyler - x2700
Deputy District Engineer: Mr. John L. Adams - x2702
Chief Programs Branch: Mr. Lalit Wadhwa - x2500
Chief Contracting Division: Ms Rachael Raposa - x2600

For more information about Europe District, visit our web site:
http://www.nau.usace.army.mil
Naval Facilities Engineering Command
Europe Africa Southwest Asia
(NAVFAC EURAFSWA)

Society of American Military Engineers

Presented by: CDR Andy Litteral

NAVFAC Europe Africa Southwest Asia
Naval Support Activity Naples
Viale Porto 51
Aeroporto Capodichino, 80144 Napoli

NAVFAC Europe Africa Southwest Asia
PSC 817 BOX 51
FPO AE 09622-0043
Who/What is NAVFAC?
Naval Facilities Engineering Command

- DoD Construction Agent
- DoN’s Facilities Engineering SYSCOM
- Navy’s Expeditionary Combat SYSCOM
- Engineering/Acquisition Command
- 21,600 Military, Civilians, and Contractors
- Over $15B business
  - $928M in Europe, Africa, SW Asia

Mission
Why we exist
NAVFAC is the Naval Shore and Expeditionary Systems Command that:
- Plans, builds, and maintains sustainable facilities.
- Delivers environmental, utilities and other base services.
- Acquires and manages expeditionary combat force systems and equipment.
NAVFAC EURAFSWA
Area of Responsibility

EURAFSWA by the #s

3 Theaters of Operations
   Europe, Africa, Southwest Asia

6 COCOMs
   - AFRICOM, CENTCOM, EUCOM,
     TRANSCOM, SOCOM, STRATCOM

2 Fleet Commanders
   - CNE-CNA-C6F, NAVCENT-C5F

1 REGCOM

8 Public Works Departments, 1 ROICC
   Bahrain
   Deveselu, Romania
   Djibouti
   Naples, Italy
   Redzikowo, Poland
   Rota, Spain
   Sigonella, Italy
   Souda Bay, Greece
   ROICC N. Italy

7 countries for labor laws, work groups, and pay systems and 27 countries for HA Projects
   - 16,115 acres
   - 4,580 buildings
   - $928M FY16 VOB
   - $9.7B PRV
   - 180 leases in 15 countries
   - $110M annual lease value
Supported Commands

- **EUCOM**
  - Aegis Ashore / Missile Defense
  - Theater Posture Plan
  - Humanitarian Assistance (HA) Execution
  - Global Peacekeeping Operations Initiative (GPOI)
  - P8 Forward Presence

- **AFRICOM**
  - HA Execution
  - Counter-Narcotics and Terrorism

- **CENTCOM**
  - MILCON Expansion/Strategic lay down
  - P8 Forward Presence

- **NATO/ TRANSCOM**
  - Reception Airfield Facilities...Rota/FDNF/Souda Bay/Sigonella

- **USAREUR**
  - Del Din

- **CJ TF HOA**
  - HA Execution
  - Real Estate Support

- **CNE-CNA-C6F**
  - C4I Building Renovation

- **MARFOREUR/ AF**
  - Moron Berthing construction
  - ERC

- **NAVCENT-C5F**
  - Strategic Laydown: Mina Salman Pier, Quaywall Repairs
  - Arabian Gulf Lease (Jebel Ali) (Outside) AG Lease
  - ISR Support: Sheik Isa build-up & CLDJ

- **CNREURAFSWA**
  - Aegis Ashore stand-up in Romania and Poland
  - Forward Deployed Naval Forces in Rota and Bahrain
  - CLDJ MILCON Build out
  - Leasing support
  - Energy reduction
  - SRM/BOS Execution

- **USAF 31st Fighter Wing - Aviano**
  - European Infrastructure Consolidation (EIC)
    - Munition Railhead
    - Tombolo Dock

- **Defense/ Other Agencies**
  - DoDDS Leases/Maintenance
  - DLA...fuel line projects/repairs
  - Navy Medical Research Unit – 3 (Cairo, Egypt)
Major Product & Services*

**Capital Improvements**
- Construction
- Design A&E
- Design In-House
- Specialized Technical Services

**Public Works**
- Facility Sustainment
- Utility and Energy Management
- Transportation
- Facility Services

**Environmental**
- Environmental Planning
- Environmental Compliance
- Environmental Conservation
- Overseas Drinking Water

**Asset Management**
- Real Estate
- Land & Installation Planning
- Facilities Planning
- Encroachment Management
- Facilities Integrated Logistics Support
- Real Property Acq, Mgmt & Disposal

* Forward Presence: NAVFAC EURAFSWA with Reach back support provided by NAVFAC Atlantic
## Primary Workload Summary

<table>
<thead>
<tr>
<th>LOCATION</th>
<th>PRE-AWARD MILCON</th>
<th>MILCON UNDER CONSTRUCTION</th>
<th>CENTRALLY MANAGED PROGRAMS</th>
<th>CONSTRUCTION TOTALS</th>
<th>LEASES</th>
<th>BASE OPERATING SUPPORT CONTRACTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUCOM</td>
<td>$423M</td>
<td>$212M</td>
<td>$76M</td>
<td>$711M</td>
<td>$59M/yr</td>
<td>$31.4M/yr</td>
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<tr>
<td>AFRICOM</td>
<td>$59M</td>
<td>$295M</td>
<td>$23M</td>
<td>$377M</td>
<td>$2M/yr</td>
<td>$55M/yr</td>
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<tr>
<td>CENTCOM</td>
<td>$75M</td>
<td>$226M</td>
<td>$21M</td>
<td>$322M</td>
<td>$49M/yr</td>
<td>$32.1M/yr</td>
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<tr>
<td>TOTALS</td>
<td>$557M</td>
<td>$733M</td>
<td>$120M</td>
<td>$1,410M</td>
<td>$110M/yr</td>
<td>$118.5M/yr</td>
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</table>

### COCOM CONSTRUCTION DISTRIBUTION

- EUCOM: 50%
- AFRICOM: 27%
- CENTCOM: 23%
## Facilities Support Contracts

<table>
<thead>
<tr>
<th>Contract Name</th>
<th>Estimated Annual FIP (M)</th>
<th>Planned Start</th>
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</thead>
<tbody>
<tr>
<td>Poland BOS</td>
<td>$6.5</td>
<td>4/1/17</td>
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<tr>
<td>Bahrain BOS</td>
<td>$37.1</td>
<td>6/1/17</td>
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<tr>
<td>Romania BOS GCSC Extension</td>
<td>$6.5</td>
<td>7/01/17</td>
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<tr>
<td>Camp Lemonnier Djibouti BOS</td>
<td>$59.6</td>
<td>6/20/17</td>
</tr>
<tr>
<td>Naples BOS</td>
<td>$14.0</td>
<td>10/1/17</td>
</tr>
<tr>
<td>Souda Bay BOS</td>
<td>$4.8</td>
<td>10/1/17</td>
</tr>
<tr>
<td>Sigonella BOS</td>
<td>$5.5</td>
<td>12/1/18</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$134</strong></td>
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Key Leases

- **Southwest Asia**
  - BANZ Warehouse Leases (NSA Bahrain)
  - Inside and Outside of the Arabian Gulf Competitive Leases
  - Bahrain and UAE Berthing (Lodging) Leases

- **Europe**
  - Naples Support Site (3 leases) *
  - Sigonella Marinai Housing *
  - Poland Berthing Leases
  *Includes 3 of the 4 largest Navy In-leases

Installation Development Plans

- **Recently Completed Plans**
  - Camp Lemonnier Djibouti (CLDJ) – Mar 2016
  - NAS Sigonella, and NSA Souda Bay - Dec 2016
  - NAVSTA Rota - Dec 2016

- **Underway - planned completion date**
  - NSA Naples - Mar 2016
  - NSF Romania and NSF Poland - 2017
  - Keflavik Long Range Development Plan - 2017

<table>
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<tr>
<th>Base</th>
<th>Leases</th>
<th>Rent ($M)</th>
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<tbody>
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<td>Bahrain</td>
<td>100</td>
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<tr>
<td>UAE</td>
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<tr>
<td>Naples, Gaeta</td>
<td>12</td>
<td>$1.7</td>
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<tr>
<td>Naples Support Site</td>
<td>3</td>
<td>$39.4</td>
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<td>Sigonella</td>
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<tr>
<td>Poland</td>
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<td>France</td>
<td>1</td>
<td>&lt;$0.1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>180</td>
<td><strong>$110 M</strong></td>
</tr>
</tbody>
</table>
Contingency Engineering Mission

- **Disaster Response** support around the world for Natural Disasters - Global Contingency Contracts for Construction & Services.

- **Technical Reach-back** support to the U.S. Navy’s Expeditionary Forces, CNIC, and Combatant Commanders for Operations/Exercises – Seabees

- **Contingency Construction** for Special Program funding (12)
  
  Humanitarian Assistance (HA), Exercise Related Construction (ERC), Global Peacekeeping Operations Initiative (GPOI), Counter Narcotics (CN) or Terrorism (CT), European Reassurance Initiative (ERI), Presidents Emergency Plan for AIDS Relief (PEPFAR). Foreign Military Assistance (FMA), Etc...

- **EUCOM Support**
  
  - Currently executing **40 projects** in design or under construction valued at **$10.6M in 6 countries**
  - Bulgaria, Macedonia, Moldova, Montenegro, Romania, Ukraine, Poland
  - Typical: educational/medical facilities, water resource projects, fire stations, orphanages, nurseries, and community support centers

- **AFRICOM Support**
  
  - Currently executing **76 projects** in design or under construction valued at **$19.2M in 19 countries**
  - Benin, Djibouti, DROC, Ethiopia, Gabon, Guinea, Kenya, Liberia, Mauritania, Nigeria, Rwanda, Sao Tome & Principe, Senegal, Seychelles, Sierra Leone, Somalia, Tanzania, Tunisia, Uganda
  - Typical: educational/medical facilities, community support centers, boat ramps, Etc.

- **CENTCOM Support**
  
  - Possible future projects in Turkey and Cyprus
Acquisition Methodology

• Design / Engineering Services
  – Architect-Engineer IDIQ Contracts
    • Typically 3 year contracts (Base year + 2 option years)

• Construction
  – Multiple Award Construction Contracts (MACC)
    • Design-Build MACC Contract Capability
    • Multiple Construction Contractors (3+) (Compete at Task Order level)
    • Typically 5-year MACC contracts (Base year + 4 option years)

  – Job Order Contract (JOC)
    • Design-Build JOC Contract Capability
    • Single Construction Contractor (Pre-priced, or negotiate procurements)
    • Typically 5-year JOC contracts (Base year + 4 option years)

  – Stand Alone Procurements
    • Low Price Technically Acceptable (LPTA)
    • Best Value Source Selection (BVSS)
Acquisition Methodology, continued

• Low-Price-Technically Acceptable (LPTA)
  – Determine Lowest Priced of Technically Acceptable Offerors
  – Less common as NDAA17 changes are effected in the FAR

• Best Value Source Selection with Tradeoffs
  – Most common format for source selection
  – Considers price and technical evaluation factors
  – Allows Government to consider VALUE in relation to PRICE
  – May award with or without discussions

• Technical Evaluation Factors (LPTA or BVSS)
  – Read requirements carefully – answer the question & address the requirements!
  – Safety Factor – “Different requirements than projects with the United States”

• General Considerations
  – Must comply with U.S. and Host Nation Laws
    – Unified Facility Criteria – Design to US Standards
    – Host Nation Laws may require additional analysis/design requirements
  – Utilize locally available materials meeting appropriate standards and norms
  – Proposals must be in English
Summary

• **Budgets and Funding – Smaller and Limited**
  – Opportunities are closely linked to new mission…and available!
  – We CANNOT do it without industry partners like you to execute the work.

• **Work Across the EURAFSWA Area of Operation Continues!**
  – **EUCOM AOR**
    • ERI – European Reassurance Initiative projects
    • New Footprint
      – Romania – Aegis Ashore Deveselu, Romania (Naval Support Facility)
      – Poland – Aegis Ashore Sluspok, Poland (Naval Support Facility)
  – **CENTCOM AOR**
    • Bahrain
      – NSA I Main Base – Recapitalized
      – NSA II Waterfront Area – New Facilities, additional leasing actions
  – **UAE**
  – **AFRICOM AOR**
    • Camp Lemonnier, Djibouti
    • Chabelley Airfield, Djibouti
    • Various locations across Africa
      – Airfields
      – Contingency Engineering supported efforts

Vision
To what we aspire
We are the facilities technical and business experts with the total trust and confidence of the Navy and Marine Corps.
Useful Websites

• EURAFSWA site for posting solicitations: http://euro.neco.navy.mil or https://www.fbo.gov/

• System for Award Management (https://www.SAM.gov)

• Acquisition Central (https://www.acquisition.gov)

• CONUS site for NAVFAC contracts (http://www.neco.navy.mil)
Battle Ready...Built Right!

Air Force Civil Engineer Center

USAFE
EIC and ERI Program

Mr. Jeff Domm
AFCEC/CFE
Feb 17
Overview

- Capabilities/Structure
- Construction Roll-Up
- European Infrastructure Consolidation (EIC)
- European Reassurance Initiative (ERI)
AFCEC Europe Capabilities

**WHO WE ARE**
- DM/CM & DA/CA Experts
- Real Property Experts
- Environmental Experts

**WHERE WE ARE**
- Ramstein AB, GE
- RAF Mildenhall, UK

A team of 34 supported by a team of 1,000s!
AFCEC/CFE Europe Storefront Manpower

Inbound:
Joe Garcia: Spring '17

Outbound:
April Whitbeck: Summer '17

*New Branch will manage ERI projects
EUROPEAN INFRASTRUCTURE CONSOLIDATION
Jan 13: SECDEF directs EIC
- Reduce infrastructure, not capability
- OSD, agencies & services examine capacity / military value of all installations

Dec 14: SECDEF approves 26 EIC scenarios and RAF Lakenheath for F-35 beddown

Jan 15: Host Nation engagement, declassification, public announcement
Scope

- Realign/close multiple European AFBs
  - Close RAFs Alconbury, Molesworth, Mildenhall
  - Joint Intel Analysis Center complex to Croughton
  - 10 x CV-22 and 10 x MC-130J to Spangdahlem
  - 15 x KC-135 to Ramstein
  - RC-135 relocation to Lakenheath
  - Significant MILCON and O&M
Current Status (Sep 16) (Pre-EIC)

- RAF Mildenhall (100 ARW)
- RAF Croughton (422 ABG)
- RAF Alconbury (501 CSW)
- RAF Lakenheath (48 FW)
- Spangdahlem AB (52 FW)
- Ramstein AB (86 AW) (435 AGOW)
- Aviano AB (31 FW)
- Lajes AB (65 ABG)
- Incirlik AB (39 ABW)
Near Term Actions (FY 16-18)

- RAF Lakenheath (48 FW)
  - *56/57 RQS
- Spangdahlem AB (52 FW)
  - 24 x F-16s
  - 606 ACS
- RAF Mildenhall (100 ARW)
- RAF Croughton (422 ABG)
- RAF Alconbury (501 CSW)
- Ramstein AB (86 AW)
- Aviano AB (31 FW)
  - 42 x F-16s
  - 606 ACS
  - *56/57 RQS
- Lajes AB (65 ABG)
- Incirlik AB (39 ABW)

*Non-EIC Scenario
Long-Term Actions (FY 22)

RAF Lakenheath (48 FW)
- 48 FW (48 x F-35s, 48 x F-15Es)
- Mildenhall transfers
- ACC ISR mission (2 x RC-135s)
- 18 x F-15Cs (TBD)

Spangdahlem AB (52 FW)
- 52 FW (24 x F-16s)
- AFSOC (CV-22s, MC-130s, STS)

RAF Croughton (422 ABG)
- JAC
- J2-M
- NIFC

RAF Mildenhall

RAF Alconbury/ Molesworth

Lajes AB (65 ABG)

Ramstein AB (86 AW)
- 14 x C-130Js
- 15 x KC-135s

Aviano AB (31 FW)

RAF Mildenhall transfers
EIC Timeline (POR)

Planning:
PPlans, SATAF’s 1391s, Design Permits

Execution:
Ongoing Construction Including Project Design

Completion:
Relocations Divestitures

AF Booked Divestiture Savings Starting in FY21Q2
Spangdahlem Special Operations Scenario

- Resolved MILCON program
  - 11 MILCON projects
  - $43M in FY17, fully funded
  - $225M in FY18, fully funded

- Evolving FSRM program
  - 16 projects, ~$21M
  - $18M in FY18 available

- 10 x CV-22s, 10 x MC-130Js
- Special Tactics Squadron
- ~1200 personnel
- 1st MILCON funded in FY17
- Demo of 43 facilities (not EIC) funded in FY15
**Ramstein Tanker Scenario**

- Resolved MILCON program
  - 2 MILCON projects
  - $80M in FY18, fully funded

- Evolving FSRM program
  - 13 projects, ~$16M
  - $15M in FY18 available

- 15 x KC-135s
- ~700 personnel
- 1st MILCON funded in FY18
- Reduced from 5 projects
Lakenheath
RC-135 Scenario

- Evolving MILCON disconnect
  - 7 MILCON projects
  - FY18: Programmed at $39M for $97M-$116M CWE
- Evolving O&M program
  - Projects TBD, but limited
  - No funds in any FY

- 2 x RC-135s (ACC)
- ~350 personnel
- Delayed SecAF site decision
- 1st SATAF in Sep 16
- 1st projects begins in FY18

Integrity - Service - Excellence
Lakenheath F-35 Beddown Plan

- ~14 MILCON projects for campus
- Evolving MILCON situation
  - FY18: Fully funded at $114M
  - FY19: Programmed at $26M for ~$132M CWE
- O&M projects/disconnect TBD

- 48 PAA 2 x FS, ~1200 personnel
- 1st MILCON $ in FY18
- FAA: November 2021
EUROPEAN REASSURANCE INITIATIVE
ERI Overview

- June 2014, POTUS announced the ERI to increase U.S. force presence in Europe.
- September 2014, NATO Summit, allies took complementary actions; agreed to Readiness Action Plan.
- Objectives:
  - Provide continued U.S. participation in assurance activities and build resilience and capability of allies and partners.
  - Address gaps in EUCOM force posture to increase responsiveness in the event of Russian aggressions against a NATO ally.
  - ERI facility projects support and enhance force presence, training, bilateral and multi-nation exercises, ability to transit to, from and within a given area, as well as the ability to store and maintain equipment.
USAF FY15-17 ERI Locations

RAF Fairford/Welford, UK: $31.6M / 22
Spangdahlem, Germany: $24.7M / 5
Camp Darby, Italy: $48.9M / 13
Siaulai, Lithuania: $30.7M / 17
Lielvarde, Latvia: $15.2M / 8
Amari, Estonia: $32.5M / 8
Lask & Powidz, Poland: $32.8M / 6
Campia Turzii, Romania: $30.8M / 10
Graf Ignatievo, Bulgaria: $17.3M / 6
# AF ERI Construction

## Totals: $279.1M for 91 projects in 9 countries

<table>
<thead>
<tr>
<th>Location</th>
<th>MILCON ($M) / # Projs</th>
<th>FY15 O&amp;M</th>
<th>FY16 O&amp;M</th>
<th>FY17 O&amp;M</th>
<th>Location OBL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY15 ($M) / # Projs</td>
<td>O&amp;M</td>
<td>O&amp;M</td>
<td>O&amp;M</td>
<td>MILCON</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>$3.2 1 54%</td>
<td>$0.9 2</td>
<td>$2.4 1</td>
<td>$10.8 2</td>
<td>$0.9 2 $2.4 1 $10.8 2</td>
</tr>
<tr>
<td>England</td>
<td>- - -</td>
<td>$15.2 16</td>
<td>$3.8 2</td>
<td>- - $12.6 4</td>
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</tr>
<tr>
<td>Estonia</td>
<td>$24.8 3 55%</td>
<td>$1.0 2</td>
<td>$0.2 1</td>
<td>$6.5 1</td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td>- - -</td>
<td>- -</td>
<td>- -</td>
<td>$21.3 3  $3.4 2</td>
<td></td>
</tr>
<tr>
<td>Italy</td>
<td>$44.5 2 0%</td>
<td>$2.4 3</td>
<td>$2.0 8</td>
<td>- - -</td>
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<tr>
<td>Latvia</td>
<td>$10.7 2 60%</td>
<td>$0.7 1</td>
<td>$3.8 3</td>
<td>- - -</td>
<td></td>
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<tr>
<td>Lithuania</td>
<td>$13.1 2 74%</td>
<td>$2.4 2</td>
<td>$12.2 11</td>
<td>$3.0 1</td>
<td></td>
</tr>
<tr>
<td>Poland</td>
<td>$22.4 2 0%</td>
<td>$0.2 1</td>
<td>- - $8.2 2 $2.0 1</td>
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<td></td>
</tr>
<tr>
<td>Romania</td>
<td>$2.9 1 115%</td>
<td>$4.9 1</td>
<td>$1.3 2</td>
<td>$18.5 4  $3.2 2</td>
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<tr>
<td>P&amp;D / Other</td>
<td>$11.5 80%</td>
<td>- -</td>
<td>$3.1</td>
<td>- - -</td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td>$133.1 13 33%</td>
<td>$27.7 28</td>
<td>$28.8 28</td>
<td>$68.3 13 $21.2 9</td>
<td></td>
</tr>
</tbody>
</table>

**FY15 ($M) / # Projs:**
- Bulgaria: $3.2 1 54%
- England: $15.2 16
- Estonia: $24.8 3 55%
- Germany: $21.3 3 55%
- Italy: $44.5 2 0%
- Latvia: $10.7 2 60%
- Lithuania: $13.1 2 74%
- Poland: $22.4 2 0%
- Romania: $2.9 1 115%
- P&D / Other: $11.5 80%

**FY16 ($M) / # Projs:**
- Bulgaria: $2.4 1
- Estonia: $1.0 2
- Germany: -
- Italy: $2.4 3
- Latvia: $0.7 1
- Lithuania: $2.4 2
- Poland: $0.2 1
- Romania: $4.9 1
- P&D / Other: -

**FY17 ($M) / # Projs:**
- Bulgaria: $10.8 2
- Estonia: $0.2 1
- Germany: $21.3 3
- Italy: $2.0 8
- Latvia: $3.8 3
- Lithuania: $12.2 11
- Poland: $8.2 2
- Romania: $1.3 2
- P&D / Other: $3.1

**O&M:**
- Bulgaria: $0.9 2
- Estonia: $1.0 2
- Germany: -
- Italy: $2.4 3
- Latvia: $0.7 1
- Lithuania: $2.4 2
- Poland: $0.2 1
- Romania: $4.9 1
- P&D / Other: -

**MILCON:**
- Bulgaria: $3.2
- England: $15.2
- Estonia: $24.8
- Germany: -
- Italy: $44.5
- Latvia: $10.7
- Lithuania: $13.1
- Poland: $22.4
- Romania: $2.9
- P&D / Other: $11.5

**# Projs:**
- Bulgaria: 1
- England: 16
- Estonia: 3
- Germany: -
- Italy: 2
- Latvia: 2
- Lithuania: 2
- Poland: 2
- Romania: 1
- P&D / Other: 13

**Totals:**
- MILCON: $133.1
- O&M: $27.7
- TOTAL: $21.2

---

**Integrity - Service - Excellence**
### FY15 ERI MILCON Overview

<table>
<thead>
<tr>
<th>Service</th>
<th>Installation</th>
<th>Location</th>
<th>Title</th>
<th>Auth/App Amount ($000)</th>
<th>Feb 2016 1391 Amount ($000)</th>
<th>Current Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Force</td>
<td>Graf Ignatievo</td>
<td>Bulgaria</td>
<td>Improve Airfield Infrastructure</td>
<td>$3,200</td>
<td>$3,200</td>
<td>** 1,529</td>
</tr>
<tr>
<td>Air Force</td>
<td>Amari Air Base</td>
<td>Estonia</td>
<td>Improve Airfield Infrastructure</td>
<td>$24,780</td>
<td>$24,780</td>
<td>** 11,967</td>
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<tr>
<td>Air Force</td>
<td>Camp Darby</td>
<td>Italy</td>
<td>Improve Weapons Storage Facility</td>
<td>$44,500</td>
<td>$44,500</td>
<td>44,500</td>
</tr>
<tr>
<td>Air Force</td>
<td>Lielvarde Air Base</td>
<td>Latvia</td>
<td>Improve Airfield Infrastructure</td>
<td>$10,710</td>
<td>$10,710</td>
<td>** 5,701</td>
</tr>
<tr>
<td>Air Force</td>
<td>Siauliai</td>
<td>Lithuania</td>
<td>Improve Airfield Infrastructure</td>
<td>$13,120</td>
<td>$13,120</td>
<td>** 8,614</td>
</tr>
<tr>
<td>Air Force</td>
<td>Lask Air Base</td>
<td>Poland</td>
<td>Improve Support Infrastructure</td>
<td>$22,400</td>
<td>$22,400</td>
<td>22,400</td>
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<tr>
<td>Air Force</td>
<td>Campia Turzii</td>
<td>Romania</td>
<td>Improve Airfield Infrastructure</td>
<td>$2,900</td>
<td>$2,900</td>
<td>** 2,923</td>
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<tr>
<td><strong>TOTAL:</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>$121,610</strong></td>
<td><strong>$121,610</strong></td>
<td><strong>$97,634</strong></td>
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</tbody>
</table>

* Reprogrammed Amount
** Contract Award Amount
# FY17 ERI Military Construction Overview

<table>
<thead>
<tr>
<th>Service</th>
<th>Installation</th>
<th>Location</th>
<th>Title</th>
<th>Feb 2016 1391 Amt ($000)</th>
<th>May 2016 1391 Adjustments ($000)</th>
<th>Current Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Force</td>
<td>Graf Ignatievo</td>
<td>Bulgaria</td>
<td>Fighter Ramp Extension</td>
<td>7,000</td>
<td>7,000</td>
<td>7,000</td>
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<tr>
<td>Air Force</td>
<td>Graf Ignatievo</td>
<td>Bulgaria</td>
<td>Construct Sq Ops/Ops Alert Facility</td>
<td>3,800</td>
<td>3,800</td>
<td>3,800</td>
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<tr>
<td>Air Force</td>
<td>Graf Ignatievo</td>
<td>Bulgaria</td>
<td>Upgrade Munitions Storage</td>
<td>2,600</td>
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<td>0</td>
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<tr>
<td>Air Force</td>
<td>Ämari, Estonia</td>
<td>Estonia</td>
<td>Construct Bulk Fuel Storage</td>
<td>6,500</td>
<td>6,500</td>
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<tr>
<td>Air Force</td>
<td>Spangdahlem AB</td>
<td>Germany</td>
<td>F/A-22 Low Observable Composite</td>
<td>12,000</td>
<td>18,000</td>
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<tr>
<td>Air Force</td>
<td>Spangdahlem AB</td>
<td>Germany</td>
<td>F/A-22 Upgrade Infrastructure/Comm/Utilities</td>
<td>1,600</td>
<td>580</td>
<td>0</td>
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<tr>
<td>Air Force</td>
<td>Spangdahlem AB</td>
<td>Germany</td>
<td>Upgrade Hardened Aircraft Shelters</td>
<td>2,700</td>
<td>2,700</td>
<td>2,700</td>
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<tr>
<td>Air Force</td>
<td>Spangdahlem AB</td>
<td>Germany</td>
<td>Const High Capacity Trim Pad and Hush House</td>
<td>1,000</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Air Force</td>
<td>Spangdahlem AB</td>
<td>Germany</td>
<td>Upgrade Munitions Storage Doors</td>
<td>1,400</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Air Force</td>
<td>Šiauliai AB</td>
<td>Lithuania</td>
<td>Munitions Storage</td>
<td>3,000</td>
<td>3,000</td>
<td>3,000</td>
</tr>
<tr>
<td>Air Force</td>
<td>Łask</td>
<td>Poland</td>
<td>Const Squadron Ops Facility</td>
<td>4,100</td>
<td>4,100</td>
<td>4,100</td>
</tr>
<tr>
<td>Air Force</td>
<td>Powidz</td>
<td>Poland</td>
<td>Const Squadron Ops Facility</td>
<td>4,100</td>
<td>4,100</td>
<td>4,100</td>
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<tr>
<td>Air Force</td>
<td>Campia Turzii</td>
<td>Romania</td>
<td>Extend Parking Aprons</td>
<td>6,000</td>
<td>6,000</td>
<td>6,000</td>
</tr>
<tr>
<td>Air Force</td>
<td>Campia Turzii</td>
<td>Romania</td>
<td>Construct Munitions Storage Area</td>
<td>3,000</td>
<td>3,000</td>
<td>3,000</td>
</tr>
<tr>
<td>Air Force</td>
<td>Campia Turzii</td>
<td>Romania</td>
<td>Construct Two-Bay Hangar</td>
<td>6,100</td>
<td>6,100</td>
<td>6,100</td>
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<tr>
<td>Air Force</td>
<td>Campia Turzii</td>
<td>Romania</td>
<td>Const Squadron Ops Building</td>
<td>3,400</td>
<td>3,400</td>
<td>3,400</td>
</tr>
</tbody>
</table>

**TOTAL:** 67,700

* Project funded with O&M; contract award amount $860K

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I n t e g r i t y  -  S e r v i c e  -  E x c e l l e n c e
QUESTIONS?
Planning, Design, Construction Programme

PREPARED FOR
International Committee, Society of American Military Engineers
2 March 2017

PRESENTED BY
Stuart RUXTON
Operational Logistics Support Programme-Engineering
stuart.ruxton@nspa.nato.int
NSPA at a glance

Governance

North Atlantic Council

NSPO Agency Supervisory Board

NSPA

Main Locations

Business Units:
- Logistic Operations
- Central Europe Pipeline Management
- NATO Airlift Management

Financing:
- Fully customer funded, no profit – no loss basis

Membership:
- All 28 NATO Nations

1,200 staff members

IRAQ

KOSOVO

2 March 2017

Stuart RUXTON
Infrastructure Support

- **HORIZONTAL & VERTICAL WORKS**
  - Roads and bridges
  - Deployable and Permanent Camp structures and C2 facilities

- **AIRFIELD FACILITIES**
  - Runways, taxiways and parking aprons
  - Aircraft hangars
  - ATC towers

- **SPECIAL PROJECTS**
  - Fuel installations
  - Utilities
  - Hospitals
  - Fortifications
Infrastructure Support

Initial support to mission requirements:
• Camp development planning & force protection assessments
• Engineering design
• Site construction

Upgrading expeditionary facilities / Operation and Maintenance:
• Tier 3 camp facilities
• Hardened structures & fortifications
• Utilities
• Develop airfield infrastructure
• Enduring medical facilities

Base closure / Retrograde:
• Site surveys, environmental assessments & closure plans
• Environmental and Hazmat cleanup
• Demolitions
• Site remediation

Stuart RUXTON
2 March 2017
NSPA Procurement

- Functional Directive & Regulations:
  Approved by all Member States

- Fast, flexible, commercial orientated

- Standard: International Competitive Bidding (ICB)
  (all known sources to be invited)

- Exceptional cases: Single / Sole Source
  - Urgency / Options / Low value / Security / Commonality of equipment
  - Approval by Competition Advocate
NSPA in 2016

- 34 915 contractual instruments
- Financial Level of Commitments: € 2.933 bn
- Relations with industry: over 10 000 firms throughout NATO
Value of Purchases through NSPA

Value Purchases by all NSPO countries

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>2,228</td>
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<tr>
<td>2013</td>
<td>2,396</td>
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<tr>
<td>2014</td>
<td>1,976</td>
</tr>
<tr>
<td>2015</td>
<td>2,493</td>
</tr>
<tr>
<td>2016</td>
<td>2,933</td>
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NSPA Customers 2016

TOTAL 2016 : MEUR 2,932.97

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<tr>
<th>Country</th>
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<tr>
<td>NLD</td>
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<td>DEU</td>
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<tr>
<td>FRA</td>
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<tr>
<td>TUR</td>
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<tr>
<td>ITA</td>
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<td>ESP</td>
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<td>POL</td>
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<tr>
<td>CAN</td>
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<tr>
<td>HRV</td>
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<td>GBR</td>
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<tr>
<td>LUX</td>
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<td>GRC</td>
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<td>NOR</td>
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<td>PRT</td>
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<td>BEL</td>
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<tr>
<td>DNK</td>
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<tr>
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<td>ROU</td>
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<td>SVN</td>
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<tr>
<td>EST</td>
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<tr>
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<tr>
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<tr>
<td>ALB</td>
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<tr>
<td>ISL</td>
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Future Business Opportunities (FBOs)

- NATO Response Force (NRF) / Very High Readiness Joint Task Force (VJTF)
- Kosovo Force (KFOR)
- Resolute Support Mission (RSM) / Afghanistan
- Enhanced Forward Presence (EFP)
- Readiness Activity Plan (RAP)
- ACO Deployable Camp – Infrastructure
- FBO website / ePortal
NSPA Procurement

NSPA e-Procurement

FAQs & Tips
eProcurement

Two main functions:  

**Procurement @ NSPA** ⇒ Serves as info hub  
General Rules and Provisions, Forms, Competition Advocacy, Contracts Awarded, Bid Openings, External links (NATO online library, information on exports)

**Business @ NSPA** ⇒ Single point of entry to e-Procurement apps  
To facilitate communications and integration of business processes with vendors/suppliers  
How to do business with NSPA, Supplier registration, Future Business Opportunities, Requests for Proposal, eCat1 Direct online Ordering

Homepage: https://eportal.nspa.nato.int
Questions?
NSPA Procurement

NSPA e-Procurement

FAQs & Tips
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- To facilitate communications and integration of business processes with vendors/suppliers

**How to do business with NSPA, Supplier registration, Future Business Opportunities, Requests for Proposal, eCat1 Direct online Ordering**

Homepage: https://eportal.nspa.nato.int
eProcurement functionalities:

- **e-Transfer** of Request for Proposal (RFP) documents to the web
- **e-Registration** to procurement application
- **e-Download** RFP documents
- **e-Upload** bids from bidders
- **e-Storage** of bids in a “virtual safe” until the Bid Closing Date
- **e-Transmittal** of bids from Registry to the Evaluation Team
eProcurement (cont’d)

NSPA website
www.nspa.nato.int
Stuart RUXTON

2 March 2017

eProcurement (cont’d)
eProcurement (cont’d)

2 March 2017
Stuart RUXTON
Apply for registration in the NSPA Source File.
Supplier registration

Supplier Registration

Information

It is mandatory to be registered as a supplier to do business with NSPA. As a registered supplier you will be contacted for new RFIs if your registered capabilities match the requirements of the RFI. In addition you will get access to severe e-procurement applications.

When you have completed the registration process, NSPA will take the necessary steps to obtain, if required, from the appropriate activity in your firm’s host country, a certification that your firm is not ineligible to participate in procurement actions initiated by the relevant military services of that country. Only after this certification has been received can your firm be entered into our Source File.

To register to the NSPA Source File, please click on the “Continue” button and follow the instructions.

Warning to Suppliers

Occasionally, some unsavory organizations/individuals address NSPA’s suppliers, invoking the Agency’s name, and solicit monetary contributions, to be paid to them (e.g. requesting payment for advertising to be made in a so-called “NSPA sponsored” brochure).

Please be aware that NSPA does not approach customers or suppliers with sponsoring or advertising requests.

Should any supplier be approached by any individual, company or organization requesting money, sponsorship, or other favours on behalf of NSPA, they should immediately report the fact to NSPA’s Public Affairs office (email: info@nspito.org).

Continue

Future Business Opportunities

Future Business Opportunities (FBO) and, for NATO Infrastructure projects, Notifications of Intent (NOI) provide advance information to suppliers based in a NSPA nation about business opportunities for which NSPA may issue Requests for Proposals in the near future.

It is mandatory that your firm is registered in the NSPA Source File in order to receive Requests for Proposals.
## eProcurement (cont’d)

### View FBOs

<table>
<thead>
<tr>
<th>FBO Type</th>
<th>Opportunity Id</th>
<th>Product Name</th>
<th>P. Org.</th>
<th>Tentative RFP Date</th>
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<td>Supply</td>
<td>115B8021</td>
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<td>Service</td>
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<tr>
<td>Service</td>
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<td>Supply</td>
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<td>Office chair with armrests</td>
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<td>Supply</td>
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<td>Supply</td>
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<tr>
<td>Supply</td>
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<td>Supply</td>
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</table>
eProcurement (cont’d)

Please note that, even if you have expressed an interest in this potential opportunity, NSPA has no obligation to contact your firm should this FBO result in an RFP. We therefore strongly encourage you to regularly consult the RFP website and to make sure you are registered in the NSPA source file.

**Future Business Opportunities Data**

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**Purchasing Organisation**

LM - Rockets and Missiles

**Tentative RFP Date**

| 08 Sep 2015 |

**Publication Date**

| 05 Jun 2015 |

**Attachments**

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<th>English Version</th>
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| (63KB) |

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<tbody>
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Requests For Proposal

NSPA publishes most of its Requests for Proposals (RFPs) openly on the internet. To view RFPs in that category, click here.

In addition, the following RFPs will only be displayed after you log on:

- eBid (online bidding)
- RFP limited to specific purchasing groups
- RFP restricted to specific vendors

If you do not have a log on account, please register.

Note 1: NSPA makes available a tool for reliable and secure delivery of bids. To use this tool you must log on.

Note 2: NSPA will only consider bids from firms which are registered in the source file with qualifications matching the requirement of the specific RFP.
## eProcurement (cont’d)

### View RFP

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<tr>
<th>Coll. Nr.</th>
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<th>P. Org.</th>
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<td>LM</td>
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<td>JBR15008</td>
<td>2 cubic meter mixer</td>
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<td>Worldwide Commercial Air Transportation Services</td>
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### eProcurement (cont’d)

**Details**

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<td><strong>LB – General and Co-operative Services Programme</strong></td>
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**RFP Control Information**

**Email Address**

procurement39@nspa.neto.int

**Attachments**

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<td>03. P015026 - Terms &amp; Conditions.pdf</td>
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<tr>
<td>04. Annex 1 NS4E digest contractors Version 7.pdf</td>
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Questions?