

Questions from webinar with NSPA, NCIA and Latvian Industry

March 6, 2026

- 1) **LV:** Kā tiek definēti jaunuzņēmumi? [NATO DIANA un NIF kontekstā]

ENG: How are start-ups defined? (in the context of NATO DIANA and NIF)

Any incorporated company with its principal place of business in a NATO member nation that is controlled and majority owned by nationals of NATO member nations is eligible to submit a proposal. DIANA challenges are not limited to certain types of companies - start-ups, enterprises etc. Instead, we encourage the full spectrum of interested Latvian industry to look out for opportunities.

- 2) **LV:** Ņemot vērā straujo dronu draudu pieaugumu, kā NATO redz AI balstītu pret-dronu (counter-UAV) sistēmu lomu nākotnes aizsardzības arhitektūrā?

ENG: Given the rapid increase in drone-related threats, how does NATO view the role of AI-based counter-UAV systems in the future defence architecture?

NSPA views AI-based counter-UAS capabilities as a key enabler in future defence architectures, particularly for improving detection, classification, and response to increasingly complex drone threats. AI allows the evaluation and integration of multi-sensor data fusion, automated threat prioritization, and scalable engagement solutions capable of addressing swarm scenarios.

In NSPA multinational procurement processes, the AI requirements supporting C-UAS systems are included focused in the recognition of the UAS, threat library, and automatization of the C-UAS solutions. Collective procurement processes also potentiate interoperability and shared lifecycle support costs, currently NSPA is about to sign several Outline-Agreement for C-UAS systems that are available to any NATO Member Nation to call services from. For more information please contact: NSPA LD C-UAS <c-uas@nspa.nato.int>

- 3) **Question about NSPA: when participating in NATO ammunition tenders, is a NATO compliance certificate (in addition to the NATO STANAG number) always mandatory for all participants, or does it depend on the specific tender requirements?**

As stated in the webinar the NATO Compliance certificate (i.e STANAGs) will be indicated in the respective RFPs (if applicable/required).

- 4) **How long usually the approval process for a company will take?** [in the context of a) NSPA Source File and b) procurement process]

[in the context of a) NSPA Source File: The approval process normally takes within 1-5 days since the request for registration is submitted. and b) procurement process] The procurement process it will depend of the complexity/urgency of the project.

- 5) **What's about Requirements <160.000EUR?**

Solicitations below 160k will be published restricted to a number of registered suppliers. By policy, for tenders 40k-80k a minimum of 3 sources will be contacted, for tenders 80k-160k a minimum of 3 sources will be contacted and above 160k a Future Business Opportunity will be published, all known sources should be contacted, and a public RFP will be published.

- 6) ***We therefore strongly encourage you to regularly consult the RFP website and to make sure you are registered in the NSPA source file.- This is message from NSPA portal. Question is RFP website is it something elsewhere to check?***

As explained during the webinar suppliers can customize the subscription keywords to be updated of future published solicitations, in addition suppliers are encouraged to keep up to date their contact details and capabilities within our source file.

- 7) **NSPA – what is the procedure BEFORE procurement goes live on procurement site? For example, modelling worst case scenario when Easter border of all three Baltic countries will be occupied with hundreds of thousands enemy troops and there will be need of, say, a thousand fpv drones daily how the system of seamless delivery of supplies could be organized following existing procedures of procurement? How the industry can impact NSPA/NATO decision making process to shorten supply chains as much as possible thus involving more local industries to provide supplies as close to the front line as it is securely possible?**

The requirements are defined in a clear and unambiguous way to facilitate rapid procurement. NSPA has in place streamlined procurement procedures to deal with cases of urgency.

Delivery lead times depend on a number of factors including production capacity, availability of raw materials, labour etc. which are not under the direct control of NSPA. However, NSPA can utilize a best value approach through international competitive bidding where delivery times are weighed more heavily in the selection of successful offers. In single or sole source environments, NSPA works together with industry partners to achieve the best delivery times possible for urgent requirements through various methods including advanced contract financing when possible.

- 8) **Thank you for sharing this opportunity. It is great that NATO provides the option to give feedback — we really appreciate the transparency of the process. We also want to mention that the NSPA staff are always very responsive and helpful, providing clear explanations.**

Thank you!