

Conference. The ambition is to hold an annual CIO conference focused on capabilities management for NATO and Nations, particularly related to the implementation of the Comprehensive Approach and Network Enabled Capabilities (NEC). The first "region" taken into consideration in 2010 is in the South-Eastern European region, and in particular the group of countries that are part of the established political initiative called South-Eastern European Defense Ministerial (SEDM).

**What we plan**

For 2010, our programme of work includes more than 18 million Euro. Our goal is to significantly increase the budget allocated to national projects, as well as for the multinational projects, in the 2012 – 2014 timeframe by facilitating regional and multinational cooperation, enabling considerable cost savings to the Nations and real NEC.

DSA-NN is also working on the introduction of a NATO/PfP Trust Fund in the C4 Interoperability area for the new NATO members and PfP Nations. An amount of 5 million Euro is expected to be annually assigned to this Trust Fund. Such a plan would allow a higher level of interoperability in the secure environment and higher C3 quality for NATO & Nations with transparency and effectiveness supported by the NC3A side.

**How to contact us**

DSA-NATO & Nations is the Single point of entry for all C4ISR support requests of Nations and organizations and you can reach us through:



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# Directorate Sponsor Account NATO & Nations



## Mission, Vision & Strategy

The mission of the NATO Consultation, Command and Control Agency (NC3A) is to enable NATO's success through the unbiased provision of a comprehensive Command, Control, Communications, Computer Intelligence, Surveillance and Reconnaissance (C4ISR) capabilities and their life cycle support.

The Directorate Sponsor Account for NATO and Nations (DSA-NN) in NC3A, established in July 2008, supports the Agency's mission. We focus on Consultation, Command and Control (C3) support to implement the NATO Comprehensive Approach in all NATO and partner Nations, NATO structures and other security-related organizations. This approach states that NATO success will increasingly depend on the efficient and transparent pooling of different sources of funding for the benefit of NATO Nations. DSA-NN is the senior user representative managing the entire project life cycle and representing the Agency's "point of entry" for all Nations and organizations.



NC3A aims at being an essential contributor to NATO's success. We facilitate regional or multinational cooperation in the C4ISR area. The multinational approach offers Nations significant cost-savings. Our final objective is to achieve higher interoperability in a secured environment through our collaboration with Nations and organizations.

Our strategy is adjusted to address the national needs thanks to the NC3A Catalogue of Expertise. The different areas of interest of the Nations, taking into account the NATO Strategic Concept and Political/Military Guidance, are regularly revised with surveys and compiled in the NC3A Catalogue of Expertise to tailor the

cooperation. DSA-NN leverages various funding opportunities and expertise to be able to provide a solid value proposition to NATO and its partners within the C4ISR community.

## Who we are

The Sponsor Account NATO & Nations operates from two locations and is led by the Director, Dr Velizar Shalamanov. He also leads the Cooperation Development Office (CDO) in Brussels, for which he is supported by the Business Manager and the Executive Officer, the Customer Situation Centre and the Administrator. The Portfolio Management Office (PMO), located in The Hague, is led by Mr. Alfred Mikolaschek, and supported by the Deputy Portfolio Managers and the Administrative Assistant.

## What we achieved

The year 2009 marks the first full year of activity for DSA-NN, mainly in the area of portfolio management. The DSA-NN project portfolio reached 16 million Euros where 5 million Euros came



from multinational projects, 5 million Euros from national projects, and the last part from NATO Organizations. As an example, some projects were achieved in collaboration with EUROCONTROL, the NATO-Russia Council, and partner Nations as part of the overall budget portfolio. One of the highlights in 2009 was the signature by NC3A a contract to provide internet access to 9 Afghani Universities and other international organizations.

## What we work on

Driven by the consequences of the worldwide financial crisis, we developed a Cooperation Development Strategy. The strategy aims to: effectively support nations in ISAF and their contribution

to NRF; strengthen the Art. 5 infrastructure and capabilities; to explore the opportunities of multinational projects for air C2, maritime C2, CIMIC, cyberdefence, C-IED, ISR, further development of CFBLNet and an environment for exercises.

An Umbrella Memorandum of Understanding (MoU) is proposed as a tool to simplify the process of future cooperation by adding Technical Agreements to specific C4ISR-related work. It establishes Senior Representatives and the Focal Points for all the Nations/Organizations, which are grouped in Task Forces (TF) for different regions North West (NW), South West (SW), North East (NE), South East (SE), with a mid-point in Brussels.

More than 15 NATO and partner Nations have chosen NC3A as the unique and unbiased provider of comprehensive C4ISR capabilities. The projects are very diverse – from training support to major acquisitions, defence and operational planning, communications, and core information services.



Currently, an umbrella MoU has been signed with Italy, Sweden and Finland. Two additional MoUs are expected to be endorsed with Bulgaria and France in the beginning of 2010. Several countries like Albania, Croatia, Estonia, Norway, Poland, Romania, Slovenia, Turkey, United Kingdom and the Former Yugoslav Republic of Macedonia are working with us to establish a similar legal framework regarding the governance of C3 projects.

For several years NC3A has been organizing an Industry conference to maintain contact with the various companies working with NATO. In 2010 we co-organize, together with the Bulgarian Ministry of Defence, the first NC3A Chief Information Officers