



# **HOW TO DO BUSINESS WITH NATO AND OTHER FOREIGN GOVERNMENTS**

## **ISO 8000: THE INTERNATIONAL STANDARD FOR DATA QUALITY**

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# HOW TO DO BUSINESS WITH NATO AND OTHER FOREIGN GOVERNMENTS



# DOING BUSINESS WITH NATO THROUGH NAMSA

- NAMSA is the NATO Maintenance and Supply Agency, located in Capellen, Luxembourg
- NAMSA maintains systems and does procurement on a multi-national basis for NATO and some non-NATO nations
- Their Web site address is [www.namsa.nato.int](http://www.namsa.nato.int)



# REGISTERING TO DO BUSINESS WITH NAMSA

- Go to their Web site and click on “Business Opportunities”
- At the next screen click on “Supplier Registration”
- Follow the instructions given
- Companies that register are informed whenever a Request for Proposal is issued for their products or services



# INFORMATION YOU WILL NEED TO REGISTER WITH NAMSA

- A Commercial and Governmental Entity (CAGE) code
- You may obtain a CAGE by registering with the Central Contractor Registration at [www.ccr.gov](http://www.ccr.gov)
- Companies that register may be informed whenever a Request for Proposal is issued for their products or services



# HOW THE STATE DEPARTMENT CAN HELP YOU DO BUSINESS OVERSEAS

- The State Department has an office dedicated to helping U.S. companies do business in other countries
- The Office of Commercial and Business Affairs
- You will find valuable information at their Web site <http://www.state.gov/e/eeb/cba/index.htm>
- They offer assistance on a broad range of international business issues



# HOW U.S. EMBASSIES CAN HELP YOU DO BUSINESS OVERSEAS

- The U.S. Embassy in each country has a commerce office dedicated to helping U.S. companies do business
- These can be reached globally through the Web site <http://export.gov>
- That site has general information to help exporters and also has links to offices in individual countries



# CODES AND DATA PRODUCTS THAT CAN HELP YOU

- The NATO catalog of items of supply is called the NATO Codification System
- The items of supply are classified by commodity classes called **NATO Supply Classes**
- Several of these NSCs designate textile items:
  - 8305: Textile Fabrics
  - 8310: Yarn and Thread
  - 8405: Outerwear, Men's
  - 8410: Outerwear, Women's
  - 8415: Clothing, Special Purpose
  - 8420: Underwear and Nightwear, Men's



# CODES AND DATA PRODUCTS THAT CAN HELP YOU

- NSCs are the same as Federal Supply Classes
- Knowing **NATO Supply Classes** can help you identify your competitors and marketable products by querying the NATO Master Catalogue of References for Logistics (NATO MCRL)

- Go to

[http://www.nato.int/structur/AC/135/nmcrl/nmcrl\\_e/index.htm](http://www.nato.int/structur/AC/135/nmcrl/nmcrl_e/index.htm)



# CODES AND DATA PRODUCTS THAT CAN HELP YOU

- **Common Procurement Vocabulary (CPV)** codes are required to do business within the European Union
- Codes can be found at [http://simap.europa.eu/codes-and-nomenclatures/codes-cpv/codes-cpv\\_en.htm](http://simap.europa.eu/codes-and-nomenclatures/codes-cpv/codes-cpv_en.htm)
- Guide to bidding on EU contracts: [http://simap.europa.eu/index\\_en.htm](http://simap.europa.eu/index_en.htm)



# ISO 8000: THE INTERNATIONAL STANDARD FOR DATA QUALITY



# BASICS OF ISO STANDARD 8000

- ISO 8000 is a standard for data quality
- It is managed by ISO Technical Committee 184/Subcommittee 4 (SC4), which has responsibility for standards related to industrial data
- SC4 also manages ISO Standard 10303, related to design engineering
- ISO 8000 complements the ISO 9000 series of standards for quality management systems



# ISO 8000 RECOGNIZES SEVERAL ELEMENTS OF DATA QUALITY

- ISO 8000 incorporates all the key elements of data quality:
  - Syntax
  - Provenance
  - Completion
  - Accuracy
  - Certification



# PARTS OF ISO 8000

- Part 1: Overview, principles and general requirements
- Part 2: Terminology
- Part 100: Master data: Overview
- Part 110: Master data: Exchange of characteristic data: Syntax, semantic encoding, and conformance to data specification
- Part 120: Master data: Provenance
- Part 130: Master data: Accuracy
- Part 140: Master data: Completeness



# DATA QUALITY PROBLEMS AND SOURCES

## Problems Due to Poor Data Quality

- Extra time to reconcile data
- Loss of credibility in a system
- Extra costs
- Customer dissatisfaction
- Delay in deploying a new system
- Lost revenue
- Compliance problems

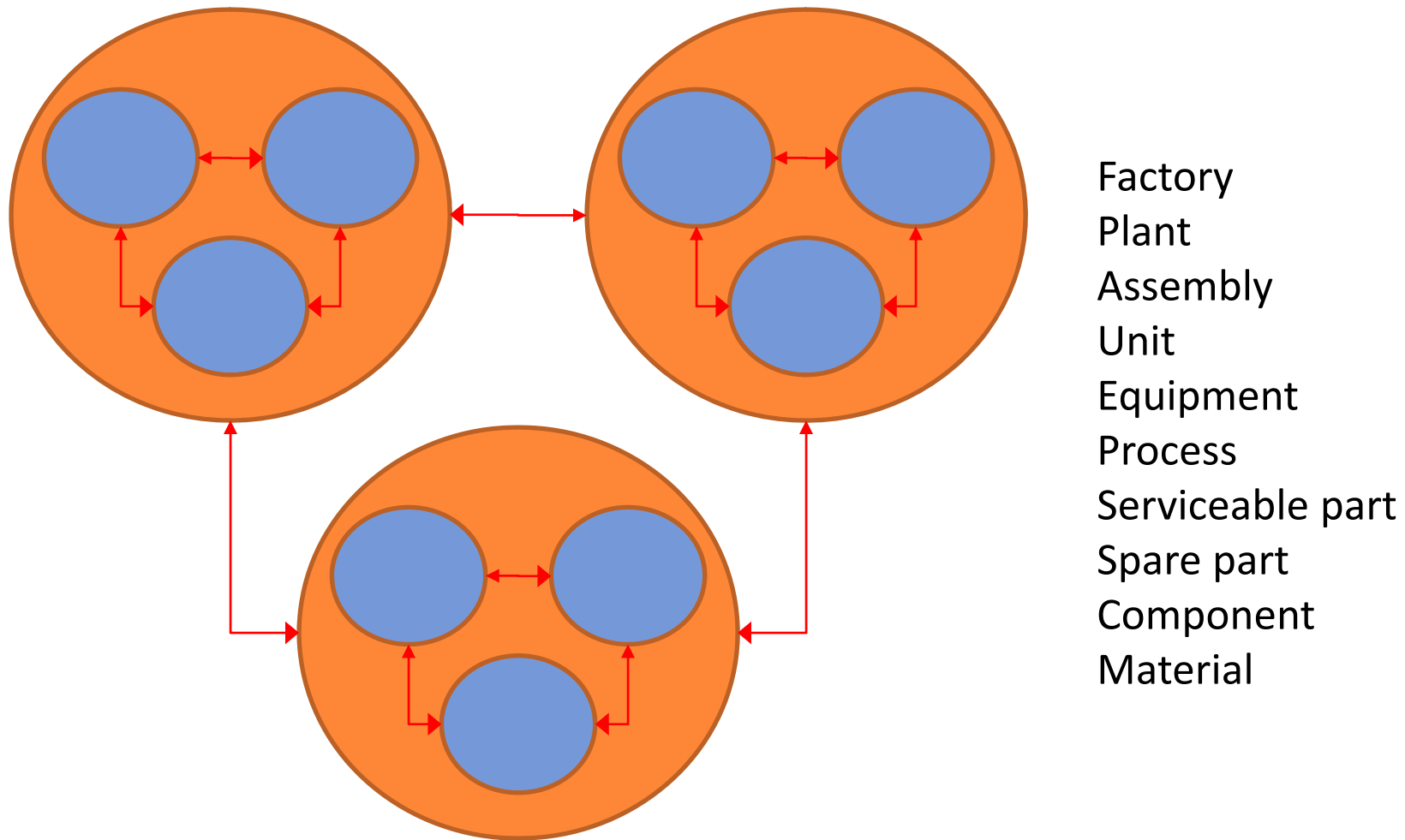
## Sources of Data Quality Problems

- Data entry by employees
- Changes to root/source systems
- Data migration or conversion projects
- Mixed expectations by users
- External data
- System errors
- Data entry by customers

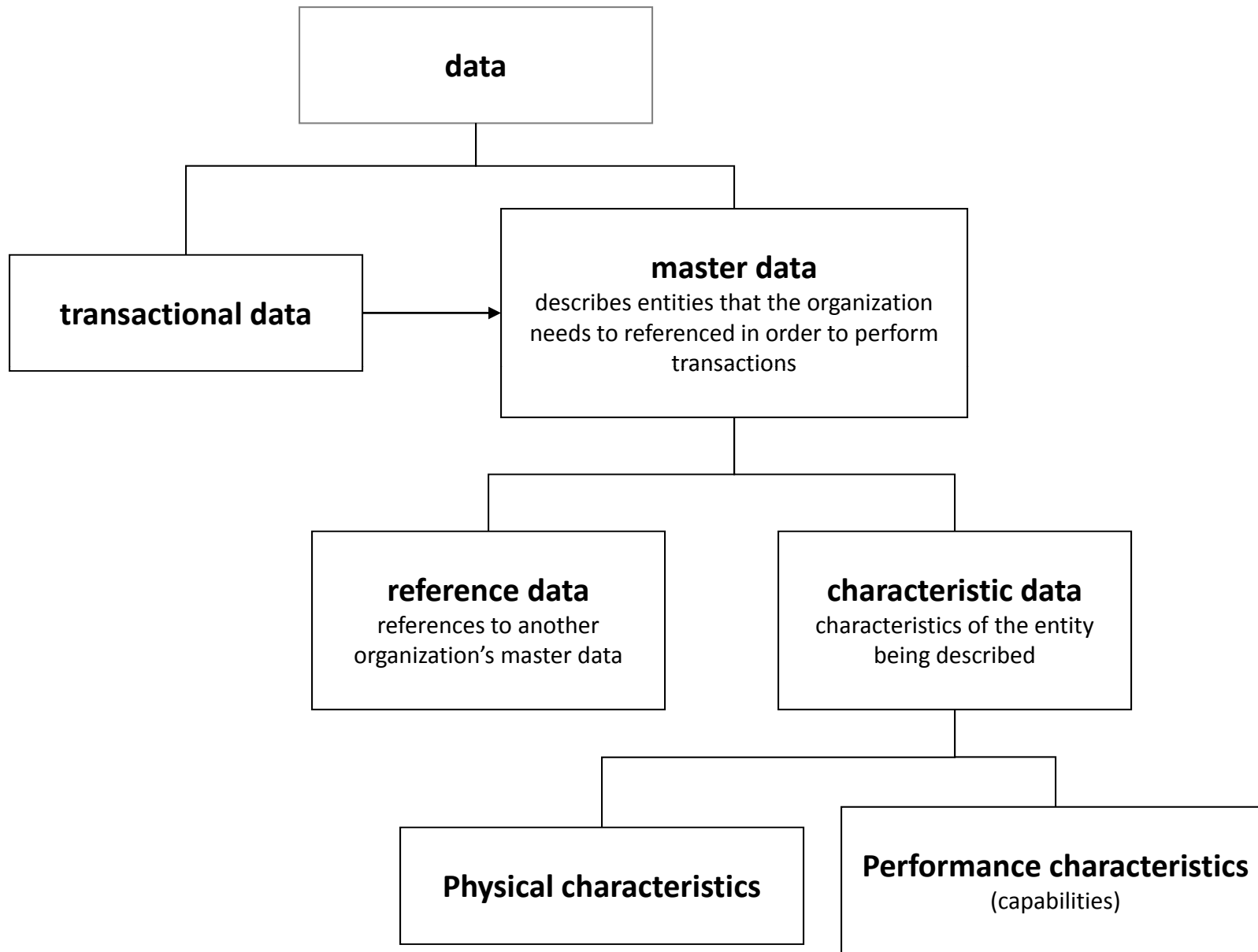


# Integrating Systems

The ability to integrate disparate systems is dependent on the quality of the data that identifies and describes the systems



# Simplified Taxonomy of Data



# ISO 8000 Quality Data



**Data that meets requirements**



**Data that is Portable**

# Operating Systems as a Solution to Hardware “Lock-in”



An operating system is the infrastructure software component of a computer system responsible for sharing the limited resources of the computer. The operating system acts as a host for applications that are run on the machine.

**1969 - UNIX** (we also landed on the moon!)

1974 - CP/M

1981 - MSDOS

1985 - Windows 1.0

1991 - Linux

1995 - BOB

2000 - ME

2001 - XP

2004 - Ubuntu

2007 - VISTA

2009 - Windows 7

2009 - **Android**

# ISO Data Standards are the Antidote to Application “Lock-in”



Quality data is portable data: it is independent of the software application and accessible by any application

# The Need for Portable Data

## If we believe that:

- The software we will be using tomorrow will be different from what we are using today

*and*

- we will need access to our data .... forever

*and*

- data that cannot be separated from licensed software is also licensed data.

## Then:

Our data should be “portable,” independent of any licensed software application.

**ISO 8000 quality data is portable data!**

# BENEFITS OF ISO 8000

## Data providers recognize that:

- data integration is one of the keys to a long term relationship
- the ability to provide their customers with quality data is a significant differentiating factor
- *There is growing resistance to “data lock-in”*

## Data providers are:

- looking to increase their visibility and understand that the best way to do this is to improve the quality of their data
- looking for a standard that they can use to identify the quality of their data



# SOME COMPANIES THAT HAVE IMPLEMENTED ISO 8000

- Rockwell Automation
- IBM
- SAP
- General Electric
- Justborn
- Aramco
- Sasol
- Telkom South Africa



# ELECTRONIC COMMERCE CODE MANAGEMENT ASSOCIATION (ECCMA)

- ECCMA is a standards organization based in Bethlehem, Pennsylvania, that was founded in 1999
- Devoted to implementation of ISO Standards 22745 and 8000
- Maintains the ECCMA Open Technical Dictionary (eOTD), which is compliant with 22745 and 8000
- Available to help companies that want to implement those standards
- Information at [www.eccma.org](http://www.eccma.org)



# IMPLEMENTING ISO 8000

- Generally, companies that implement ISO 8000 do so by hiring an implementer
- The implementer is devoted to implementation of ISO Standards 22745 and 8000
- Maintains the ECCMA Open Technical Dictionary (eOTD), which is compliant with 22745 and 8000
- Available to help companies that want to implement those standards
- Information at [www.eccma.org](http://www.eccma.org)



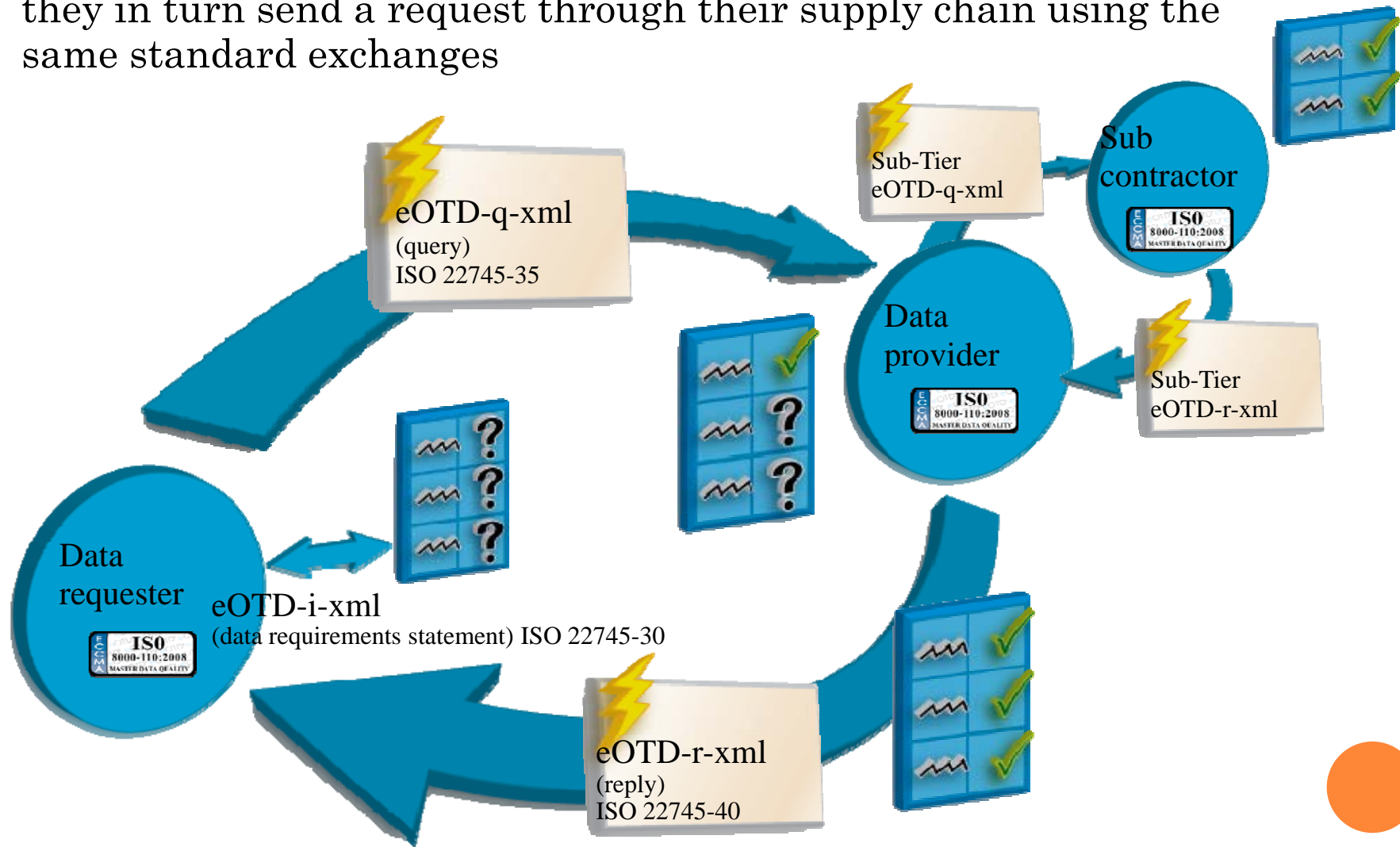


*YOUR POINTING AT IT WON'T HELP - THE COMPUTER RECORDS SHOWS NONE IN STOCK.*



# AUTOMATING THE DATA SUPPLY CHAIN

In practice a data provider may not have all the data requested so they in turn send a request through their supply chain using the same standard exchanges



# DATA IS THE DNA OF LOGISTICS



Data is the DNA of materiel management

- Acquisition
- Financial management
- Hazardous material
- Freight and packaging
- Maintenance
- Sustainability
- Disposal
- Demilitarization

