



ΕΛΛΗΝΙΚΗ ΔΗΜΟΚΡΑΤΙΑ  
Μόνιμη Αντιπροσωπεία της Ελλάδος  
στο ΝΑΤΟ

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Βρυξέλλες, 13 Ιουλίου 2022  
Α.Π.: 3864

ΠΡΟΣ: ΥΠΟΥΡΓΕΙΟ ΕΘΝΙΚΗΣ ΑΜΥΝΑΣ  
- ΓΔΑΕΕ/ΔΑΕΤΕ (μ.η.)

ΚΟΙΝ.: ΥΠΟΥΡΓΕΙΟ ΕΞΩΤΕΡΙΚΩΝ ΓΕΕΘΑ  
- κ. Δ' Γενικό Διευθυντή - Γ2 Διεύθυνση  
- Δ2 Διεύθυνση  
ΥΠΟΥΡΓΕΙΟ ΑΝΑΠΤΥΞΗΣ  
- Γενική Γραμματεία Εμπορίου (μ.η.)  
- Γενική Γραμματεία Βιομηχανίας/  
Διεύθυνση Διεθνών Βιομηχανικών  
Σχέσεων (μ.η.)  
ΤΕΧΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΛΛΑΔΟΣ  
- Διεύθυνση Επαγγελματικής  
Δραστηριότητας (μ.η.)

ΘΕΜΑ: Ειδοποίηση Εκδήλωσης Ενδιαφέροντος, NOI-IFB-CO-115750-CAB, σε Διαγωνιστική Διαδικασία "Cable Supply, Installation and Maintenance for CSU Mons"

Διαβιβάζεται, συνημμένως, σχετική ειδοποίηση εκδήλωσης ενδιαφέροντος (Notification of Intend/NOI), σε εν θέματι διαγωνιστική διαδικασία Basic Ordering Agreement Plus (BOA+), εκ μέρους ΝCΙΑ ως φιλοξενούντος έθνους.

Καταληκτική ημερομηνία εκδήλωσης ενδιαφέροντος και υποβολής δήλωσης επιλεξιμότητας (Declaration of Eligibility/DoE), για ενδιαφερομένους εκτός ΒΟΑ, στην ΝCΙΑ, ορίζεται η 12<sup>η</sup> Αυγούστου τ.έ.

Ενδιαφερόμενες εταιρίες δύνανται αναζητήσουν πληροφορίες μέσω καθοριζομένου σημείου επαφής (Point of Contact/ΠΟC, βλ. παρ. 14 ειδοποίησεως).

Παρακαλούμε για τις ενέργειές σας.

Λ Α Μ Π Ρ Ι Δ Η Σ

Συν. σελ.: 6

ΑΚΡΙΒΕΣ ΑΝΤΙΓΡΑΦΟ  
Ο υπάλληλος της Μ.Α. ΝΑΤΟ  
Σταύρος Τσάκωνας  
Τμηματάρχης Α', ΕΠ.&ΠΛ.

NCIA/ACQ/2022/06977  
11 July 2022

**Notification of Intent BOA PLUS COMPETITION:**

**Cable Supply, Installation and Maintenance for CSU Mons**

**IFB-CO-115750-CAB**

**TOTAL ESTIMATED VALUE: EUR 2,500,000**

**PERIOD OF PERFORMANCE: 1 BASE YEAR + 4 OPTION YEARS**

The NCI Agency expects to issue the Invitation for Bid (IFB) in Q3 2022 with an anticipated Contract award in Q4 2022.

**NCI Agency Point of Contact**

**Mr. Esteban Diaz, Senior Contracting Assistant**

**E-mail: [esteban.diaz@ncia.nato.int](mailto:esteban.diaz@ncia.nato.int)**

To : Distribution List

Subject : **Notification of Intent to Invite International Competitive Bids for Cable Supply, Installation and Maintenance for CSU Mons**

Reference(s) A. AC/337-D(2016)0014 dated 16 March 2016  
B. BC-D(2018)0004-FINAL dated 29 January 2018  
C. BC-D(2019)0129-ADD2 (INV) dated 9 July 2019  
D. AC/4-D(2008)0002-REV2 dated 5 July 2015, Best Value Evaluation Methodology.  
E. BOA procedures: AC-4-D(20019)0004.

1. In accordance with References A through E, notice is hereby given of the intent of the NATO Communications and Information Agency (NCI Agency), acting as Host Nation responsible of implementing the subject requirement, to issue an Invitation for Bid (IFB) for the procurement of Cable Supply, Installation and Maintenance for CSU Mons, under the Basic Ordering Agreement Plus (BOA+) procedures outlined in Reference E.

2. A summary of the requirements of this Invitation for Bid (IFB) is set forth in Annex A, attached to this letter. This requirement is being refined and detailed as part of the preparation of the Invitation for Bid.
3. The reference for the Invitation for Bid is IFB-CO-115750-CAB, and all correspondence concerning this IFB should reference this number.
4. The estimated cost for the services and deliverables included within the basic scope of the intended contract is not to exceed 500,000 EUR for the one year base period and 500,000 EUR for each option period when exercised, for a total of not to exceed 2,500,000 EUR for five years.
5. The envisaged procurement procedure for this IFB will be the BOA+ procedures. The successful bid pursuant to this IFB will be that bid which is deemed to offer the best value for money in accordance with predefined bid evaluation criteria which will be detailed in the IFB as prescribed by the Best Value Procedures. The top level criteria will be: Technical (55%) and Price (45%).
6. The Contract resulting from the IFB will be a single Firm Fixed Price (FFP) Contract. The NCI Agency intends to place a single Contract with one Contractor. No partial bidding will be allowed.
7. The formal IFB is planned to be issued in Q3 2022 with a Bid Closing Date in October 2022 and Contract Award in Q4 2022.
8. Bidders are advised that there will be a required bid validity of 6 months from the closing date for receipt of bids. Should the selection and award procedure extend beyond 6 months after the Bid Closing Date, firms will be requested to voluntarily extend the validity of their bids. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
9. An initial Bidders list proposed by the NCI Agency is to be found in Annex B, Interested companies holding an active BOA with the Agency may require inclusion to the POC listed in paragraph 10.
10. In addition, any interested companies without an active BOA can contact the National Authorities to request inclusion on the Bidders List. National responsible authorities are kindly requested to provide to the NCI Agency Declarations of Eligibility, not later than **12 August 2022** of qualified and certified firms which are interested in bidding for this project. In addition to the certification of the firm's security clearances required under this NOI, the Declarations of Eligibility should include the following information for each of the nominated firms: Name of the Firm, Telephone number, E-mail address and one Point of Contact. This information is critical to enable prompt and accurate communication with prospective Bidders and should be sent to the following email addresses:

E-mail : [esteban.diaz@ncia.nato.int](mailto:esteban.diaz@ncia.nato.int)

Cc to : [livia.rosu@ncia.nato.int](mailto:livia.rosu@ncia.nato.int)

11. National authorities are advised that the IFB package is anticipated to be NATO UNCLASSIFIED.

12. The successful offeror may be required to handle and store classified information up to and including the level of NATO SECRET. In addition, Contractor personnel may be required to work unescorted in Class II Security areas and therefore, access can only be permitted to individuals with NATO CTS clearance. Only companies maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting contract.
  
13. Requests for participation in this competition received directly from individual firms not holding a BOA with NCIA cannot be considered.
  
14. The NCI Agency point of contact for all information concerning this IFB is Mr. Esteban Diaz, Senior Contracting Assistant, email: [esteban.diaz@ncia.nato.int](mailto:esteban.diaz@ncia.nato.int)

Your assistance in this procurement is greatly appreciated

FOR THE CHIEF OF ACQUISITION:

Esteban Diaz  
Senior Contracting Assistant

Enclosures:

Annex A: Summary of SOW

**Distribution List**

**NCIA Internal distribution**

**NATO Delegations (Attn: Infrastructure Adviser)**

**Embassies in Brussels (Attn: Commercial Attaché)**

**NCI Agency – All NATEXs**

## Annex A: Summary of SOW

### 1. Summary of SOW:

#### 2. Background

NCI Agency CSU Mons, located in Mons (BEL) installs, operates, maintains and supports the full range of CIS capabilities during peacetime, crisis and war throughout its allocated Area of Responsibility (AOR) and as otherwise directed.

There are cases where the work requested cannot be performed by usual means, for example, but not limited to:

- a. Outside plant cabling installation using existing and new ducts and pipes and or new diggings.
- b. Working in objectionable conditions (high ground, underground).
- c. Working in areas where CSU does not have the necessary equipment.
- d. Projects directed by Project Teams where Contractor work is required due to high amount of equipment and material being installed.
- e. Time constraints.

This document has been created to support the request for a single contractor and contractually binding 5-year option support.

The selected Contractor is expected to undertake a large share of routine eligible copper and fibre infrastructure installation and maintenance on SHAPE premises and buildings. .

#### 3. Scope of Work

The Contractor shall provide qualified personnel able to accomplish the following tasks:

- a. Supply, install, terminate, connect, design and test fibre optic and copper cable infrastructure using various cable types, materials, connectors and test equipment applicable to installation requested.
- b. Provide *As Built Files* and drawings after installation to both CSU Mons and BSG, using **Bentley Microstation only**. This is due to the fact that the BSG Drawing Office uses this tool. As Built Files shall be provided via e-mail to COTR and BSG Drawing Office, in the following formats at minimum .dgn, .pdf.
- c. Provide *As Built Files* and drawings in Patch Manager exported file format (<https://patchmanager.com/product/>). This is because NCI Agency and CSU Mons use this tool. A Patch Manager mandatory cable information and format template will be provided to the contractor on award of contract.

- d. Provide cable continuity and loss measurements on completion of the physical work, in Microsoft Excel .xls format.
- e. Provide, Ad Hoc, files in MS Office Suite formats, PowerPoint, Excel, Visio.
- f. Provide assistance, maintenance, troubleshooting and repair in case of later damage.
- g. Provide warranty of the installation for 2 years on labour quality and material/equipment installed.
- h. Period of performance shall be set at 1 Base year + 4 yearly options (financial year is 1 January-31 December)

Base: 1 Jan 2023 – 31 Dec 2023  
Options 1: 1 Jan 2024 – 31 Dec 2024  
Option 2: 1 Jan 2025 – 31 Dec 2025  
Option 3: 1 Jan 2026 – 31 Dec 2026  
Option 4: 1 Jan 2027 – 31 Dec 2027