



ΕΛΛΗΝΙΚΗ ΔΗΜΟΚΡΑΤΙΑ
Μόνιμη Αντιπροσωπεία της Ελλάδος
στο ΝΑΤΟ

ΑΔΙΑΒΑΘΜΗΤΟ
ΕΠΕΙΓΟΝ

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/Γενική Γραμματεία Εμπορίου (μ.η.)
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Νίκης 4

ΘΕΜΑ: Αίτηση για Παροχή Πληροφοριών RFI-ACT-SACT-21-25 CIS Cyber CPP, για το Αντικείμενο: «Provide inputs to NATO's Communication and Information Systems (CIS) Security (including Cyber Defence) Capabilities»

1. Διαβιβάζεται, συνημμένως, αίτηση Συμμαχικής Διοίκησης Μετασχηματισμού (ACT) για συμμετοχή Βιομηχανίας σε έρευνα και παροχή πληροφοριών (Request for Information/RFI) για εν θέματι αντικείμενο.
2. Καταληκτική ημερομηνία υποβολής προτάσεων ενδιαφερομένων, ορίζεται η 2^α Απριλίου 2021.
3. Ενδιαφερόμενοι δύνανται αναζητήσουν πληροφορίες μέσω καθορισμένων σημείων επαφής (Point of Contact/POC, βλ. πίνακα, σελ.2 αίτησης).
4. Παρακαλούμε για ενέργειές σας προς ενημέρωση Βιομηχανίας.

ΛΑΜΠΡΙΔΗΣ

Συν. Σελ: 5

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

ΑΔΙΑΒΑΘΜΗΤΟ

HQ Supreme Allied Commander Transformation

RFI-ACT-SACT-21-25

**Headquarters Supreme Allied Commander Transformation
Norfolk Virginia**



REQUEST FOR INFORMATION RFI-ACT-SACT-21-25

This document contains a Request for Information (RFI) Call for NATO Nations and Industry to provide inputs to NATO's Communication and Information Systems (CIS) Security (including Cyber Defence) Capabilities.

Nations and Industry wishing to respond to this RFI should read this document carefully and follow the guidance for responding.

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HQ Supreme Allied Commander Transformation RFI 21-25	
General Information	
Request For Information No.	21-25
Project Title	Request for Nations and Industry to provide inputs to NATO's Communication and Information Systems (CIS) Security Capabilities
Due date for submission of requested information	2 April 2021
Contracting Office Address	NATO, HQ Supreme Allied Commander Transformation (SACT) Purchasing & Contracting Suite 100 7857 Blandy Rd, Norfolk, VA, 23511-2490
Contracting Points of Contact	1. Ms Tonya Bonilla e-mail : tonya.bonilla@act.nato.int Tel : +1 757 747 3575 2. Ms Catherine Giglio e-mail : catherine.giglio@act.nato.int Tel : +1 757 747 3856
Technical Points of Contact	1. Jean-Eudes Gautier, e-mail : jean-eudes.gautier@act.nato.int Tel : +1 757 747 4213 2. Antoine Landry, e-mail : antoine.landry@act.nato.int Tel : +1 757 747 3965

1 - INTRODUCTION

1.1 **Summary.** Headquarters Supreme Allied Commander Transformation (HQ SACT) is issuing this Request for Information (RFI) in order to engage with NATO Nations and Industry. The intention is to establish the art-of-the-possible and state-of-the-art with respect to technologies, products and services in the area of NATO Communication and Information Systems (CIS) Security (including Cyber Defence) Capabilities in order to support NATO Governance decision-making on Common Funded Capability Development.

1.2. This request for information does not constitute a commitment to issue a future Request for Proposal (RFP). The purpose of this request is to involve Nations and Industry through collaboration, in an examination of existing and available capabilities related to CIS Security. HQ SACT has not made a commitment to procure any of the items described herein, and release of this RFI shall not be construed as such a commitment, nor as authorization to incur cost for which reimbursement will be required or sought. Further, respondents are advised that HQ SACT will not pay for any information or administrative costs incurred in responding to this RFI. The costs for responding to this RFI shall be borne solely by the responding party. Not

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responding to this RFI does not preclude participation in any subsequent RFP if issued in the future.

2 - DESCRIPTION OF THE PROGRAMME

2.1 Programme Vision

2.1.1 Today NATO faces an increasingly diverse, complex, quickly evolving, and demanding security environment than at any time since the end of the Cold War. In particular, the exploitation of Cyberspace presents an increasingly growing challenge to the security of the Alliance; a challenge which could be as harmful to our societies and institutions as conventional kinetic attacks.

2.1.2 In this context, the Cyberspace Programme endeavours to outfit capability within the NATO Enterprise. This RFI relates specifically to CIS Security maintenance for the NATO Enterprise. It includes addressing lifecycle issues such as obsolescence and ensuring the Enterprise (including Allied Operations and Missions [AOM]) has critical CIS Security capabilities required to keep pace with the current threat landscape and maintain the existing NATO Enterprise security posture.

2.1.3 The NATO Cyberspace Programme is currently at the stage to develop a consolidated, comprehensive programme plan that will deliver a required capability as detailed in the Capability Requirements Brief (ref. ACT/CAPDEV/REQS/TT-3037/SER:NR:0145). This plan will direct the necessary actions across the NATO-recognised lines of development including: doctrine, organisation, training, materiel, leadership, personnel, facilities and interoperability. This is NATO's Capability Programme planning stage within the new NATO Common Funded Capability Delivery Governance Model. The new NATO Common Funded Capability Delivery Governance Model includes decision points on the:

- Requirement (via the Operational Requirements Statement) – the Programme Mandate;
- Viability of a capability-based programme to satisfy the requirement (via the Capability Requirements Brief) – the Programme Brief and Vision; and
- Establishment of a programme to deliver capabilities and to drive the transformational change – the Capability Programme Plan.

2.1.4 Amongst other aims, the Capability Programme Plan is intended to determine alternatives through an analytical comparison of the operational effectiveness and life cycle costs of different alternatives under consideration to satisfy the requirements. The Analysis of Alternatives (AoA) also includes consideration of the possibility of "Adopt"-ing a solution (from Nations), "Buy"-ing (acquiring a solution from Industry), or "Create"-ing (developing a solution bespoke to NATO). The AoA will assist decision makers to identify alternatives that offer the Alliance value.

2.1.5 To achieve the aims of the Capability Programme Plan, a Request for Information is necessary to determine relevant technologies, products and services that exist within NATO Nations (as part of the consideration of "Adopt"-ing a solution from Nations) or that are available on the commercial market (as part of the consideration of "Buy"-ing a solution from Industry). This request intends to identify prospective solution, for which the team may need to conduct additional in-depth discussions. This is not a formal request for submissions as part of a procurement; it

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intends to conduct an additional in-depth survey to determine possible solutions, which should be identified in the development of the Capability Programme Plan.

2.2 Intent/Objectives.

To support the development of robust CIS Security (including Cyber Defence) capabilities, a Capability Programme Plan needs a robust Analysis of Alternatives, notably from the “Adopt” and “Buy” perspectives. This Request for Information is intended to provide NATO Nations and Industry an opportunity to provide information that would allow NATO to determine potential benefits they might receive from adopting or buying an existing solution. As part of this process, Nations may rely on information from Industry.

2.3 Expected benefits to respondents

NATO Nations and Industry will have the chance to expose NATO Cyberspace subject matter experts to existing technologies, products and services.

2.4 Expected input from Nations and Industry.

Expected input to this RFI is the perspective from Nations and Industry on relevant and existing solutions responding to NATO requirements.

3 - REQUESTED INFORMATION

The requested information is embedded in the attached spreadsheet: RFI-ACT-SACT-21-25 CIS Cyber CPP - Requirements.xlsx

3.1 Answers to the RFI.

The answer to this RFI may be submitted by e-mail to the contracting and technical Points of Contact listed above.

Nations and Industry respondents indicating that a solution could be adopted or bought are expected to provide Rough Order of Magnitude (ROM) costing. The ROM costing shall not be considered as an offer or commitment from the respondent. In case Nations or Industry respondents do not want to document this, one on one discussion will be setup during TIDE Sprint (see 3.2.2 below) to discuss only about proposals and costing.

3.2 Follow-on.

3.2.1 The data collected in response to this RFI will be used to develop a report to inform the Cyberspace Capability Programme. The data collected will notably be used to provide an assessment to support a decision as to whether NATO should pursue an Adopt/Buy approach to Cyberspace capabilities.

3.2.2 It is also the intention of the Cyberspace team to use the upcoming TIDE Sprint Cyberspace Track, an ACT-led event that will take place in an online format from 12 to 15 April 2021, as a venue to engage with responding parties regarding this RFI. The aim of the workshop will be:

- For the Cyberspace team, to provide additional information regarding the RFI and answer any questions;
- For respondents to this RFI, to answer questions from the Cyberspace team.

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Besides this Q&A session, one on one discussion will be setup as necessary to talk only about proposals and costing (no Q&A).

3.2.3 Provision of data, or lack of, will not prejudice any respondent in the event that there is a competitive bidding process later as part of NATO Common-Funded Capability Development.

3.3 **Handling of Proprietary information.** Proprietary information, if any, should be minimized and clearly marked as such. HQ SACT will treat proprietary information with the same due care as the command treats its own proprietary information, and will exercise due caution to prevent its unauthorized disclosure. Please be advised that all submissions become HQ SACT property and will not be returned.

3.4 **Questions.** Questions of a technical nature about this RFI announcement shall be submitted by e-mail solely to the above-mentioned POCs. Accordingly, questions in an e-mail shall not contain proprietary and/or classified information. Answers will be posted on the HQ SACT P&C website at: www.act.nato.int/contracting-procurements.

3.5 **Response Date.** 2 April 2021

3.6 **Summary. This is a RFI only. The purpose of this RFI is to involve Nations and Industry, through collaboration,** in an examination of existing capabilities related to CIS Security maintenance. HQ SACT has not made a commitment to procure any of the items described herein, and release of this RFI shall not be construed as such a commitment, nor as authorization to incur cost for which reimbursement will be required or sought. It is emphasised that this is a RFI, and not a RFP of any kind.

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