

**Notification Of Intent to Invite Bids**

**PROVISION OF SOFTWARE  
“PULSE SECURE VIRTUAL TRAFFIC MANAGER”**

**RFQ-CO-115866-CG3M**

Estimated Value: EUR 45,000

Period of Performance: Q4 2023

This NOI concerns the procurement of Pulse Secure vADC (Application Delivery Control) products/ Pulse Secure Virtual Traffic Manager Commercial-Off-The-Shelf (COTS) software in the context of the Core GIS Increment 3 upgrade.

The Agency anticipates issuing the formal Request for Quotation (RFQ) in Q2 2023 with an anticipated Contract Award by Q2 2023.

It is planned to issue the RFQ in accordance with the Basic Ordering Agreement (BOA) Plus procedures, thus allowing for a bid closing date approximately two weeks after issuance of the RFQ.

**NCI Agency Point of Contact**

Ms. Emira Kapetanovic

E-mail: [Emira.Kapetanovic@ncia.nato.int](mailto:Emira.Kapetanovic@ncia.nato.int)

To: Distribution List

Subject: Notification of Intent to Invite Bids

PROVISION OF PROVISION OF SOFTWARE “PULSE SECURE  
VIRTUAL TRAFFIC MANAGER ” IN SUPPORT TO CORE  
GEOGRAPHICAL INFORMATION SERVICES INCREMENT 3  
MITIGATION PLAN (CG3M)

**RFQ-CO-115866-CG3M**

References: A. AC/4-D/2261 (1996 Edition), Procedures for International Competitive Bidding  
B. AC/4-D(2019)0004(INV), dated 4 July 2019, Procedure governing the use of BOAs  
C. C-M(2002)49 – NATO Security Policy  
D. AC/4-DS(2022)0012

1. The NATO Communication and Information Agency (NCI Agency), acting as the Host Nation, hereby gives notice of its intent to issue Request for Quotation (RFQ):”Provision of software “Pulse Secure vADC (Application Delivery Control) products/ Pulse Secure Virtual Traffic Manager”.
2. Attached to this letter at Annex A is a high level summary of the requirements for software and software maintenance to be procured. These will be further detailed as part of the RFQ.
3. The reference for the Invitation for Bid will be **RFQ-CO-115866-CG3M**, and all correspondence concerning this RFQ should reference this number.
4. For the purpose of planning, the estimated cost for the services and deliverables included within the scope of the intended contract is approximately EUR 45,000 (base value without options).
5. The successful bid pursuant to the RFQ will be that bid which is the lowest price and technically compliant in accordance with the evaluation criteria prescribed in the RFQ.
6. It is planned to award a single contract for the entire scope of work. No partial bidding will be accepted. The envisaged contract vehicle is Firm Fixed Price (FFP) with award to one Contractor.
7. The NCI Agency will use the Basic Ordering Agreement (BOA) Plus bidding procedures. Attached to this letter at Annex B is a list of potential bidders that may be able to provide the services required for this contract. This list was compiled from the companies that have an active BOA with the Agency.
8. The BOA Plus procedures allow National Responsible Authorities to nominate eligible bidders in addition to the companies identified at Annex B. Any such nominations for companies that do not have an active BOA should come from the National Authorities via their Delegation/Mission to NATO, who will provide the requisite Declaration of Eligibility (DoE). Upon receipt of the DoE, the NCI Agency Contracting Officer will add the company to the Bidders List.
9. National Responsible Authorities are kindly requested that the NCI Agency be provided with Declarations of Eligibility (DOE), not later than **27 March 2023**, of qualified and certified companies which may be interested in receiving an RFQ for this project.
10. The Declarations of Eligibility should include the following information for each of the nominated company:

1. Company Name
2. Company Address
3. Point of Contact (POC)
4. POC Telephone number
5. POC E-mail address

10. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent to the following address:

NATO Communications and Information Agency  
NATO HQ Boulevard Leopold III  
B-1110 Brussels, Belgium  
Attention: Emira Kapetanovic – Principal Contracting Assistant  
E-mail: [Emira.Kapetanovic@ncia.nato.int](mailto:Emira.Kapetanovic@ncia.nato.int)

11. Please note that requests for participation in this competition received directly from individual companies cannot be considered, unless they hold a valid BOA with the NCI Agency.
12. The formal RFQ is planned to be issued in Q2 2023, and Contract Award is planned for no later than Q2 2023. The Purchaser reserves the right to amend these dates at their discretion.
13. Bidders will be required to declare a bid validity of six (6) months from closing date for receipt of bids. If the selection and award procedure exceed the bid closing date by more than six (6) months, companies may 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.
14. The participating National Authorities are advised that the RFQ package will be “NATO UNCLASSIFIED”.
15. The NCI Agency point of contact for all information concerning this RFQ is Emira Kapetanovic, Principal Contracting Assistant, at [Emira.Kapetanovic@ncia.nato.int](mailto:Emira.Kapetanovic@ncia.nato.int).
16. Your assistance in this procurement is greatly appreciated.

For the Chief of Acquisition:

Emira Kapetanovic  
Principal Contracting Assistant

**Attachment(s):**

- Annex A – Summary of the Requirements
- Annex B – Initial List of Bidders

## RFQ-CO-115866-CG3M

### Distribution List

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

1. Albania
2. Belgium
3. Bulgaria
4. Canada
5. Croatia
6. Czech Republic
7. Denmark
8. Estonia
9. France
10. Germany
11. Greece
12. Hungary
13. Iceland
14. Italy
15. Latvia
16. Lithuania
17. Luxembourg
18. Montenegro
19. The Netherlands
20. North Macedonia
21. Norway
22. Poland
23. Portugal
24. Romania
25. Slovakia
26. Slovenia
27. Spain
28. Türkiye
29. United Kingdom
30. United States

- **NATO HQ**

NATO Office of Resources, Management and Implementation Branch,  
Attn: Deputy Branch Chief  
Director, NATO HQ C3 Staff, Attn: Executive Coordinator  
SACTREPEUR, Attn: Infrastructure Assistant  
SHAPE, Attn: J3 & J2

- **Strategic Commands**

HQ SACT Attn: R&D Contracting Office  
ACO Liaison Office

- **All NATEXs**

- **NCI Agency – Internal**

## Annex A – Summary of the Requirements

### RFQ-CO-115866-CG3M

#### PROVISION OF SOFTWARE

#### “PULSE SECURE VIRTUAL TRAFFIC MANAGER” IN SUPPORT TO NATO CORE GEOGRAPHICAL INFORMATION SERVICE (GIS) INCR. 3

### 1. Introduction

- 1.1 This procurement concerns the acquisition of Pulse Secure vADC (Application Delivery Control) products/ Pulse Secure Virtual Traffic Manager Commercial-Off-The-Shelf (COTS) software in the context of the Core GIS Increment 3 upgrade.

### 2. Scope

- 2.1 For the upgrade of the Core GIS Incr. 3 Pulse Secure vADC (Application Delivery Control)/ Pulse Secure Virtual Traffic Manager Commercial-Off-The-Shelf (COTS) software and software maintenance is required.
- 2.2 The RFQ will include Pulse Secure software products and related maintenance as per the table below and might be extended by other Pulse Secure vADC (Application Delivery Control) products.

<b>Pulse Secure software products</b>
Pulse Secure Virtual Traffic Manager 400Mb
Pulse Secure Virtual Traffic Manager 1Gb
Maintenance for Pulse Secure Virtual Traffic Manager 400Mb
Maintenance for Pulse Secure Virtual Traffic Manager 1Gb

- 2.3 The RFQ will include a fixed number of Pulse Secure software products and related maintenance but also include options to purchase additional Pulse Secure software products and related maintenance in the coming years.

### 3. The Period of Performance

The Contractor is expected to deliver the COTS training material no later than 30 days after receipt of the purchase order/contract award.

## **Annex B – Initial List of Bidders**

**RFQ-CO-115803-CG3M**



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## RFQ-CO-115866-CG3M Bidders List

<i>Country</i>	<i>Vendor</i>
<b>ALBANIA</b>	TCN shpk
<b>BELGIUM</b>	Akacio - Louis & Associates s.a.r.l BE NETWORKS BLACK BOX NETWORK SERVICES Brevco Services Computer Sciences Corporation DUSTIN BELGIË (CENTRALPOINT) NV Dell NV Insight Technology Solutions Belgium, In NextiraOne Proximus NV Proximus SpearIT NV Quality Business Engineering Europe SAIT SOPRA STERIA BENELUX SoftwareOne BE BV System Solutions Belgium Thales Alenia Space Etca s.a. UNIFY COMMUNICATIONS Van Roey Automation NV Verizon Terremark NV WorldEscrow SA/NV
<b>BULGARIA</b>	Lirex BG Ltd SmartCom-Bulgaria AD Telelink Business Services EAD
<b>CANADA</b>	RHEA Inc.
<b>CROATIA</b>	CROZ d.o.o. za informaticku djelatnost IN2 Information Engineering Ltd. KING ICT d.o.o Senso IS d.o.o. Span PLC
<b>CZECHIA</b>	Autocont Skill s.r.o. TietoEnator Czech s.r.o.
<b>DENMARK</b>	Danoffice ApS GM MERC A/S
<b>FRANCE</b>	ADW Network Altran technologies_ASD Paris MARLINK SAS Société Réseau Informatique et Gestion



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## RFQ-CO-115866-CG3M Bidders List

<b>Country</b>	<b>Vendor</b>
<b>FRANCE</b>	Sopra Steria Group
<b>GERMANY</b>	ARKTIS IT solutions GmbH Bechtle GmbH System House Aachen Bell Computer-Netzwerke GmbH CANCOM Public GmbH CGI (Germany) GmbH & Co. KG FREQUENTIS Deutschland GmbH GBS TEMPEST & Service GmbH Hays AG KB Impuls Service GmbH Quintec Gesellschaft fuer Datentechnik mbH Rohde & Schwarz GmbH & Co. KG T-Systems International GmbH Telespazio Germany GmbH
<b>GREECE</b>	Cosmos Business Systems S.A. European Dynamics SA Info-Quest SA PC SYSTEMS S.A.
<b>HUNGARY</b>	Honvédelmi Minisztérium Elektronikai, Logisztikai és Vagyonkezelő zrt. S&T Consulting Hungary Ltd.
<b>ITALY</b>	3F & EDIN Spa EUROPA NETWORKING SRL Fondazione FORMIT SMS Engineering srl TELSY S.p.A. Telecom Italia S.p.A
<b>LATVIA</b>	DPA Ltd I LCC SIA Fima
<b>LITHUANIA</b>	Blue Bridge
<b>LUXEMBOURG</b>	NTT LUXEMBOURG PSF SA
<b>NETHERLANDS</b>	Global Crossing Global Systems and Software Misco Nederland BV NCIM-Groep PQR bv PointGroup BV ROHDE & SCHWARZ BENELUX BV Solitee B.V.





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## RFQ-CO-115866-CG3M Bidders List

<b>Country</b>	<b>Vendor</b>
<b>NETHERLANDS</b>	Truedata B.V. UNI Business Centre BV
<b>NORWAY</b>	3D perception AS Airbus Defence and Space AS Atea Norge AS Umoe IKT
<b>POLAND</b>	Asseco Poland S.A Atende S.A.(prior ATM S.A.) EXENCE S.A. Elmontex Instytut Techniczny Wojsk Lotniczych MAW Telecom Intl SA Newind sp. z o.o. Softblue Michal Kierul Solidex S.A. Sygnity S.A. Teldat Sp. Z.o.o. sp.k. XCOMP Zbar Phu Mariusz Popena
<b>PORTUGAL</b>	Warpcom Services SA
<b>ROMANIA</b>	ATOS Convergence Creators SRL BITLOSOPHY S.R.L. KRANSZ WALD SRL REXENERG POWER SRL certSIGN S.A.
<b>SLOVAKIA</b>	Aliter Technologies a.s InterWay, s.r.o.
<b>SLOVENIA</b>	Unistar LC d.o.o.
<b>SPAIN</b>	Alma Technologies s.a. DILLERS, SA KRC ESPAÑOLA, S.A. MOLLITIAM INDUSTRIES S.L. NTT DATA
<b>TURKIYE</b>	HAVELSAN Hava Elektronik San. Ve Tic A.S.
<b>UNITED KINGDOM</b>	Audax CDW Limited Centerprise International Ltd General Datatech



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## RFQ-CO-115866-CG3M Bidders List

<i>Country</i>	<i>Vendor</i>
<b>UNITED KINGDOM</b>	IOSTRAP, LTD Leonardo UK Ltd Rockwell Collins UK Limited Softcat plc Sopra Steria Limited
<b>UNITED STATES</b>	AATD, LLC ALTIMA GROUP INTERNATIONAL, INC. (AGI) AUTOMATION INNOVATIONS LLC Accelera Solutions, Inc. Advanced Computer Concepts Applied Coherent Technology Corp. BAE Systems Information Solutions Inc. By Light Professional IT Services LLC EMW, Inc. ISSTSPi Intelligent Waves LLC K3 Enterprises, Inc. L-3 National Security Solutions, Inc. LEIDOS Inc LTI DataCom Inc. ManTech International Corporation Merlin International, Inc Parsons Government Services Inc. PlanIT Group LLC Presidio Networked Solutions, Inc Raytheon CompanyNetwork Centric Systems SAIC Strategic Operational Solutions, Inc UXB Defense, Inc Ultisat dba Speedcast Government vCloud Tech Inc
<b>Total :</b>	<b>148</b>