

Notification of Intent to Invite Bids

Method: International Competitive Bidding (ICB)

Enterprise Agreement for Tenable Licenses NCI Agency Reference #: IFB-CO-422184-Tenable

Estimated Amount: 800K

NOI Closing Date: 25 August 2023

Solicitation Release Date: Anticipated on 11 September 2023

Solicitation Closing Date: Anticipated on 2 October 2023

Contract Award Date: Anticipated on 4 December 2023

Competition Type: ICB Lowest Priced Technically Compliant

The NCI Agency hereby notifies the NATO Nations of its intent to invite bids for the procurement of Tenable licenses. The NCI Agency is seeking to establish an enterprise agreement serving as the preferred vehicle for the procurement of Tenable products.

****Neo eProcurement Registration****

Attention Suppliers,

The NCI Agency is stepping into a new era of procurement. We have launched an eProcurement tool, Neo, to make our collaborations smoother, faster, and more transparent. If you are keen to do business with us, you will need to register in [Neo](#). This tool will offer suppliers visibility into past, current and upcoming business opportunities, and streamlines the competition cycles, contract awards, and account management.

The NCI Agency will be moving all procurement activities to Neo by the end of 2023. Until then, selected business opportunities will be incrementally conducted in Neo. We invite all suppliers interested in these competitions to register in [Neo](#).

NCI Agency Point of Contact

Canı Dorina, Principal Contracting Assistant

Dorina.Cani@ncia.nato.int

Annexes:

- A. Summary of Requirements
- B. Distribution List

To : Distribution List

Subject : **Notification of Intent to Invite Bids for Enterprise Agreement for Tenable Licenses**

Reference :
A. BC-D(2018)0004-FINAL, BC Budget Procurement Guidance

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1. In accordance with References A, the NCI Agency, as the Host Nation responsible to implement the project in subject, hereby gives notice of its intent (NOI) to issue an Invitation for Bid (IFB) for Enterprise Agreement for Tenable Licenses, hereafter referred to as the "Project".
 2. A high-level summary of the Project's technical requirements is set forth in Annex A hereto. These requirements are being refined and will be included in further details as part of the IFB.
 3. The reference for this Project is IFB-CO-422184-Tenable, and all correspondence concerning this NOI and subsequent IFB should reference this number.
 4. The NCI Agency plans to issue an IFB using the International Competitive Bidding (ICB) Procedure for Lowest Priced Technically Compliant (LPTC) evaluations. A single, firm-fixed price contract is planned for the entire scope of work.
 5. Eligibility to participate in the subsequent IFB is declared by national authorities. Hence, qualified and certified companies interested in receiving an IFB for this Project are hereby requested to provide a Declaration of Eligibility (DoE), sent by their Delegation/Mission to NATO to the NCI Agency contracting authority not later than 25 August 2023, which is 49 calendar days after the date of this letter.
 - a. In addition to the certification of the company's security clearances required under this NOI, the DoE should include the following information for each of the nominated companies:
 - Company name
 - Company address
 - Point of Contact (PoC)
 - PoC email address
 - PoC telephone number
 - b. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent electronically to dorina.cani@ncia.nato.int.
 6. In order to maximize competition the NCI Agency may, at this discretion, accept nominations after the deadline, so long as the IFB has not been issued. The NCI Agency may even accept, at its discretion, nominations after the IFB has been issued under the condition that such late nomination will not be used as the basis to request an extension to the bid closing date.

7. Requests for participation in this competition received directly from individual companies will not be considered.
8. Bidders will be required to declare a bid validity of 6 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 6 months, companies will be requested to voluntarily extend the validity of their bids accordingly. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
9. National authorities are advised that the IFB package is anticipated to be NATO UNCLASSIFIED. However, the IFB and the contractual documents could contain references to other NATO documents classified as NATO RESTRICTED.
10. The successful bidder will be required to handle and store classified information up to the level of NATO RESTRICTED. In addition, contractor personnel will be required to work unescorted in Class II Security areas. Therefore, access can only be permitted to cleared individuals. Only companies maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting contract.
11. The NCI Agency is not liable for any expenses incurred by companies in conjunction with their responses to this NOI and such responses shall not be regarded as a commitment of any kind concerning future procurement of the items or services described herein.
12. Your assistance in this procurement is greatly appreciated.

For the Chief of Acquisition:

Daniel K. Gaertner
Senior Contracting Officer

Annex A – Summary of Requirements

1. Objective

- 1.1. The NCI Agency is seeking to consolidate all of NATO’s Tenable requirements by establishing a contract with a Tenable re-seller who can offer increased flexibility and cost-savings in a multi-year Enterprise License Agreement (ELA). This ELA would cover support of the current installed base and the purchase of new licences, rather than buying licenses with a decentralized, incremental approach.
- 1.2. NATO’s requirements for Tenable software licenses cover different geographic regions, different customers and users within NATO, and a wide variety of technical projects.
- 1.3. Additionally, the ELA will allow NATO to increase the volume as its requirements increase.

2. Scope of Work

- 2.1. It is intended that this ELA will be the default contract vehicle for all of NATO’s Tenable requirements in the future.
- 2.2. The ELA will include both; a) an initial commitment for licenses that are active upon contract award, and, b) a price list for future licenses to be acquired as necessary.
- 2.3. The estimated initial commitment is shown below:

Product SKU	Product Description	Estimated Quantity
TECH-SUP-ELITE	Elite Support	1
SERV-NES	Nessus Professional	26
AGT-OPP	On-Prem Perpetual Agent License	43000
TSC-M	Security Center Perpetual License Maintenance	92000
TECH-SUP-ADV	Advanced Support	1
TSC-STNDC-M	Security Center Perpetual Maintenance Console	1
TSC-STNDC	Security Center Subscription License Console	2
TSC-LAB	Security Center Lab License	64
AGT-OPS	On-Prem Subscription Agent License	512
TSC	Security Center Subscription License	2048
EM-SERV-NESM	Legacy Nessus Manager License	20480

3. Period of Performance

The Period of Performance is anticipated to start in Q1 2024 and end in Q4 2026. It is important to note that this timeline represents the anticipated duration of the contract, and adjustments may be made as per the requirements of the solicitation process and subsequent contractual agreement.

Annex B – Distribution List

NATO Delegations:

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czech Republic	Lithuania	Spain
Denmark	Luxembourg	The Republic of Türkiye
Estonia	Montenegro	The United Kingdom
France	Netherlands	The United States
Finland	North Macedonia	
Germany	Norway	

Embassies in Brussels (Attn: Commercial Attaché):

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czech Republic	Lithuania	Spain
Denmark	Luxembourg	The Republic of Türkiye
Estonia	Montenegro	The United Kingdom
France	Netherlands	The United States
Finland	North Macedonia	
Germany	Norway	

NCI Agency – All NATEXs