

## Notification of Intent to Request Quotations Amendment 2

*Method: Basic Ordering Agreement Plus (BOA+)*

### Privileged Access Management (PAM) Solution

### NCI Agency Reference #: RFQ-CO-115725-PAM

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**Estimated Amount:** 2,500,000 EUR

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**NOI Closing Date:** 8 August 2023

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**Solicitation Release Date:** Anticipated on 2 October 2023

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**Solicitation Closing Date:** Anticipated on 17 November 2023

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**Contract Award Date:** Anticipated on 16 February 2024

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**Competition Type:** BOA+ Lowest Priced Technically Compliant

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The NCI Agency hereby notifies the NATO Nations of its intent to request quotations for the procurement of a Privileged Access Management (PAM) solution to control and audit privileged accesses, actions and permissions by elevated users managing the IT environment in NCIA data centres. The PAM project is part of the wider IT Modernisation (ITM) Recovery Increment 1 project.

Please note that this NOI is re-issued due to the fact that the Host Nation has not invited bids after twelve months following the final date by which firms must make known their desire to be invited to bid. Therefore, the list of prospective bidders is re-opened for the addition of any other eligible bidders and/or deletion of existing bidders.

**NCI Agency Point of Contact**  
Natalia Wojciak, Contracting Officer

RFQCO115725PAM@ncia.nato.int

**Annexes:**

- A. Summary of Requirements
- B. Distribution List
- C. List of Prospective Bidders

**To** : Distribution List

**Subject** : **Notification of Intent to Request Quotations Amendment 2 for Privileged Access Management (PAM) Solution**

**References** :

- A.** AC/4-D/2261 (1996 Edition), NSIP Procedures for International Competitive Bidding
- B.** AC/4-D(2019)0004(INV), dated 4 July 2019, Procedure Governing the Use of Basic Ordering Agreements
- C.** NATO Investment Committee Decision Sheet, AC/4-DS(2022)0010, AC/4-DS(2022)0031(INV), AC/4-DS(2023)0003(INV)
- D.** AC/4(PP)D/27263-REV2-ADD21-REV1
- E.** BC-D(2022)0038-REV1
- F.** NOI "NCIA/ACQ/2022/06823", dated 09 June 2022
- G.** NOI Amendment 1 "NCIA/ACQ/2022/07088", dated 17 August 2022

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1. In accordance with References A through G, the NCI Agency, as the Host Nation responsible to implement the project in subject, hereby gives notice of its intent (NOI) to issue a Request for Quotation (RFQ) for Privileged Access Management (PAM) Solution, 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 RFQ.
  3. The reference for this Project is RFQ-CO-115725-PAM, and all correspondence concerning this NOI and subsequent RFQ should reference this number.
  4. The NCI Agency will use the Basic Ordering Agreement (BOA) Plus bidding procedures. Annex C attached to this letter contains a list of potential bidders which may be able to provide the products or services required for this Project. This list was compiled from companies holding an active BOA with the NCI Agency and companies already nominated by their Delegation/Mission to NATO.
  5. In addition to the companies listed in Annex C, the National Authorities are invited to nominate new eligible Bidders no later than 7 August 2023 by sending a Declaration of Eligibility (DoE) to the NCI Agency. No new DoEs are required for the nominated Bidders at Annex C, unless any of the information requested in paragraph 6 has changed.
  6. The Declarations of Eligibility of qualified and certified companies which may be interested in

receiving a Request for Quote for this project should include the following information for each of the new nominated firms:

- Company name
  - Company address
  - Point of Contact (PoC)
  - PoC email address
  - PoC telephone number
- This information is critical to enable prompt and accurate communication with prospective bidders and should be sent electronically to [RFQCO115725PAM@ncia.nato.int](mailto:RFQCO115725PAM@ncia.nato.int).
7. In order to maximize competition the NCI Agency may, at this discretion, accept nominations after the deadline, so long as the RFQ has not been issued. The NCI Agency may even accept, at its discretion, nominations after the RFQ 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.
  8. Requests for participation in this competition received directly from individual companies will not be considered, unless they hold a valid BOA with the NCI Agency.
  9. Bidders will be required to declare a bid validity of 12 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 12 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.
  10. National authorities are advised that the RFQ package is anticipated to be NATO UNCLASSIFIED. However, the RFQ and the contractual documents could contain references to other NATO documents classified as NATO RESTRICTED.
  11. 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.
  12. 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.
  13. Your assistance in this procurement is greatly appreciated.

**For the Chief of Acquisition:**

Natalia Wojciak  
Contracting Officer

# Annex A – Summary of Requirements

Project No. 2020/OIS03301, CP9C0150

## 1. Project Objective

- a) The Privileged Access Management (PAM) project is part of the wider IT Modernisation (ITM) Recovery Increment 1 project, aiming at providing the following services through the Operational Network (ON): Infrastructure as a Service (IaaS), Enterprise Core Services (ECS), Client Provisioning Services (CPS) and Service Management and Control (SMC).
- b) The PAM project will deliver a comprehensive solution to control and audit privileged accesses, actions and permissions by elevated users managing the IT environment.

## 2. Scope of Work

- a) The scope of the PAM service is all NCI Agency provided CIS, where privileged access accounts are needed to some extent.
- b) The implementation of PAM, will follow the ITM implementation, with its respective spirals and increments.
- c) The successful contractor will carry out an end-to-end project, from analysis and design to implementation, taking into account the current and future challenges and constraints of the NATO environment.
- d) PAM-Professional services are required activities.
- e) The project will follow a phased roll-out approach. Required PAM measures include:
  - Inventory of privileged accounts
  - Implementation of multi factor authentication of privileged accounts, using the NATO PKI-system.
  - Establishing controls for privileged access
  - Account/credentials vaulting
  - Session management
  - Session recording
  - Rationalise number and scope of accounts and privileges
  - Implementation of Just in Time access controls
  - Integration with SIEM
  - Integration with tooling like ITSM/IGA
  - Automation of privileged tasks

- User based analytics
- f) The PAM system is expected to integrate with all Communication and Information Systems, amongst which:
  - i. Network equipment (e.g. routers, switches)
  - ii. Security Enforcing Infrastructure (e.g. Firewalls, VPN-concentrators)
  - iii. OSs (e.g. Linux, Windows, Solaris)
  - iv. Applications (e.g. containerized, COTS, web-based, legacy)
  - v. IoT/OT devices (e.g. Building Management, Cameras, Security Systems)

### 3. Geographical Implementation

- a) The solution will be primarily implemented in NATO authorized NATO Command Locations in Europe in Brussels (Belgium) and Lago Patria (Italy). If required to support specific integrations, travel to other NATO Command Locations in Europe and North America, may be required. The NATO organization is detailed at: <http://www.nato.int/cps/en/natolive/structure.htm>.

### 4. Warranty and O&M Support

- a) Following acceptance of the final operational delivery, the contract will require warranty for any software delivered.
- b) The contract is expected to include O&M support following acceptance of the final operational delivery.

## 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
Germany	North Macedonia	
	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
Germany	North Macedonia	
	Norway	

### NCI Agency – All NATEXs

## Annex C – List of Prospective Bidders

Country	Vendor
BELGIUM	ATOS
BELGIUM	Akacio - Louis & Associates s.a.r.l
BELGIUM	Brevco Services
BELGIUM	CISCO SYSTEMS BELGIUM
BELGIUM	Computer Sciences Corporation
BELGIUM	ComputerLand S.L.M. S.A
BELGIUM	CONTRINITY
BELGIUM	DELOITTE CONSULTING AND ADVISORY BV
BELGIUM	Dimension Data Belgium
BELGIUM	IBM Belgium NV/SA
BELGIUM	ORANGE CYBERDEFENSE BELGIUM NV
BELGIUM	Oracle Belgium
BELGIUM	PRICEWATERHOUSECOOPER (PWC) ENTERPRISE ADVISORY
BELGIUM	Prodata Systems
BELGIUM	PROXIMUS
BELGIUM	Quint Wellington Redwood
BELGIUM	Van Roey Automation NV
BELGIUM	VERIZON BELGIUM LUXEMBURG
<b>BULGARIA</b>	
BULGARIA	Electron Progress EAD
BULGARIA	KONTRAX AD.
BULGARIA	LIREX BG LTD.
BULGARIA	Telelink Business Services EAD.
<b>CANADA</b>	
CANADA	CryptoMill Technologies Ltd.
CANADA	Terida Systems Ltd.
<b>CROATIA</b>	
CROATIA	CROZ d.o.o. za informaticku djelatnost
CROATIA	INFIGO IS d.o.o.
CROATIA	INsig2 d.o.o.
CROATIA	KING ICT d.o.o
CROATIA	Senso IS d.o.o.
CROATIA	SPAN d.d.
CROATIA	Verso Altima d.o.o.
<b>CZECH REPUBLIC</b>	
CZECH REPUBLIC	OPTOKON a.s.
CZECH REPUBLIC	Skill s.r.o.
<b>FRANCE</b>	
FRANCE	Airbus Defence and Space SAS

FRANCE	CS Systèmes d'Informations
FRANCE	IDEMIA Identity & Security France
FRANCE	Telindus FR
FRANCE	THALES SIX GTS FRANCE SAS
GERMANY	Airbus Defence and Space GmbH
GERMANY	Atos Origin GmbH
GERMANY	Bechtle GmbH & Co.KG
GERMANY	Bell Computer-Netzwerke GmbH
GERMANY	CANCOM Public GmbH
GERMANY	CGI (Germany) GmbH & Co.KG
GERMANY	CSC Deutschland Solutions GmbH
GERMANY	DATAKOM Gesellschaft für
GERMANY	FREQUENTIS Deutschland GmbH
GERMANY	Giesecke & Devrient GmbH
GERMANY	KB Impuls Service GmbH
GERMANY	MagSoft® Computer und Software
GERMANY	Quin GmbH
GERMANY	Rohde & Schwarz GmbH & Co. KG
GERMANY	Telespazio Germany GmbH
GERMANY	VEGA Deutschland GmbH & Co. KG.
GREECE	Cosmos Business Systems S.A.
GREECE	European Dynamics SA
HUNGARY	Navigator Zrt.
HUNGARY	Synergion Information Systems plc- Synergion Integrator Kft
ITALY	3F & EDIN Spa
ITALY	Fondazione FORMIT
ITALY	Leonardo S.p.A
ITALY	Italtel
ITALY	NA.EL. SRL
ITALY	TELSY S.p.A.
ITALY	ePM-Engineering to Project Management sr
LATVIA	DATI Group, LLC
LATVIA	Datakom LTD
LUXEMBOURG	NTT LUXEMBOURG PSF SA
LUXEMBOURG	SNOWBALL TECHNOLOGY SARL
NETHERLANDS	Bitsiel B.V.
NETHERLANDS	Grabowsky B.V.



NETHERLANDS	PointGroup BV
NETHERLANDS	ROHDE & SCHWARZ BENELUX BV
NETHERLANDS	Truedata B.V.
NORWAY	3D perception AS
NORWAY	Atea Norge AS
POLAND	COMARCH Spółka Akcyjna
POLAND	Decsoft S.A.
POLAND	Konwerga Sp.z o.o.
POLAND	Newind sp. z o.o.
POLAND	S&T Services Polska Sp. z o.o.
POLAND	Solidex S.A.
POLAND	Unizeto Technologies SA
POLAND	WASKO S.A.
POLAND	Zbar Phu Mariusz Popenda
PORTUGAL	GMV- Skysoft S.A.
ROMANIA	ATOS Convergence Creators SRL
ROMANIA	UTI Grup S.A.
ROMANIA	certSIGN S.A.
SLOVAKIA	Aliter Technologies a.s
SLOVENIA	Unistar LC d.o.o.
SPAIN	INETUM
SPAIN	Indra Sistemas S.A.
SPAIN	KRC ESPAÑOLA, S.A.
SPAIN	NTT DATA
TÜRKİYE	ASELSAN ELEKTRONİK SANAYİ VE TİCARET ANONİM ŞİRKETİ
TÜRKİYE	BARİKAT İNTERNET GÜVENLİĞİ A.Ş.
TÜRKİYE	HAVELSAN Hava Elektronik San. Ve Tic A.S.
TÜRKİYE	TUBİTAK BİLGEM TÜRKİYE BİLİMSEL VE TEKNOLOJİK ARAŞTIRMA KURUMU BAŞKANLIĞI
UNITED KINGDOM	Audax
UNITED KINGDOM	Centerprise International Ltd
UNITED KINGDOM	General Datatech
UNITED KINGDOM	Info-Assure LTD.
UNITED KINGDOM	IT Bus Limited
UNITED KINGDOM	Leonardo UK Ltd
UNITED KINGDOM	Razor Thorn Security LTD

UNITED KINGDOM	Softcat plc
UNITED KINGDOM	Software Box Ltd.
UNITED KINGDOM	Spektrum Management Group Ltd
UNITED KINGDOM	Storm Technologies Ltd
UNITED KINGDOM	Technology Transformation Group
UNITED STATES	AATD, LLC
UNITED STATES	Affigent, LLC
UNITED STATES	Applied Coherent Technology Corp.
UNITED STATES	BAE Systems Information Solutions Inc.
UNITED STATES	By Light Professional IT Services LLC
UNITED STATES	CDW Government LLC
UNITED STATES	DRS Technical Services, Inc.
UNITED STATES	EMW, Inc.
UNITED STATES	Eventcentric, Inc.
UNITED STATES	Forward Slope, Inc
UNITED STATES	GTSI Corp.
UNITED STATES	Honeywell Technology Solutions Inc.
UNITED STATES	Intelligent Waves LLC
UNITED STATES	K3 Enterprises, Inc.
UNITED STATES	L-3 National Security Solutions, Inc.
UNITED STATES	Mutual Telecom Services Inc.
UNITED STATES	Onshore Technology Consultants
UNITED STATES	Parsons Government Services Inc.
UNITED STATES	PlanIT Group LLC
UNITED STATES	Raytheon CompanyNetwork Centric Systems
UNITED STATES	Stealth - ISS Group® Inc.
UNITED STATES	Strategic Operational Solutions, Inc
UNITED STATES	Systems Research and ApplicationsCorporation
UNITED STATES	URS Federal Services International Inc
UNITED STATES	UXB Defense, Inc
UNITED STATES	Ultisat dba Speedcast Government
UNITED STATES	World Wide Technology Inc.