

**Invitation - Calling Notice**

**Request for Industry Participation in the Protected Business Network  
(PBN) Capability Programme Plan (CPP)**

**WebEx Event To Elicit Industry Views**

**WebEx Event 15 December 2023**

**13:00-17:00 Hours**

**Central European Time (CET)**

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**Estimated Amount:** ~588M EURO

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**Invitation Closing Date:** 8 December 2023

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The NCIA is hereby seeking early engagement and participation in a WebEx Event on 15 December 2023 from NATO Member Suppliers. National Representatives are requested to elicit interest and provide their Industry Supplier representative nominations through the submission of the detail for each Company for participation in this WebEx Event, no later than 16:00 Hours 8 December 2023.

The NCI Agency seeks to understand Industry views and engage early in the Procurement Lifecycle to shape and inform the formulation of the technical scope and details of the modernized PBN as a service in the public / hybrid cloud approach. This would entail the reviewing of Concept, Development and Design parameters leading to Demonstrator (Prototype) Model(s) as a De-risking and Down-selection approach and methodology. Next steps will be the full set-up, transition to operations, acceptance and service delivery of a Through Life Capability Management (TLCM) as a fully outsourced service. The intent is to operate this environment to the maximum as output / outcome driven services supporting business operations.

The WebEx Event will encourage and elicit Industry views on potential illustrations of the services architecture, design, thinking and planning. The Agency would like to solicit Industry views and questions in the form of an anonymous questionnaire which will be presented to all attendees prior to or during the WebEx Event.

The Agency Acquisition lead will also use the List of Suppliers (and the representatives details) provided for the WebEx Event to arrange an opportunity for a bi-lateral meeting with the Agency representative and each Supplier (at a time and date to be agreed in January / February 2024). This will be for those who would wish to participate and influence the PBN CPP Industry exchanges further, in a more formal but “confidential” environment. This will be further discussed / presented at the WebEx Event.

**NCI Agency Point of Contact**

Lynne Hurley, Senior Contracting Officer

[PBMailbox@ncia.nato.int](mailto:PBMailbox@ncia.nato.int)

Annexes:

- A. High Level Summary of Requirements
- B. Distribution List



NCIA/ACQ/2023/07465

**\*\*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: <https://www.ncia.nato.int/business/neo-eprocurement.html>*

**To** : Distribution List

**Subject** : Invitation - Calling Notice

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1. A high-level summary of the CPP requirements is set forth in Annex A hereto. These requirements are being refined.
2. All correspondence concerning this Invitation - Calling Notice for Industry participation in the Protected Business Network (PBN) Capability Programme Package (CPP) WebEx Event must be via this Notice and application process to: PBNMailbox@ncia.nato.int;
3. The nominations must be provided by the National Representative(s). This nomination should include the following information for each Supplier:
  - Supplier name
  - Supplier address
  - Point of Contact (PoC)
  - PoC email address
  - PoC telephone number

This information is critical to enable prompt and accurate communication.

4. In order to maximise WebEx Supplier participation the NCI Agency may, at its discretion, accept nominations up to and during the WebEx Event.
5. The NCI Agency is not liable for any expenses incurred by Suppliers in conjunction with their responses to this Invitation - Calling Notice to the WebEx Event; any such responses shall not be regarded as a commitment of any kind concerning future procurement of items or services described herein.
6. Your assistance in this Event is greatly appreciated.

**For the Chief of Acquisition:**

Lynne Hurley  
Senior Contracting Officer

# Annex A – High Level Summary of Requirements for the Protected Business Network (PBN) Capability Programme Plan (CPP)

## 1. PBN CPP Aim

**The first step towards realization of a Digital Backbone** – the Protected Business Network (PBN) establishes a centralized digital workplace allowing all NATO users to collaborate from any location at any time accessing a single directory and utilising standardized tools. PBN will provide the singular **platform** for an Enterprise<sup>1</sup> up to NATO RESTRICTED (NR) digital workplace for effective and efficient collaboration across the Alliance.

## 2. Objectives

Establishment of the PBN will achieve 4 primary objectives, identified as key Programme goals, which are:

- a. Modernization of IT, starting from business workflows through IT services;
- b. Maximise ‘as a Service’ approach;
- c. Maximise development of ‘cloud native’ solutions;
- d. Take initial steps towards ‘data centric security’.

## 3. Scope

The PBN Capability Programme Plan (CPP) will integrate and replace NATO’s existing UNCLASSIFIED and RESTRICTED networks into a single Enterprise capability providing increased scalability, agility, rationalization of cost, cost transparency and accountability, competitive advantage, productivity, and availability. It will deliver between 2025 and 2029, with an estimated through-life cost of ~588 MEUR up to 2033.

The scope will cover:

**End User Devices.** NATO Owned/NATO Operated (NONO) capability will transition to Contractor Owned/Contractor Operated (COCO)<sup>2</sup>. Hardware life cycle management will be programmed as a service with regular interval obsolescence replacement.

**Applications and Processes.** The PBN ambition is to modernize business processes, applications, and services across the NATO Enterprise. The modernization of processes,

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<sup>1</sup> PBN CPP assumes approximately 29,000 users at 32 main locations in 13 countries.

<sup>2</sup> COCO in this instance refers to a solution that is fully outsourced to industry.

applications, and services will result in a single application for the Enterprise per business function; centralized security patching and software updates, and containerized software for agile improvement and scalability. By adopting more agile processes, more resilient networks and services, more elastic cloud environments, the new PBN applications and their delivery will be more cloud native supported by more effective organization structures and training.

**Cloud based Collaboration Services.** The PBN requirement is to provide a modern cloud based collaboration environment that will support internal and external based users to coordinate, share, communicate.

**Compute and Storage.** The PBN will move compute and storage off premises and deliver one virtual NATO NR platform to the Enterprise with the ability to scale as needed in real time paying only for subscribed and consumed services (utility vs ownership), with ensured resilience and security levels.

## **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	

### **NATO HQ**

NATO Office of Resources, Management & Implementation Branch – Attn: Deputy Branch Chief

Director, NATO Digital Staff, Attn: Executive Coordinator

Office of Chief Information Officer: Attn: Portfolio Office

SACTREPEUR, Attn: Infrastructure Assistant

### **Strategic Commands**

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

SACT CAPDEV DCOS CM; SACT CAPDEV CAP CIS; SACT CAPDEV REQS CR

SHAPE, Attn: SHAPE Cyber/J6, Attn: J6 SM

### **All NATEX**

### **NCI Agency – Internal**