

To: All Prospective Bidders

Subject: Request For Quotations (RFQ) – RFQ-CO-115894-UMTO - ITM Recovery Increment 1 WP12b User Migration and Transition to Operation

References: **A.** AC/4-D/2261 (1996 Edition), NSIP Procedures for International Competitive Bidding
B. AC/4-D(2019)0004 (INV), Procedure Governing the Use of Basic Ordering Agreements, dated 4 July 2019
C. C-M(2002)49 – NATO Security Policy
D. NATO Investment Committee Decision Sheet, AC/4-DS(2022)0010; AC/4-DS(2022)0031 (INV); AC/4-DS(2023)0003 (INV)
E. AC/4(PP)D/27263-REV2-ADD21-REV1
F. NCIA/ACQ/2023/06977 Notification of Intent (NOI), dated 28 June 2023

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your firm to participate in a Request For Quotations (RFQ), for the provision of WP12b User Migration and Transition to Operation in support of ITM Recovery Increment 1.
2. The award will be based on the RFQ being evaluated using lowest price technically compliant methodology in accordance with the selection criteria set forth in Book I: Bidding Instructions.
3. This solicitation represents an opportunity for your company to contribute its expertise and capabilities in support of NATO's critical mission. By participating, you will be part of a competitive process that values excellence and innovation.
4. The bid closing date and time for this RFQ is on or before **Friday, 02 February 2024 at 12:00 hours Central European Time (CET)**. Please ensure that your submission reaches us before this date and time, late submissions may not be considered.
5. The solicitation package includes:
 - 5.1. Book I: - Bidding Instructions
 - 5.2. Book II: - Prospective Contract:
 - a. Contract Signature Page
 - b. Part I: Schedule of Supply and Services
 - c. Part II: Contract Special Provisions
 - d. Part III: Contract General Provisions
 - e. Part IV: Statement of Work with Annexes
6. The security classification of this RFQ is NATO UNCLASSIFIED. This Request For Quotations remains the property of the NCI Agency and shall be protected in accordance with the applicable national security regulations.
7. You are requested to complete and return the enclosed acknowledgement of receipt within eleven (11) calendar days from the date of this RFQ, informing the NCI Agency of your firm's intention to bid. Your firm is not bound by its initial decision and if you decide to

reverse your stated intention at a later date, you are requested to advise the point of contact listed below via email.

8. We encourage you to carefully review the solicitation package and its associated documents to ensure compliance with our requirements.
9. If you have any questions or require clarifications regarding this solicitation, we have provided a dedicated Questions and Answer Form in Book I for your convenience. Please submit your inquiries in accordance with the specified guidelines.
10. Your participation in this solicitation is highly valued, and we look forward to receiving your proposal. By joining forces with NATO, you contribute to the security and stability of our alliance.
11. Should you decide to participate, please submit your bid in accordance with the instructions provided in Book I by the specified bid closing date.
12. Prospective Bidders are advised that the NCI Agency reserves the right to cancel, withdraw, or suspend this RFQ at any time in its entirety without incurring any repercussions, or liabilities.
13. The NCI Agency bears no liability for solicitation preparation costs incurred by firms or any other collateral bid preparation costs.
14. The reference for the Request For Quotations is RFQ-CO-115894-UMTO, and all correspondence concerning this Request For Quotations should reference this number.
15. Your Point of Contact for all information concerning this RFQ is Natalia Wojciak, NCI Agency Contracting Officer who may be reached at:

RFQCO115894UMTO@ncia.nato.int

16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this RFQ-CO-115894-UMTO shall not be published on the internet.
17. Thank you for your attention to this important opportunity. We anticipate your active involvement in this process and your commitment to upholding the highest standards of excellence.

FOR THE CHIEF OF ACQUISITION:

Natalia Wojciak

Natalia Wojciak
Contracting Officer
NATO Communications and
Information Agency (NCI Agency)

Enclosures: (7)

- Attachment A to RFQ-CO-115894-UMTO: Acknowledgement of Receipt of Request For Quotations
- Attachment B to RFQ-CO-115894-UMTO: Security Aspects Letter (SAL)
- Attachment C to RFQ-CO-115894-UMTO: Comprehension and Acceptance of the Security Aspect Letter (SAL)
- Attachment D to RFQ-CO-115894-UMTO: Distribution List
- Attachment E to RFQ-CO-115894-UMTO: Bidders List
- Attachment F to RFQ-CO-115894-UMTO: Book I Bidding Instructions (separate file)
- Attachment G to RFQ-CO-115894-UMTO: Book II Prospective Contract (separate file)



**ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF REQUEST FOR QUOTATIONS
RFQ-CO-115894-UMTO**

Please complete, sign and return by email (scanned to PDF) within **eleven (11) calendar days**
to: RFQCO115894UMTO@ncia.nato.int

We hereby advise that we have received Request For Quotations RFQ-CO-115894-UMTO on Monday, 18 December 2023, together with all enclosures.

PLEASE CHECK ONE:

- As of this date and without commitment on our part, we do intend to submit a bid.
- We do not intend to submit a bid.
- We are reviewing the requirements of the RFQ and will notify you of our decision as soon as possible.

Signature: _____

Printed Name: _____

Title: _____

Company: _____

**ATTACHMENT B.
SECURITY ASPECTS LETTER (SAL)**

1. In the performance of this contract, the prime Contractor and any Sub-contractor(s) are required to comply with NATO security regulations as implemented by the NSA/DSA of the nation in which the work is performed or in the contracts involving NR information only as established in the contract's Statement of Work (SOW) requirement entitled, "Safeguarding of NATO Restricted Information".
2. All classified information and material shall be protected in accordance with the requirements established by the NSA/DSA of the nation in which the work is performed or in the case of NR information as may also be established in the Safeguarding of NATO Restricted Information Requirement.
3. In particular, the Contractor shall:
 - (a) appoint an officer to be responsible for supervising and directing security measures in relation to the solicitation, contract or sub- contract;
 - (b) submit in due time to the NSA/DSA the personal particulars of the person the contractor wishes to employ on the project with a view to obtaining PSCs at the required level where NC and above is involved;
 - (c) maintain, preferably through this officer responsible for security measures, a continuing relationship with the NSA/DSA and / or the Contracting Authority in order to ensure that all NATO classified information involved in the bid, contract or sub-contract is properly safeguarded;
 - (d) limit the copying of any classified materiel (including documents) to the absolute minimum to perform the contract;
 - (e) supply the NSA/DSA, when so requested by the latter, with any information on the persons who will be required to have access to NATO classified information;
 - (f) maintain a record of his employees taking part in the project and who have been cleared for access to NATO classified information. This record must show the period of validity and the level of the clearances;
 - (g) deny access to NATO classified information to any persons other than those authorised to have access by the NSA/DSA or in the case of NR information as determined by the need-to-know;
 - (h) limit the dissemination of NATO classified information to the smallest number of persons as is consistent with the proper execution of the contract or sub-contract;
 - (i) comply with any request that persons to be entrusted with NATO classified information sign a statement undertaking to safeguard that information and

signifying their understanding of their obligations under national legislation on the safeguarding of classified information, and that they recognise that they may have comparable obligations under the laws of the other NATO nations in which they may have access to classified information;

- (j) report to the Security Officer and to his NSA/DSA any breaches or suspected breaches of security, suspected sabotage or subversive activity, any breach giving rise to doubts as to the trustworthiness of an employee, any changes in the ownership, supervisory or managerial staff of the facility or any changes that affect the security arrangements and security status of the facility, and any other information which may be required by the NSA/DSA, such as reports on holdings of NATO classified information or materiel;
- (k) obtain the approval of (programme/project office and NSA/DSA) before beginning negotiations with a view to sub-contracting any part of the work which would involve the Sub-contractor having possible access to NATO classified information, and to place the Sub-contractor under appropriate security obligations which in no case may be less stringent than those provided for his own contract;
- (l) undertake not to utilise, other than for the specific purpose of the bid, contract or sub-contract, without the written permission of (programme/project office) or the prime Contractor, any NATO classified information supplied to him, and return to (programme/project office) all classified information referred to above, as well as that developed in connection with the contract or sub-contract unless such information has been destroyed, or its retention has been duly authorised by the contracting office or the sub-contracting officer. Such NATO classified information shall be returned at such time as the contracting office may direct; and
- (m) comply with any procedure established with respect to the dissemination of NATO classified information in connection with the contract or sub-contract.
- (n) Any person taking part in the performance of work the classified parts of which are to be safeguarded, must possess the appropriate NATO security clearance issued by his NSA/DSA. The level of this clearance must be at least equal to the security category of the materiel, the related information or specifications where NC or above is involved.
- (o) Unless specifically authorised to do so by (programme/project office), the Contractor may not pass on any NATO classified information to any third party to whom a request to supply goods or services has been submitted.
- (p) No change in level of classification or de-classification of documentation or materiel may be carried out unless written authority in this respect is obtained from (programme/project office).
- (q) No CIS may be used for processing classified information without prior accreditation by the responsible authorities. At the level of NR, such

accreditation can be under delegated authority of the responsible accreditation authority or the contracting authority in accordance with the Contract Statement of Work provisions entitled, "Safeguarding of NATO Restricted Information".

- (r) Failure to implement these provisions and the security regulations established by the NSA of the nation where the contractual work is being performed may result in termination of this contract without reimbursement to the Contractor or claim against NATO, (programme/project office) or the national government of the said nation.
- (s) The (programme/project office) security classification check list indicates the degree of classification of the data and materiel (equipment, information, technical manuals, specifications) which may be handled in the performance of work under this contract and which must be safeguarded in accordance with the provisions of this letter.
- (t) The contractor shall destroy or return any classified information provided or generated under the contract unless the contracting authority has given written approval to retain such classified information, e.g. for warranty purposes.
- (u) The Contractor shall be required to acknowledge receipt of an accompanying SAL or Program Security Instruction (PSI) that is made part of the applicable contract and confirm that it understands the security aspects defined. With respect to contracts involving only NR information the Contractor shall also be required to confirm that it will comply with the provisions of the Safeguarding of NATO Restricted Information Requirement provided in Book II, Statement of Work and specifically that any company CIS used to handle or process NR classified information has been appropriately security accredited.

[End of SAL]



**ATTACHMENT C.
COMPREHENSION AND ACCEPTANCE OF THE SECURITY ASPECT LETTER (SAL)**

The Bidder hereby acknowledges receipt of the SAL letter in relation to the NATO Restricted Information provided under solicitation reference number RFQ-CO-115894-UMTO and certifies:

1. full comprehension of the security aspects defined in the SAL and compliance with the provisions of the Safeguarding of NATO Restricted Information requirement provided in Book II, Statement of Work ; and,
2. any company CIS used to handle or process NR classified information has been appropriately security accredited.

.....
Date

.....
Signature of Authorised Representative

.....
Printed Name and Title

.....
Company

**ATTACHMENT D.
DISTRIBUTION LIST - RFQ-CO-115894-UMTO**

NATO Delegation (Attn: Infrastructure Adviser):

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

NATO HQ

- NATO Office of Resources

Strategic Commands

- ACO Registry

**Principle Contracting Officer
Project Manager
CAB Mailbox
All NATEXs**

**ATTACHMENT E.
FINAL BIDDER'S LIST - RFQ-CO-115894-UMTO**

Country		Nominated Bidders
Albania	1	TCN shpk
Belgium	2	ATOS
Belgium	3	BE NETWORKS
Belgium	4	BREVCO SERVICES
Belgium	5	CISCO SYSTEMS BELGIUM
Belgium	6	DUSTIN BELGIË (CENTRALPOINT) NV
Belgium	7	Damovo Belgium NV/SA
Belgium	8	Dimension Data Belgium
Belgium	9	Exitas nv
Belgium	10	Klarrio BV
Belgium	11	Michael Bailey Associates Project Servic
Belgium	12	PRICEWATERHOUSECOOPER (PWC) ENTERPRISE ADVISORY
Belgium	13	Prodata Systems
Belgium	14	PwC Enterprise Advisory BV/SRL
Belgium	15	Quality Business Engineering Europe
Bulgaria	16	Electron Progress EAD
Bulgaria	17	KONTRAX AD
Bulgaria	18	KRISTANEA LTD.
Bulgaria	19	Lirex BG OOD
Bulgaria	20	SmartCom-Bulgaria AD
Bulgaria	21	Telelink Business Services EAD
Canada	22	ADGA Group Consultants, Inc.
Canada	23	CryptoMill Technologies Ltd.
Canada	24	HumanLed Inc.
Canada	25	MDOS Consulting Inc.
Canada	26	RHEA Inc.
Canada	27	Valcom Consulting Group Inc
Croatia	28	CROZ d.o.o. za informaticku djelatnost
Croatia	29	CS Computer Systems Ltd
Croatia	30	IN2 Information Engineering Ltd.
Croatia	31	INsig2 d.o.o.
Croatia	32	KING ICT d.o.o
Croatia	33	Podatkovni Centar Kriz d.o.o.
Croatia	34	Senso IS d.o.o.
Croatia	35	Span PLC
Croatia	36	VERSO ALTIMA d.o.o.
Czech Republic	37	AEC a.s.
Czech Republic	38	Autocont a.s.
Czech Republic	39	Compactive s.r.o.
Czech Republic	40	Damovo Ceska republika s.r.o.

Czech Republic	41	Skill s.r.o.
Czech Republic	42	TietoEnator Czech s.r.o.
Denmark	43	GM MERC A/S
Denmark	44	Gatehouse A/S
Denmark	45	Systematic A/S
Denmark	46	Terma A/S
Estonia	47	Aktors OÜ
France	48	ATDI
France	49	Altran technologies_ASD Paris
France	50	GEKA Telecom
France	51	Geos Groupe
France	52	Global Technologies
France	53	IDEMIA Identity & Security France
France	54	ISCI
France	55	Magellium
France	56	Société Réseau Informatique et Gestion
France	57	Sopra Steria Group
Germany	58	ARKTIS IT solutions GmbH
Germany	59	Bechtle GmbH & Co.KG
Germany	60	Cognizant Consulting and Services GmbH
Germany	61	Corporate quality consulting GmbH
Germany	62	INTEC Industrie-Technik GmbH & Co.KG
Germany	63	KB Impuls Service GmbH
Germany	64	ML Consulting GmbH
Germany	65	OrgaTech GmbH
Germany	66	SALT Solutions GmbH
Germany	67]init[AG für Digitale Kommunikation
Greece	68	Altec Integration S.A.
Greece	69	Info-Quest SA
Greece	70	Intracom Defense Electronics S.A.
Greece	71	ONEX S.A.
Greece	72	PC SYSTEMS S.A.
Hungary	73	Honvédelmi Minisztérium Elektronikai,Logisztikai és Vagyonkezelő zrt.
Hungary	74	Kapsch BusinessCom Kft.
Hungary	75	Navigator Zrt.
Hungary	76	S&T Consulting Hungary Ltd.
Hungary	77	Synergon Information Systems plc- Synergon Integrator Kft
Italy	78	3F & EDIN Spa
Italy	79	EUROPA NETWORKING SRL
Italy	80	IES - S.r.L.
Italy	81	NA.EL. SRL
Italy	82	NETGROUP
Italy	83	SIMAV SPA

Italy	84	Sirti Digital Solutions S.p.A.
Italy	85	TELSY S.p.A.
Italy	86	Telecom Italia S.p.A
Italy	87	ePM-Engineering to Project Management sr
Latvia	88	Baltic Information & Security Systems
Latvia	89	DATI Group, LLC
Latvia	90	DPA Ltd
Latvia	91	Datakom LTD
Latvia	92	SIA Fima
Lithuania	93	JSC FIMA (UAB)
Lithuania	94	Novian Technologies UAB
Lithuania	95	iTree Lietuva UAB
Luxembourg	96	Charles Oakes & Co
Luxembourg	97	SNOWBALL TECHNOLOGY SARL
The Netherlands	98	Fresh Connections B.V.
The Netherlands	99	ITAQ INTERIM PROFESSIONALS BV
The Netherlands	100	NCIM-Groep
The Netherlands	101	Qnextion
The Netherlands	102	Quanza Engineering B.V.
The Netherlands	103	Solitee B.V.
The Netherlands	104	Truedata B.V.
Norway	105	3D perception AS
Norway	106	Airbus Defence and Space AS
Norway	107	Atea Norge AS
Poland	108	Asseco Poland S.A.
Poland	109	COMARCH Spółka Akcyjna
Poland	110	EXENCE S.A.
Poland	111	Ework Group Sp. z o.o.
Poland	112	MGR Integration Solutions Polska
Poland	113	Newind sp. z o.o.
Poland	114	Softblue Michal Kierul
Poland	115	Transition Technologies Managed Services
Poland	116	Unizeto Technologies SA
Poland	117	XCOMP
Portugal	118	EID S.A.
Portugal	119	Indra Sistemas Portugal, S.A.
Romania	120	Alfa Rom Consulting SRL
Romania	121	BITLOSOPHY S.R.L.
Romania	122	Connections Consult SA
Romania	123	ERNST & YOUNG SRL
Romania	124	Interactive Software SRL
Romania	125	Romsys SRL
Romania	126	SC Mira Telecom SRL
Romania	127	SC SIVECO Romania SA
Romania	128	Teamnet International S.A.

Romania	129	Technology Systems and Services International S.R.L.
Romania	130	certSIGN S.A.
Slovakia	131	Aliter Technologies a.s
Slovakia	132	InterWay, s.r.o.
Slovenia	133	Igea d.o.o.
Slovenia	134	Unistar LC d.o.o.
Spain	135	ACT SISTEMAS SL
Spain	136	INETUM
Spain	137	Indra Sistemas S.A.
Spain	138	KRC ESPAÑOLA, S.A.
Spain	139	Newpoint Servicios Especializados
Spain	140	NTT DATA Spain SLU
Republic of Türkiye	141	Altay Kollektif SirketiM. Murad Dural Ve Ort.
Republic of Türkiye	142	ANTENSAN ELEKTRONİK SAN.İÇ ve DIŞ TİC. AŞ
Republic of Türkiye	143	Ayesas Aydin Yazilim Ve Elektronik Sanayi Anonim Sirketi
Republic of Türkiye	144	E+M Elektrik Sistem Hizmetleri Ltd. Sti.
Republic of Türkiye	145	HAVELSAN Hava Elektronik San. Ve Tic A.Ş.
Republic of Türkiye	146	ICTerra Bilgi ve İletişim Teknolojileri San. Ve Tic. A.Ş.
Republic of Türkiye	147	MANTIS Software & Consultancy Company
Republic of Türkiye	148	Mesa Mesken Sanayii A.Ş.
Republic of Türkiye	149	Milsoft Yazilim Teknolojileri A.Ş.
Republic of Türkiye	150	STM Savunma Teknolojileri Mühendislik ve
Republic of Türkiye	151	Suta Insaat ve Muhendislik Sirketi
The United Kingdom	152	CDW Limited
The United Kingdom	153	CISTOR LTD
The United Kingdom	154	Crea8tive Mix Consulting
The United Kingdom	155	General Datatech
The United Kingdom	156	IOSTRAP, LTD
The United Kingdom	157	Leonardo UK Ltd
The United Kingdom	158	Skillsearch Limited
The United Kingdom	159	Softcat plc
The United Kingdom	160	Spektrum Management Group Ltd
The United Kingdom	161	Storm Technologies Ltd
The United Kingdom	162	TETRA TECH LIMITED
The United States	163	AUTOMATION INNOVATIONS LLC
The United States	164	Advanced Computer Concepts
The United States	165	Advanced Systems Technology, inc.
The United States	166	Business Integra Technology Solutions, I
The United States	167	Creative Information Technology, Inc.
The United States	168	Decypher Technologies Ltd.
The United States	169	EMW, Inc.
The United States	170	Guident Technologies Inc
The United States	171	Modern Technology Solutions, Inc.
The United States	172	Onshore Technology Consultants
The United States	173	Optimum Solutions, Inc.



The United States	174	Presidio Networked Solutions, Inc
The United States	175	SBG Technology Solutions
The United States	176	Smartronix, Inc.
The United States	177	Stellar Services Inc
The United States	178	Technology and Management InternationalLLC (TAMI)
The United States	179	Ultisat dba Speedcast Government
The United States	180	Vectrus Systems Corporation