

**Invitation - Calling Notice**  
**Request for Industry Participation - Publicly Available Information**  
**(PAI) Processing Capabilities**

**On-line Event to Elicit Industry Views**

**16 May 2024**

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

**Central European Time (CET)**

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**Estimated Amount:** Approximately 3M EUR per year

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**Invitation Closing Date:** 26 April 2024

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The NCI Agency is hereby seeking early engagement and industry participation in an online event on **16 May 2024** 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 on-line event, **no later than 16:00 Hours 26 April 2024**.

The NCI Agency seeks to understand Industry capabilities and views and engage early in the Procurement Lifecycle to inform the formulation of upcoming procurements for PAI processing capabilities in support of multiple communities of interest: Information Environment Assessment (IEA, part of StratCom), Open Source Intelligence (OSINT), and others.

The NCI Agency wants to put in place a scalable framework putting forward the best industry solutions, while managing change in data sources and analysis technologies. The on-line event will encourage and elicit Industry views on the scope and breakdown of the contracts it envisages.

The Agency would like to solicit Industry views and questions prior the event in the form of a questionnaire, which will be shared with all companies registered to the on-line event by the closing date (16:00, 26 April 2024). The responses to the questionnaire will be treated by NCI Agency in confidence and will help shape the context and content of the on-line event.

**NCI Agency Point of Contact**

Sara Stephens, Senior Contracting Officer

**PAI-Mailbox@ncia.nato.int**

**Annexes:**

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



NCIA/ACQ/2024/06720

**\*\*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.*

**To** : Distribution List  
**Subject** : **Invitation - Calling Notice**

**Request for Industry Participation in the Publicly Available Information (PAI) processing capabilities on-line Event to Elicit Industry Views**

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1. A high-level summary of the requirements is set forth in Annex A hereto. These requirements are still being refined.

All correspondence concerning this Invitation - Calling Notice for Industry participation in the Publicly Available Information (PAI) processing capabilities on-line Event must be via this Notice and application process to: **PAI-Mailbox@ncia.nato.int**

2. 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.

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

**For the Chief of Acquisition:**

Sara Stephens  
Senior Contracting Officer

# **Annex A – High Level Summary of Requirements for the Publicly Available Information (PAI) processing capabilities**

## **1. PAI Processing Capabilities Aim**

With upcoming investment and consolidating existing investments in PAI processing capabilities the NCI Agency aims to support the needs of multiple communities of interest (Information Environment Assessment (IEA, part of StratCom), Open Source Intelligence (OSINT), and others) by providing with scalable capability to collect, understand and connect publicly available data. This capability will essentially allow insights into the information environment and provide predictive analysis for assisted decision-making.

To meet the rapid developments and dynamic PAI data and analytics market the NCI Agency is looking to put in place a scalable framework putting forward the best industry solutions, while managing change in data sources and analysis technologies and maintaining a stringent focus on the security aspects.

## **2. Objectives**

PIA processing capability will provide decision makers the ability to understand and shape the Information Environment (IE) in support of NATO strategic aims and objectives with enhanced speed, connectivity, and effectiveness.

While providing these capabilities, the Agency intends to:

- maximize the participation of the data services market, as opposed to running its own analytic platform.
- minimize the number of separate contracts, and limit custom development to focus on proven industry solutions.
- have a primary contract covering the majority of the requirements outlined in this document, which will also provide the main interface of the NATO analyst to the PAI processing capability. Other contracts will complement this platform where it isn't able to cover the requirement.

## **3. Scope**

The budget for this effort is expected to be around 3M EUR per year. NATO intends to sign these contracts for a duration of 3 years.

The overall scope of the PAI processing capabilities can be split into three main areas.

### **3.1. Data procurement and analytics service**

As frontend for NATO PAI analysts, the service provider will be the main broker of data accessible on the surface web and through commercial subscriptions.

The PAI processing capability will leverage the most advanced automated analysis techniques to offer to the NATO analyst clear insights into the information environment and provide predictive analysis for assisted decision-making (pending demonstration of the availability of reliable predictive analysis solutions). The service will offer state of the art interactive visualizations to the NATO analyst on its web platform including charts, network graphs, maps, trends, or 3D as well as subject matter expert support.

### **3.2. Data scraping service**

The services will include sources of information that require the participation in specific groups or channels, mandating the use of targeted crawlers, including social networks and dark-web.

### **3.3. Managed attribution service**

The PIA capability will ensure that the NATO analyst is able to tailor its online presence and fingerprint in order to access information that appears differently based on the request (region, platform...), and elude tracking mechanisms put in place by content providers in order to guarantee operational security and protect topics of interest.

## **Annex B – Distribution List**

### **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	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	

### **NCI Agency – All NATEX**