

**Headquarters Supreme Allied Command Transformation Norfolk,
Virginia**



REQUEST FOR INFORMATION

RFI-ACT-SACT-24-66

This document contains a Request for Information (RFI) call to industry, academia and nations for their input to NATO's Threat Intelligence Analytics Platform (TIAP) Capability.

Industry, academia and nations wishing to respond to this RFI should read this document carefully and follow the guidance for responding.

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General Information	
Request For Information No.	24-66
Project Title	Request for Information (RFI) call to nations and industry in support of Threat Intelligence Analytics Platform (TIAP).
Due date for questions concerning related information	5:00 pm EST 11 June, 2024
Due date for submission of requested information	5:00 pm EST 12 August, 2024
Contracting Office Address	NATO, HQ Supreme Allied Commander Transformation (SACT) Purchasing & Contracting Suite 100 7857 Blandy Rd, Norfolk, VA, 23511-2490
Contracting Points of Contact	<p>Ms. Tonya Bonilla E-mail: tonya.bonilla@act.nato.int Tel: +1 757 747 3575</p> <p>Ms. Catherine Giglio E-mail: catherine.giglio@act.nato.int Tel: +1 757 747 3856</p> <p>Mr. Laurent Munter E-mail: laurent.munter@act.nato.int</p>
Technical Points of Contact	<p>Name: Gokhan Karapinar e-mail : Gokhan.karapinar@act.nato.int Tel : +1 757 747 3402</p> <p>Name: Alejandro Ameneiro e-mail : Alejandro.Ameneiro@act.nato.int Tel : +1 757-747-3548</p>
All request for clarifications, questions and responses to this RFI must be sent via email to all Points of Contact reported above. Individual emails will not be accepted and should not be sent. Contracting and Technical POCs must be included in any correspondence.	

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1. INTRODUCTION

Headquarters Supreme Allied Commander Transformation (HQ SACT) is issuing this Request for Information (RFI) in order to engage with industry. The intention is to aggregate, correlate, de-conflict, and consolidate cybersecurity intelligence received via multiple sources (Commercial Threat Information (CTI), Open Source Intelligence (OSI), NATO owned network sensors, Allies and Partners.

This Request for Information (RFI) does not constitute a commitment to issue a future request for proposal (RFP). The purpose of this request is to involve industry through collaboration, in an examination of future capabilities related to the implementation of TIAP, which is aimed as a single authoritative source of unclassified intelligence that will contribute to the generation of multiple types of cybersecurity pictures in support of all available situation awareness capabilities. HQ SACT has not made a commitment to procure any of the items described herein, and the release of this RFI shall not be construed as such a commitment, nor as authorization to incur cost for which reimbursement will be required or sought. Further, respondents are advised that HQ SACT will not pay for any information or administrative costs incurred in responding to this RFI. The costs for responding to this RFI shall be borne solely by the responding party. Not responding to this RFI does not preclude participation in any subsequent RFP if issued in the future. All information shared with ACT might be shared with contracted third parties in order to support the capability development process as needed. Provision of data, or lack of, will not prejudice any respondent in the event that there is a competitive bidding process later as part of NATO Common-Funded Capability Development.

2. BACKGROUND

2.1. HQ SACT has implemented a Framework for Collaborative Interaction (FFCI) to increase opportunities for industry to contribute to HQ SACT's capability development efforts through collaborative work. Such collaboration enables HQ SACT, and NATO as a whole, to benefit from industry models, advice, capabilities and experience in the course of this work. In addition to the benefits, HQ SACT gains from such projects, this collaborative effort will provide Nations and Industry with an improved understanding of NATO's capability requirements and the associated issues and development challenges to be addressed by HQ SACT.

2.2. Potential collaborative projects are on specific topics that are of mutual interest to both parties but shall be restricted to collaborations in non-procurement areas. Several mechanisms have been already developed to support the initiation of collaborative projects between industry and ACT ranging from informal information exchanges, workshops, studies or more extensive collaboration on research and experimentation.

2.3. Depending on the level and type of interaction needed for a collaborative project, a specific agreement may be needed between parties. The FFCI agreement for any specific project, if required by either party for the project to proceed, will range from "Non-disclosure Agreements" (NDAs) for projects involving exchange of specific

information to more extensive “Declaration of Mutual Collaboration” (DOMC) to address intellectual property and other issues.

2.4. More extensive information on the ACT FFCI initiative can be found on the ACT web site being developed to support FFCI projects at <http://www.act.nato.int/ffci>.

2.5. No FFCI agreement is required to respond to this RFI. However, the principles underlying the FFCI initiative apply to this RFI.

This is not a formal request for submissions as part of a procurement; but rather a general request intended to determine whether any possible solutions exist that should be included in one or many alternatives during the development.

3. PROJECT DESCRIPTION

3.1. Programme Vision

3.1.1. Timely, secure, accurate and relevant Cyber Threat Intelligence (CTI) forms the basis for all cyber defence and security activities. Only with a threat-informed approach to system development, risk and incident management, and cyberspace operations, NATO can take a proactive approach to cyber defence and security, and focus its limited resources on the most consequential issues. The ability to technically assess and track malicious cyber activity is essential for turning threat information into actionable evidence to empower NATO's collective cyber defence.

3.1.2. The vision under the scope of this RFI is to develop an analytics platform to identify cyber-relevant emerging patterns and trends in near real-time. NATO needs to effectively and efficiently anticipate, detect, process and assess malicious cyber activities (including their possible origin) and swiftly deliver actionable intelligence to NATO's cyber defenders across all commands and elements of the NATO Enterprise and, where appropriate, to Nations.

3.1.3. TIAP capability is currently in the development phase of the Capability Programme Plan. The plan aims to deliver the required capability described within the Capability Programme Plan by directing the necessary actions across the, NATO-recognized, lines of development including: doctrine, organization, training, materiel (including software), leadership, personnel, facilities and interoperability (DOTMLPF-I).

3.1.4. Amongst other aims, the Capability Programme Plan intends to analyze alternative options to deliver this capability. This is achieved by:

3.1.4.1. The identification of different available alternatives to satisfy the defined requirements.

3.1.4.2. Careful analysis to compare the operational effectiveness, risk and life cycle costs of each alternative.

3.1.5. The analysis process is designed to assist decision makers select solutions that offer the Alliance value for money. Outline programme options available include

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consideration of “Adopt”-ing a solution (from Nations), “Buy”-ing (acquiring a solution from Industry), or “Create”-ing (developing a bespoke solution for NATO).

3.2. Objectives

3.2.1. To support the transformational change on how to improve the collection and analysis of cyber threats, a robust Analysis of Alternatives (AoA) is needed across the Adopt, Buy, and Create space to identify and determine relevant technologies products and services existing within the commercial market.

3.2.2. This RFI is intended to provide Nations and industry with an opportunity to provide information about their products and services that would allow NATO to collect data with state of the art technology from available sources in the public network, from commercial CTI sources, passive sources available in the public network, public scanning engines available on the Internet, industry, and the NATO Cyber Security Center (NCSC) Malware Information Sharing Platform (MISP).

3.2.3. This is not a formal request for submissions as part of a procurement; it is intended to provide support to subsequent and additional in-depth survey to determine possible systems or products, which should be identified in the development of the Capability Programme Plan.

3.3. Expected Benefits to Respondents

This collaborative effort will provide nations, industry and academia with an improved understanding of NATO’s capability requirements and the associated issues and development challenges to be addressed by HQ SACT.

3.4. Expected Benefits to NATO

Expected input to this RFI is Nations and industry’s perspectives on relevant current and future technologies, products and services.

4. REQUESTED INFORMATION

4.1. The response(s) to this RFI shall be submitted by e-mail.

Submissions must include both the Contracting and Technical POCs listed on page 2. The responses shall not contain proprietary and/or classified information. HQ SACT reserves the right to seek clarification on submissions.

4.2. Eligibility to Respond:

Only NATO Nations, Industry and Academia that originate or are chartered/incorporated within NATO Nations are eligible to respond to this RFI. Companies from Partner Nations who want to participate should collaborate with a primary company headquartered within a NATO Nation.

4.3. Response Template:

4.3.1. Provide name, mailing address, overnight delivery address (if different from mailing address), designated point of contact (phone number, e-mail).

4.3.2. Respondents can collaborate with other providers, but all

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companies/organizations must be clearly identified and their role/services clearly stated.

4.3.3. Response should include at a minimum a technical description and technical architecture diagram of the proposed implementation. Responses are not required to follow any format, but the following is proposed:

- a) Introduction
- b) Assumptions
- c) Technical / System Requirements
- d) Description of Network Implementation & Architecture Views
- e) Recommendations

4.3.4. Identify current services your company offers, which most closely match the capabilities, specified in this RFI (or portions of).

4.3.5. Available product brochures, specification sheets, photographs, illustration and technical descriptions that describe your company's current services are welcome. Companies are encouraged not to include marketing informational materials that do not relate to the services described in this RFI as it will be discarded; however, responses may include URL links to technical documentation materials (i.e., technical data sheets for products) are welcome.

4.3.6. The requested information is embedded in the attached excel file. Industry is requested to answer relevant questions in the excel file.

4.3.7. If additional information needs to be provided, please limit your response to a single main document and enclosures for a total not-to-exceed 15 pages (material provided as per paragraph above not included).

4.3.8. The document should be single-spaced, have one-inch margins, assume US letter-size (8 1/2 by 11 inches) page, use 12-point font, and be formatted for compatibility with Microsoft Word or Adobe Acrobat Reader (current versions).

4.3.9. Submissions should be named according to the following convention: <Respondent company name; maximum of 12 characters>_TIAP RFI_<date in YYYYMMDD format>.<filename extension of 3 or 4 characters>. Provide list of your company's past and current customers to which you have provided or are providing similar services, including a customer/company name and point of contact, phone number, and address/e-mail where they can be contacted.

4.3.10. Responses shall not be classified above NATO UNCLASSIFIED.

4.3.11. The information may be considered in developing any future potential Statement of Work requirements. HQ SACT will consider selected information for developmental contracts and experimentation candidates.

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4.4. Price Estimates

HQ SACT seeks non-binding Rough Order Magnitude (ROM) price estimates for the sole purpose of estimating programmatic costs and planning funding for future programme proposals/bids. Provision of data, or lack of, will not prejudice any respondent in the event that there is a competitive bidding process later as part of NATO Common Funded Capability Development.

4.5. Response Due Date

Responses to this RFI must be received by **0900 EST on 12 August 2024**. The responses shall not contain any classified information. HQ SACT reserves the right to seek clarification on submissions.

5. CLARIFICATIONS AND QUESTIONS

Inquiries of a technical nature about this RFI shall be submitted by e-mail solely to the aforementioned POCs by **1700 EST on 11 June 2024**. Accordingly, questions in an e-mail shall not contain proprietary and/or classified information. Answers will be posted as soon as possible on the HQ SACT P&C website at: <https://act.nato.int/contracting>.

All questions should be submitted by **1700 EST on 11 June 2024** to allow for appropriate response time prior to the **0900 EST on 12 August 2024** response due date.

A VTC session will be conducted on **18 June 2024** to explain TIAP desired capability and answer the questions that the industry might have. Parties interested in joining the VTC are kindly requested to register by sending an email to the points of contact listed. Please be reminded that all questions must be received in the email request along with the registration no later than **11 June 2024**. Connection details will be forwarded directly to participants that register.

6. ADDITIONAL INFORMATION

6.1. Non-disclosure Principles and/or Non-disclosure Agreement (NDA) with Third Party Company.

6.1.1. Please be informed that HQ SACT may contract a company to conduct the Analysis of Alternatives investigation in support of this project. HQ SACT will follow nondisclosure principles and possibly conclude an NDA with that company to protect submitted information from further disclosure. As the third party beneficiary of this nondisclosure, this RFI serves to inform you how HQ SACT plans to proceed and HQ SACT's intent to protect information from unauthorized disclosure. This requires the third party company to protect the disclosed information using the highest degree of care that the company utilizes to protect its own Proprietary Information of a similar nature, and no less than reasonable care.

6.1.2. The third party company receiving the information shall not, without explicit, written consent of HQ SACT:

- a) Discuss, disclose, publish or disseminate any Proprietary Information received

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or accessed under nondisclosure principles and subject to an NDA, if an NDA is concluded;

b) Use disclosed Proprietary Information in any way except for the purpose for which it was disclosed in furtherance of the goals of the instant project, collaboration, activity or contract; or

c) Mention the other Party or disclose the relationship including, without limitation, in marketing materials, presentations, press releases or interview.

6.2. Organizational Conflicts of Interest.

As Procurement/Contracting involves the expenditure of funds allocated by the member nations, we must always strive to maintain trust in and preserve the integrity of the procurement procedures. It is essential that our procedures facilitate transparent and robust competition from industry.

Contractor and subcontractor personnel performing work under an HQ SACT contract may receive, have access to, or participate in the development of sensitive information relating to source selection methodology, cost or pricing information, budget information, and future specifications, requirements or Statements of Work or perform evaluation services that may create a current or subsequent Organizational Conflict of Interests (OCI). Similarly, companies responding to an HQ SACT RFI may create a subsequent OCI determination when pursuing future NATO contracts generated from that RFI.

Each individual contracting situation will of course be examined on the basis of its particular facts and the nature of any proposed contract. The exercise of common sense, good judgment, and sound discretion is required in both the decision on whether a significant potential conflict exists and, if it does, the development of an appropriate means for resolving it.

In anticipation of a future OCI determination, any company either awarded an HQ SACT contract or responding to an HQ SACT RFI while also anticipating bidding on future NATO contracts relating to this work, should consider having a mitigation plan in place to address or mitigate any OCI concerns now or in the future.

6.3. Handling of Proprietary Information

Proprietary information, if any, should be minimized and clearly marked as such. HQ SACT will treat proprietary information with the same due care as the command treats its own proprietary information. HQ SACT will exercise due care to prevent its unauthorized disclosure. Please be advised that all submissions become HQ SACT property and will not be returned.

6.4. Exceptions to Obligations. The third party company receiving the information may disclose, publish, disseminate, and use Proprietary Information:

a) To its employees, officers, directors, contractors, and affiliates of the recipient who have a need to know and who have an organizational code of conduct or written

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agreement with the recipient requiring them to treat the disclosed Proprietary Information in accordance with nondisclosure principles and the NDA (if executed);

b) To the extent required by law; however, the company receiving the information will give HQ SACT prompt notice to allow HQ SACT a reasonable opportunity to obtain a protective order or otherwise protect the disclosed information through legal process that is:

- demonstrated in written record to have been developed independently, or
- already in the possession of the company receiving the information without obligation of confidentiality, prior to the date of receipt from HQ SACT, or
- disclosed or used with prior written approval from HQ SACT, or
- obtained from a source other than HQ SACT without obligation of confidentiality; or publicly available when received.

6.5. Any response to this RFI is considered to establish consent to this process. A copy of the NDA, if or when concluded, can be provided on request.

7. SUMMARY

This is a RFI only. The purpose of this RFI is to involve industry, academia and nations through collaboration, for their input to NATO's requirement for Threat Intelligence Analytics Platform (TIAP). HQ SACT has not made a commitment to procure any of the items described herein, and release of this RFI shall not be construed as such a commitment, nor as authorization to incur cost for which reimbursement will be required or sought. **It is emphasised that this is a RFI, and not a RFP of any kind.**