

## Notification of Intent to Invite Bids

*Method: International Competitive Bidding (ICB)*

### Netwitness Software Licenses for 2025-2027

**NCI Agency Reference #: IFB-CO-423263-NW**

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**Estimated Amount:** EUR 2M per year

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**NOI Closing Date:** 19 July 2024

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**Solicitation Release Date:** Anticipated on 2 September 2024

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**Solicitation Closing Date:** Anticipated on 30 September 2024

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**Contract Award Date:** Anticipated on 1 November 2024

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**Competition Type:** ICB Lowest Priced Technically Compliant

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The NCI Agency hereby notifies the NATO Nations of its intent to invite bids for the procurement of Support for the existing Netwitness Licenses currently owned. The Period of Performance is three years, from January 2025 until December 2027.

#### **\*\*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.*

#### **NCI Agency Point of Contact**

Catalin Nicolae, Contracting Officer

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#### **Annexes:**

- A. Summary of Requirements
- B. Distribution List

**To** : Distribution List

**Subject** : **Notification of Intent to Invite Bids for Netwitness Software Licenses for 2025-2027**

**References** :

**A.** BC-D(2018)0004-FINAL, BC Budget Procurement Guidance

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1. In accordance with Reference A, the NCI Agency, as the Host Nation responsible to implement the project in subject, hereby gives notice of its intent (NOI) to issue an Invitation for Bid (IFB) for Netwitness Software Licenses for 2025-2027, 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 IFB.
  3. The reference for this Project is IFB-CO-423263-NW, and all correspondence concerning this NOI and subsequent IFB should reference this number.
  4. The NCI Agency plans to issue an IFB using the International Competitive Bidding (ICB) Procedure for Lowest Priced Technically Compliant (LPTC) evaluations. A single, firm-fixed price contract is planned for the entire scope of work.
  5. Eligibility to participate in the subsequent IFB is declared by national authorities. Hence, qualified and certified companies interested in receiving the IFB for this Project are hereby requested to provide a Declaration of Eligibility (DoE), **sent** by their Delegation/Mission to NATO to the NCI Agency contracting authority not later than 19 July 2024, which is 28 calendar days after the date of this letter.
    - a. In addition to the certification of the company's security clearances required under this NOI, the DoE should include the following information for each of the nominated companies:
      - Company name
      - Company address
      - Point of Contact (PoC)
      - PoC email address
      - PoC telephone number
    - b. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent electronically to [IFB-CO-423263-NW@ncia.nato.int](mailto:IFB-CO-423263-NW@ncia.nato.int).
  6. In order to maximize competition the NCI Agency may, at its discretion, accept nominations after the deadline, so long as the IFB has not been issued. The NCI Agency may even accept, at its discretion, nominations after the IFB 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.

7. Requests for participation in this competition received directly from individual companies will not be considered.
8. 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.
9. National authorities are advised that the IFB package is anticipated to be NATO UNCLASSIFIED.
10. The successful bidder will be required to handle and store classified information up to the level of NATO UNCLASSIFIED
11. The NCI Agency reserves the right to cancel, suspend, or withdraw this NOI at its own discretion and at any time. 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.
12. Your assistance in this procurement is greatly appreciated.

**For the Chief of Acquisition:**

*[Original Signed By]*

Daniel Gaertner  
Senior Contracting Officer

## Annex A – Summary of Requirements

### 1. Project Objective

1.1 The NCI Agency is seeking to consolidate all of NATO's Netwitness requirements by establishing a contract that can offer increased flexibility and cost-savings in a multi-year Enterprise License Agreement (ELA). This ELA would cover support of the current installed base and the purchase of new licences, rather than buying licenses with a decentralized, incremental approach.

1.2 NATO's requirements for Netwitness software licenses cover different geographic regions, different customers and users within NATO, and a wide variety of technical projects.

1.3 Additionally, the ELA will allow NATO to increase the volume as its requirements increase.

### 2 Scope of Work

2.1. It is intended that this ELA will be the default contract vehicle for all of NATO's Netwitness requirements in the future.

2.2. The ELA will include both an initial commitment for licenses that are active upon contract award (section 2.3), and a price list for future licenses to be acquired as necessary (section 2.4).

2.3. The estimated initial commitment can be found below:

Software			
Product Code	Description	Quantity/ Volume	Term
SA-NETMON-P-X-E1 (Maintenance)	NW X Per TB NetM EnhMnt 1Mo	101 TB/day	1 Jan 2025 - 31 Dec 2027

Hardware	
Product code	Quantity
NW-S6E-HYBRID-E1	26
NW-DP-10GB-COP-E1	10
NW-S6E-CORE-E1	142
NW-PVHDE96-E1	93

NW-PVHPE78-E1	47
NW-S6E-ANALYTIC-E1	2
NW-S6H-AS-E1	2
NW-APPL-EXTSUPPORT	2
DATARETENVLG1	1

2.4 Below is an overview of the expected products that may be purchased throughout the 3-year contractual period.

Product Code	Remarks	Description
<b>Appliance Offerings</b>		
NW-S6E-CORE-NL		NW S6 SED Core TP Appl- No SW Lic
NW-S6E-HYBRID-NL		NW S6 SED Hybrid TP Appl- No SW Lic
NW-S6E-ANALYTIC-NL		NW S6 SED Analytic TP Appl- No SW Lic
NW-S6H-BRO-NL		NW S6 Broker TP Appl- No SW Lic
<b>Appliance Enhanced Mnt</b>		
NW-S6E-CORE-E1	Maintenance per month	NW S6 SED Core TP Appl EnhMnt 1Mo
NW-S6E-HYBRID-E1	Maintenance per month	NW S6 SED Hybrid TP Appl EnhMnt 1Mo
NW-S6E-ANALYTIC-E1	Maintenance per month	NW S6 SED Analytic TP Appl EnhMnt 1Mo
NW-S6H-BRO-E1	Maintenance per month	NW S6 Broker TP Appl EnhMnt 1Mo
<b>Storage Options</b>		
NW-PV-A-N	Storage for Decoder	NW PV 12x16TB SED
NW-PV-D-N	Storage for Concentrator	NW PV 3x3.8 SSD 9x16TB SED
<b>Storage Enhanced Mnt</b>		
NW-PV-A-N-E1	Maintenance per month	NW PV 12x16TB SED EM 1Mo
NW-PV-D-N-E1	Maintenance per month	NW PV 3x3.8 SSD 9x16TB SED EM 1Mo
<b>Network Monitoring Perpetual</b>		
SA-NETMON-P-T1	SW license	NW T1, 1-10TB/day NetM PerTB Perp Lic

SA-NETMON-P-T2	SW license	NW T2, 11-50TB/day NetM PerTB Perp Lic
SA-NETMON-P-T3	SW license	NW T3, 51-100TB/day NetM PerTB Perp Lic
SA-NETMON-P-T4	SW license	NW T4, 101-250TB/day NetM PerTBPerp Lic
SA-NETMON-P-T5	SW license	NW T5, >250TB/day NetM PerTB Perp Lic
<b>Network Monitoring Enhanced Mnt</b>		
SA-NETMON-P-T1-E1	Maintenance per month	NW T1, Per TB NetM EnhMnt 1Mo
SA-NETMON-P-T2-E1	Maintenance per month	NW T2, Per TB NetM EnhMnt 1Mo
SA-NETMON-P-T3-E1	Maintenance per month	NW T3, Per TB NetM EnhMnt 1Mo
SA-NETMON-P-T4-E1	Maintenance per month	NW T4, Per TB NetM EnhMnt 1Mo
SA-NETMON-P-T5-B1	Maintenance per month	NW T5, Per TB NetM BscMnt 1Mo
<b>Network Monitoring Subscription</b>		
SA-NETMON-S-T1	SW Subscription per month	NW T1, 1-10TB/day NetM PerTB Sub Lic1Mo
SA-NETMON-S-T2	SW Subscription per month	NW T2, 11-50TB/day NetM PerTB SubLic1Mo
SA-NETMON-S-T3	SW Subscription per month	NW T3, 51-100TB/day NetM PerTBSubLic1Mo
SA-NETMON-S-T4	SW Subscription per month	NW T4, 101-250TB/day NetMPerTBSubLic1Mo
SA-NETMON-S-T5	SW Subscription per month	NW T5: 250-500TB/day NetMPerTBSubLic1Mo

### 3 Period of Performance

3.1 The period of performance is anticipated to start in Q1 2025 and end in Q4 2027. It is important to note that this timeline represents the anticipated duration of the Project, and adjustments may be made as per the requirements of the solicitation process and subsequent contractual agreement.

## Annex B – Distribution List

### NATO Delegations:

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

### Embassies in Brussels (Attn: Commercial Attaché):

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	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 NATEXs