

NCIA/ACQ/2024/07096
Friday, 02 August 2024

To: All Prospective Bidders

Subject: Invitation For Bids (IFB) – IFB-CO-115891 – REACH

References:

- A. BC D(2018)0004-FINAL, BC Budget Procurement Guidance, dated 29 January 2018
- B. AC/337-D(2016)0014, NCIO Financial Rules and Procedures, dated 16 March 2016
- C. NCI Agency Standard Operating Procedure SOP 16.01 Procurement, dated 03 January 2019
- D. AC/4-D/2261-ADD2(1996 EDITION), IC Policy for Conducting International Competitive Bidding Using Best Value Evaluation Methodology Post-Trial Period Procedures, dated 24 July 2009
- E. NCIA/ACQ/2024/06648

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your firm to participate in a Invitation For Bids (IFB), for the provision of: NR Business Network (REACH) Services Outsourcing to the NCI Agency
2. The award will be based on the IFB being evaluated using best value 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 IFB is on or before **Friday, 04 October 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. Part I: 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
6. The overall security classification of the IFB is "NATO UNCLASSIFIED". However, as indicated in the header, the IFB is "UNCLASSIFIED" when separated from "Book II – Part IV – Statement of Work – Annex G" and "Book II – Part IV – Statement of Work – Annex H". This Invitation For Bids 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 seven (7) calendar days from the date of this IFB, 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 IFB 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 Invitation For Bids is IFB-CO-115891-REACH, and all correspondence concerning this Invitation For Bids should reference this number.
15. Your Point of Contact for all information concerning this IFB is Diana Nedelea, NCI Agency Contracting Officer who may be reached at:

IFB-CO-115891@ncia.nato.int
16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this IFB-CO-115891 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:

Diana Nedelea
Contracting Officer
NATO Communications and
Information Agency (NCI Agency)

Enclosures: 7 (seven)

Attachment A to IFB-CO-115891: Acknowledgement of Receipt of Invitation For Bids

Attachment B to IFB-CO-115891: Security Aspects Letter (SAL)

Attachment C to IFB-CO-115891: Comprehension and Acceptance of the Security Aspect Letter (SAL)

Attachment D to IFB-CO-115891: Distribution List

Attachment E to IFB-CO-115891: Bidders List

Attachment F to IFB-CO-115891: Book I Bidding Instructions (separate file)

Attachment G to IFB-CO-115891: Book II Prospective Contract (separate file)

**ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF INVITATION FOR BIDS**

IFB-CO-115891

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central European Time (CET) on 8/12/2024**
to: IFB-CO-115891@ncia.nato.int

We hereby advise that we have received Invitation For Bids IFB-CO-115891 –REACH on _____, 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 IFB 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 Special Provisions clause 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 IFB-CO-115891-REACH 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 - IFB-CO-115891**

NATO Delegation (Attn: Infrastructure Adviser):

- Albania
- Belgium
- Bulgaria
- Canada
- Croatia
- Czechia
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Iceland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Montenegro
- The Netherlands
- North Macedonia
- Norway
- Poland
- Portugal
- Republic of Türkiye
- Romania
- Slovakia
- Slovenia
- Sweden
- Spain
- 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 - IFB-CO-115891**

NR. CRT.	COUNTRY	NOMINATED BIDDER
1	Belgium	ACCENTURE
2	Norway	AIRBUS DEFENCE AND SPACE AS
3	Slovakia	ALITER TECHNOLOGIES
4	Luxembourg	AMAZON WEB SERVICES EMEA SARL
5	Canada	AMMOLITE ANALYTX
6	Türkiye	ANTENSAN ELEKTRONİK SAN.İC VE DIS TİC.AS
7	Belgium	ARCADIZ TELECOM
8	Türkiye	ASELSAN ELEKTRONİK SANA YI VE TİCARET ANONİM SİRKETİ
9	Czechia	AUTOCONT A.S.
10	Germany	BECHTLE GMBH & CO KG
11	Belgium	BRESCO SERVICES
12	The Netherlands	CAPGEMINI
13	France	CAPGEMINI TECHNOLOGIES SERVICES
14	Germany	CGI DEUTSCHLAND B.V. & CO. KG
15	United States	CIENA GOVERNMENT SOLUTIONS, INC.
16	Belgium	CISCO SYSTEMS BELGIUM
17	Belgium	COMPUTACENTER
18	Greece	COSMOTE
19	Belgium	DELL TECHNOLOGIES
20	United Kingdom	DELOITTE LLP
21	Belgium	DEUTSCHE TELEKOM GLOBAL BUSINESS SOLUTIONS BELGIUM
22	Belgium	EVIDEN BELGIUM
23	Belgium	FORTINET
24	United Kingdom	FUJITSU LIMITED
25	Italy	GENERAL DYNAMICS MISSION SYSTEMS ITALY Srl
26	Belgium	HEWLETT-PACKARD ENTERPRISE BELGIUM
27	Belgium	IBM BELGIUM
28	Türkiye	INNOVA BİLİŞİM ÇÖZÜMLERİ A.S.
29	Croatia	KING ICT
30	Italy	LEONARDO SPA
31	United States	MCBRIDE CONSULTING, LLC
32	United Kingdom	METCLOUD
33	Türkiye	MIA TEKNOLOJİ AS
34	Belgium	MICROSOFT BELGIUM
35	Italy	NA.EL S.r.l
36	United States	NETAPP U.S. PUBLIC SECTOR, INC.
37	Belgium	NTT BELGIUM
38	Spain	NTT DATA SPAIN SLU
39	United States	ORACLE AMERICA, INC.
40	Greece	OTE

41	Belgium	PRICEWATERHOUSECOOPER (PWC) ENTERPRISE ADVISORY
42	Belgium	PROXIMUS
43	Belgium	PROXIMUS ICT (SpearIT)
44	Belgium	RHEA SYSTEMS
45	Türkiye	SAVRONİK ELEKTRONİK SAN. VE TİC. ANONİM İRKETİ
46	Türkiye	SBI BİLİŞİM A.Ş.
47	Spain	SECUNET SECURITY NETWORKS AG
48	The Netherlands	SOLITEE BV
49	Belgium	SOPRA STERIA BENELUX
50	United Kingdom	SPEKTRUM MANAGEMENT GROUP LTD
51	Bulgaria	TELELINK BUSINESS SERVICES EAD
52	Italy	TELSYS SPA
53	France	THALES SIX GTS FRANCE SAS
54	Belgium	UNISYS BELGIUM
55	Belgium	VMWARE
56	United Kingdom	VODAFONE
57	Belgium	VODAFONE BELGIUM