

Notification of Intent to Request Quotations

Method: Basic Ordering Agreement Plus (BOA+)

Palo Alto Networks Enterprise Support Agreement

NCI Agency Reference #: RFQ-CO-423276-EAPA

Estimated Amount: 8,000,000.00 EUR

NOI Closing Date: 6 September 2024

Solicitation Release Date: Anticipated on 16 September 2024

Solicitation Closing Date: Anticipated on 14 October 2024

Contract Award Date: Anticipated on 10 December 2024

Competition Type: BOA+ Lowest Priced Technically Compliant

The NCI Agency hereby notifies the NATO Nations of its intent to request quotations for the procurement of NATO Boundary Protection Services.

The list of prospective bidders is attached. Interested companies already holding an active Basic Ordering Agreement (BOA) with the NCI Agency may contact the point of contact below, to request inclusion on the list.

*****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

Leonora Alushani, Contracting Officer

Email: RFQ-CO-423276-EAPA@ncia.nato.int

Annexes:

- A. Summary of Requirements
- B. Distribution List
- C. List of Prospective Bidders

To : Distribution List

Subject : **Notification of Intent to Request Quotations for Palo Alto Networks Enterprise Support Agreement**

References :

- A.** BC-D(2018)0004-FINAL, BC Budget Procurement Guidance
- B.** AC/4-D(2019)0004(INV), dated 4 July 2019, Procedure Governing the Use of Basic Ordering Agreements

-
1. In accordance with References A through B, the NCI Agency, as the Host Nation responsible to implement the project in subject, hereby gives notice of its intent (NOI) to issue a Request for Quotation (RFQ) for Palo Alto Networks Enterprise Support Agreement, 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 RFQ.
 3. The reference for this Project is RFQ-CO-423276-EAPA, and all correspondence concerning this NOI and subsequent RFQ should reference this number.
 4. The NCI Agency will use the Basic Ordering Agreement (BOA) Plus bidding procedures. Annex C attached to this letter contains a list of potential bidders which may be able to provide the products or services required for this Project. This list was compiled from companies already holding an active BOA with the NCI Agency.
 5. In addition to the companies listed in Annex C, the BOA Plus procedures allow national authorities to nominate eligible bidders without an active BOA. Hence, qualified and certified companies interested in receiving the RFQ 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 6 September 2024, which is 35 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

- For the Chief of Acquisition:**

Leonora Alushani
Contracting Officer



Annex A – Summary of Requirements

1. Scope of Work

The purpose of this procurement is to acquire the technical/hardware support required to operate and maintain the existing Palo Alto Networks Firewalls and the provision and support of additional Palo Alto Networks products, subscriptions and services required for NATO networks security.

Item	Description	Period of Performance
1	Enterprise Service Agreement Support	2025-2027
2	Subscriptions	2025-2027
3	Consultancy	2025-2027
4	Threat Intel and Incident Response Services	2025-2027
5	Professional Services	2025-2027

2. Period of Performance

- a. 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	The Republic of Türkiye
Estonia	Montenegro	The United Kingdom
France	Netherlands	The United States
Finland	North Macedonia	
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

Annex C – List of Prospective Bidders

Country	Vendor
BELGIUM	Telenet BV
	Accenture NV/SA
	Global Tradecraft Intelligence
	BT Global Services Belgium
	COMPUTACENTER NV
	AEROSPACELAB SA
	FUNKY DUCK BV
	ST Engineering iDirect Europe CY NV
BULGARIA	TechnoLogica EAD
	Lirex BG Ltd.
CANADA	Sabytel Technologies Inc.
	MDOS CONSULTING INC.
	COMPUSULT LIMITED
	GlobVision Inc.
	MDA Geospatial Services Inc.
CROATIA	IT Chapter Inc.
	CROATEL d.o.o.
	KING ICT d.o.o. Zagreb
	INsig2 d.o.o.
	Odasiljaci i veze d.o.o.
CZECHIA	Ericsson Nikola Tesla d.d.
	SpaceKnow Inc., odstepny zavod
DENMARK	Atea A/S
FINLAND	INSTA ADVANCE OY

Advenica Oy

Ambientia Oy

Piisku Ltd.

Kauko Oy

ICEYE Oy

Kuva Space Oy

Nixu Oyj

Second Nature Security Oy

Mintly OY

FRANCE

THALES SIX GTS FRANCE SAS

PRELIGENS

AIRBUS DEFENCE AND SPACE SAS

Marlink SAS

Telespazio France

GERMANY

Bechtle GmbH

INTEC Industrie-Technik

EUROPEAN SPACE IMAGING GMBH

CGI Deutschland B.V. & Co. KG

AWARE7 GmbH

ACME Portable Computer GMBH

GAF AG

Maltego Technologies GmbH

GREECE

OTE (HELLENIC TELECOMMUNICATIONS ORGANIZATION) S.A.

INTEROPERABILITY SYSTEMS INTERNATIONAL HELLAS S.A.
(SCYTALYS SA)

HUNGARY

EURO ONE Szamitastechnikai Zrt.

Kontron Hungary Kft.

Sysman Information Technologies Co. Ltd.

ITALY

SIPAL Spa
e-GEOS S.p.A
Leonardo SpA
Netgroup SpA
Moveax S.r.l.

LATVIA

I SIA
DATI Group SIA

LITHUANIA

UAB Elsis TS

NETHERLANDS

Firejob B.V.
Hart 4 Technology
Network Innovations B.V.
SIMAC ELECTRONICS B.V.
Science and Technology BV
Truedata BV
Imagem NL B.V.
HET IT B.V.
Concanon BV
Eurotempest BV

NORTH MACEDONIA

King ICT dooel Skopje
Elikosoft Rade DOOEL

NORWAY

Airbus Defence and Space AS
Fynd Reality AS

POLAND

JAKUSZ Sp. z o.o.
HERTZ SYSTEMS Ltd Sp. z o.o.
EXENCE SA
ISCG SP. Z O.O.
Vector Synergy Sp. z o. o.

	Transition Technologies MS S.A
	TELDAT Sp.z.o.o. sp.k
	Comp S.A
	DEVTALENTS SP. ZO.O.
PORTUGAL	BRIDGE351
	BINNGRO LDA
	Warpcom Services, S.A.
	Link Consulting, Tecnologias de Informação, S.A.
	Indra Sistemas Portugal S.A.
	ESRI Portugal
ROMANIA	BETTER QUALITY ASSURANCE SRL
	ARCTIC STREAM
	MARCTEL - S.I.T. SRL
	Kransz Wald Srl
SLOVAKIA	Aliter Technologies a.s
	InterWay, a.s.
SPAIN	DANIMA INGENIERÍA AMBIETNAL
	DELOITTE CONSULTING, S.L.U.
	Span d.d.
	COTECO INFORMATICA INTERNACIONAL S.L.
	NETMETRIX SOLUTIONS S.L.
	THALES ESPAÑA SISTEMAS, S.A.U.
	AICOX Soluciones S.A.
	GMV AEROSPACE AND DEFENCE S.A.U.
	Hisdesat Servicios Estrategicos SA
	KRC Espanola S.A.
	MECANICAS BOLEA S.A.

SWEDEN

KRC Avionics Ingenieria y Apoyo, S.L.

FUTURE SPACE, S.A.

TURKIYE

AB Micropol Fiberoptic

CTech Information Technologies Ltd

OBSS Teknoloji A.S.

ICterra Bilgi ve Iletisim Teknolojileri San. ve Tic. A.S.

Biltek Uluslararası Insaat Limited Sirketi

E4E Elektronik Muhendislik Yazilim Tasarim A.S.

Aydin Yazilim ve Elektronik Sanayi A.S. (AYESAS)

Forte Information Communication Technologies and Defense Industry A.S.

ONUR Yüksek Teknoloji A.S

UNITED KINGDOM

TELEDYNE UK Ltd

Spektrum Management Group Ltd

Datasumi Ltd

Global Satellite VU Ltd.

Total IA Ltd.

Skytek Technology Ltd

Nexor Limited

Paradigm Communication Systems Limited

HEO Robotics UK Ltd.

Metrea Mission Data Ltd.

Global RadioData Communications Ltd

UNITED STATES

Datum Systems Inc.

Pifinity, Inc. DBA StorageHawk

BlackSky Global LLC.

Cubic Digital Intelligence, Inc.

Capella Space Corp

Maxar Intelligence Inc.
Inonde LLC
AIREON LLC
Orgro, Inc.
Planet Labs PBC
Sea Tel Inc., dba Cobham SATCOM
Raytheon Technologies
Tivix, Inc.
UltiSat, Inc.
GLOBECOMM SYSTEMS INC.
Leidos, Inc.
EMW Inc.
Comtech Satellite Network Technologies, Inc.
Business Integra Technology Solutions, Inc.
Boston Government Services, LLC
Arrow Shield Dynamics, LLC
Accelera Solutions, Inc.
NMH Tech, Inc.
Trace Systems Inc.
Geodex Inc. dba Danti AI
Umbra Lab, Inc.

