

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

- 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



- PoC telephone number
- **b.** This information is critical to enable prompt and accurate communication with prospective bidders and should be sent electronically to RFQ-CO-423276-EASA.
- 6. In order to maximize competition the NCI Agency may, at its discretion, accept nominations after the deadline, so long as the RFQ has not been issued. The NCI Agency may even accept, at its discretion, nominations after the RFQ 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, unless they hold a valid BOA with the NCI Agency.
- 8. Bidders will be required to declare a bid validity of 6 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 6 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 RFQ package is anticipated to be NATO UNCLASSIFIED. However, the RFQ and the contractual documents could contain references to other NATO documents classified as NATO RESTRICTED.
- 10. The successful bidder will be required to handle and store classified information up to the level of NATO RESTRICTED. In addition, contractor personnel will be required to work unescorted in Class II Security areas. Therefore, access can only be permitted to cleared individuals. Only companies maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting contract.
- 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]

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 Hungary Belgium 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 Portugal Hungary Bulgaria Iceland Romania Canada Italy Slovakia Croatia Latvia Slovenia Czechia Lithuania Spain Luxembourg Sweden Denmark

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.
	IT Chapter Inc.
CROATIA	CROATEL d.o.o.
	KING ICT d.o.o. Zagreb
	INsig2 d.o.o.
	Odasiljaci i veze d.o.o.
	Ericsson Nikola Tesla d.d.
CZECHIA	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.



KRC Avionics Ingenieria y Apoyo, S.L.

FUTURE SPACE, S.A.

SWEDEN AB Micropol Fiberoptic

TURKIYE CTech Information Technologies Ltd

OBSS Teknoloji A.S.

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

Biltek Uluslararasi 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 Al

Umbra Lab, Inc.