

NCIA/ACQ/2024/07209
Tuesday, 10 September 2024

To: All Prospective Bidders
RFQ
Subject: Request For Quotations (– RFQ-CO-115883-CDSA – Cyber Defense Security Awareness

References:

- A. 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
- B. AC/4-D(2019)0004 (INV) IC, Procedures Governing the Use of Basic Ordering Agreements Concluded by the NCI Agency, dated 4 July 2019
- C. AC/4-D/2261, IC-NSIP Procedures for International Competitive Bidding, dated 12 January 1996
- D. NCIA/ACQ/2024/06956

Dear Prospective Bidders,

- 1. The NATO Communications and Information Agency (NCIA) hereby invites your firm to participate in a Request For Quotations (RFQ), for the provision of: Cyber Defense Security Awareness Tool
- 2. The award will be based on the RFQ 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 RFQ is on or before Monday, 06 January 2025 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 Annexes and Attachments
- 6. The security classification of this RFQ is NATO UNCLASSIFIED. This Request For Quotations 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 RFQ, 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 RFQ 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 Request For Quotations is RFQ-CO-115883-CDSA, and all correspondence concerning this Request For Quotations should reference this number.
15. Your Point of Contact for all information concerning this RFQ is Ms. Leonora Alushani, NCI Agency Contracting Officer who may be reached at:

RFQ-CO-115883-CDSA@ncia.nato.int
16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this RFQ-CO-115883-CDSA 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:

Ms. Leonora Alushani
Contracting Officer
NATO Communications and
Information Agency (NCI Agency)

Enclosures: 7

Attachment A to RFQ-CO-115883-CDSA: Acknowledgement of Receipt of Request For
Quotations

Attachment B to RFQ-CO-115883-CDSA: Distribution List

Attachment C to RFQ-CO-115883-CDSA: Bidders List

Attachment D to RFQ-CO-115883-CDSA: Book I Bidding Instructions (separate file)

Attachment E to RFQ-CO-115883-CDSA: Book II Prospective Contract (separate file)

ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF REQUEST FOR QUOTATIONS
RFQ-CO-115883-CDSA

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central European Time (CET) on 10/11/2024**
to: RFQ-CO-115883-CDSA@ncia.nato.int

We hereby advise that we have received Request For Quotations RFQ-CO-115883-CDSA on Friday, 11 October 2024, 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 RFQ and will notify you of our decision as soon as possible.

Signature: _____

Printed Name: _____

Title: _____

Company: _____



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**ATTACHMENT B.
DISTRIBUTION LIST - RFQ-CO-115883-CDSA**

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
- Spain
- Sweden
- United Kingdom
- United States

NATO HQ

- NATO Office of Resources

Strategic Commands

- ACO Registry

**Principle Contracting Officer
Project Manager
CAB Mailbox
All NATEXs**

**ATTACHMENT C.
FINAL BIDDER'S LIST - RFQ-CO-115883-CDSA**

Country		Nominated Bidders
Belgium	1	IES Srl
	2	Accenture
	3	Brevco Services
	4	Cisco System Belgium
	5	Deloitte Consulting and Advisory
	6	Dell
	7	Eviden Belgium
	8	Fortinet
	9	Hewlett-packard Enterprise Belgium
	10	IBM Belgium
	11	Sopra Steria Benelux
	12	Syntelligen
	13	Thales Belgium
	14	COMPUTACENTER NV
Bulgaria	15	Telelink Business Services EAD
Canada	16	Terida Systems LTD
	17	MDOS Consulting Inc
	18	Click Armor
	19	Valencia IIP Advisors Limited
	20	Sabytel Technologies Inc.
	21	GlobVision Inc.
	22	MDA Geospatial Services Inc.
	23	King ICT
Czech Republic	24	SpaceKnow Inc., odstepny zavod
Finland	25	Nixu Oyj
	26	Ambientia Oy
	27	ICEYE Oy
France	28	Airbus Defense and Space SAS
	29	PRELIGENS
	30	AIRBUS DEFENCE AND SPACE SAS
	31	Marlink SAS
Germany	32	Bechtle GmbH & Co.KG
	33	Adesso SE
	34	CGI Deutschland B.V. & Co. KG
	35	AWARE7 GmbH
Greece	36	OTE (HELLENIC TELECOMMUNICATIONS ORGANIZATION) S.A.
	37	INTEROPERABILITY SYSTEMS INTERNATIONAL HELLAS S.A. (SCYTALYS SA)
Italy	38	Leonardo S.P.A
	39	e-GEOS S.p.A

Latvia	40	DATI Group SIA
Netherlands	41	Firejob B.V.
	42	Network Innovations B.V.
	43	Science and Technology BV
Poland	44	Vector Synergy Sp. Z.o.o.
	45	HERTZ SYSTEMS Ltd Sp. z o.o.
Portugal	46	ESRI Portugal
Romania	47	BETTER QUALITY ASSURANCE SRL
	48	ARCTIC STREAM
	49	MARCTEL - S.I.T. SRL
Slovakia	50	Aliter Technologies
Spain	51	Indra Systemas, S.A
	52	Integrasys S.A
	53	Cipherbit - Grupo Oesia
	54	GMV Aeropsace and Defence S.A.U
	55	NETMETRIX SOLUTIONS S.L.
	56	AICOX Soluciones S.A.
Turkiye	57	Aselsan Elektronik Sanayi ve Ticaret Anonim Sirketi
	58	SmartICT Bilisim AS
	59	Ctech Bilisim Teknolojileri San. Ve Tic A.S
	60	Profen Savunma ve Guvenlik Teknolojileri Sanayi ve Ticaret Anonim Sirketi
	61	Tubitak Bilgem Turkiye Bilimsel ve Teknolojik Arastirma Kurumu Baskanligi
	62	STM Savunma Teknolojileri Muhhendislik ve Ticaret Anonim Sirketi
	63	CTech Information Technologies Ltd
	64	E4E Elektronik Muhendislik Yazilim Tasarim A.S.
United Kingdom	65	Deloitte LLP
	66	Datasumi Ltd
	67	Global Satellite VU Ltd.
United States	68	Environmental Systems Research Institute. Inc
	69	IOTEK LLC
	70	BlackSky Global LLC.
	71	Cubic Digital Intelligence, Inc.
	72	Capella Space Corp
	73	Maxar Intelligence Inc.
	74	Inonde LLC
	75	AIREON LLC
	76	Orgro, Inc.
	77	Planet Labs PBC