

To: All Prospective Offerors

Subject: Request For Quotations (RFQ) – RFQ-CO-423276-EAPA – Enterprise Support and Licensing Agreement Palo Alto Network

References:

- A. AC/4-D(2019)0004 (INV) IC, Procedures Governing the Use of Basic Ordering Agreements Concluded by the NCI Agency, dated 4 July 2019
- B. AC/337-D(2016)0014, NCIO Financial Rules and Procedures, dated 16 March 2016
- C. BC D(2018)0004-FINAL, BC Budget Procurement Guidance, dated 29 January 2018
- D. NCIA/ACQ/2024/NCIA/ACQ/2024/07208

Dear Prospective Offerors,

1. The NATO Communications and Information Agency (NCIA) hereby invites your firm to participate in a Request For Quotations (RFQ), for the provision of: Enterprise Support and Licensing Agreement for Palo Alto Network
2. The award will be based on the RFQ being evaluated using lowest price technically compliant 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 Tuesday, 12 November 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 this RFQ is NATO UNCLASSIFIED. This RFQ remains the property of 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 five (5) 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 Offerors 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-423276-EAPA, and all correspondence concerning this Request For Quotations should reference this number.
15. Your Point of Contact for all information concerning this RFQ is Leonora Alushani, NCI Agency Contracting Officer who may be reached at:

RFQ-CO-423276-EAPA@ncia.nato.int
16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this RFQ-CO-423276-EAPA 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:

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

Enclosures 5

Attachment A to RFQ-CO-423276-EAPA: Acknowledgement of Receipt of Request For
Quotations

Attachment B to RFQ-CO-423276-EAPA: Distribution List

Attachment C to RFQ-CO-423276-EAPA: Bidders List

Attachment D to RFQ-CO-423276-EAPA: Book I Bidding Sheets and Annexes (separate file)

Attachment E to RFQ-CO-423276-EAPA: Book II Prospective Contract (separate file)

ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF REQUEST FOR QUOTATIONS
RFQ-CO-423276-EAPA

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central European Time (CET) on 10/30/2024**
to: RFQ-CO-423276-EAPA@ncia.nato.int

We hereby advise that we have received Request For Quotations RFQ-CO-423276-EAPA on Friday, 25 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: _____

[Pick for Attachment B Security Aspects Letter, **Delete if not required**]

[Pick for Attachment C SAL Acceptance certificate, **Delete if not required**]

**ATTACHMENT B.
DISTRIBUTION LIST - RFQ-CO-423276-EAPA**

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-423276-EAPA**

COUNTRY	NOMINATED BIDDERS
BELGIUM	Telenet BV
	Accenture NV/SA
	Global Tradecraft Intelligence
	BT Global Services Belgium
	COMPUTACENTER NV
	AEROSPACE LAB SA
	FUNKY DUCK BV
	ST Engineering iDirect Europe CY NV
	Deloitte Consulting and Advisory
	Deutsche Telecom Global Business Solutions Belgium
	Eviden Belgium
	IBM Belgium
	NTT Belgium
	Proximus
	Verizon Belgium Luxembourg
	Computacenter
	SAVACO
BULGARIA	TechnoLogica EAD
	Lirex BG Ltd.
	Bianor Services EOOD
	Telelink Business Services EAD
CANADA	Sabytel Technologies Inc.
	MDOS CONSULTING INC.
	COMPUSULT LIMITED
	GlobVision Inc.
	MDA Geospatial Services Inc.
	IT Chapter Inc.
	Deloitte Canada
CROATIA	Adga Group Inc.
	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
	Deloitte Statsautoriseret Revisionspartnerselskab
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
	Capgemini Germany
	Airbus
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.
	Kontron
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.
	Vector Synergy Defense and Space Cyber force
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.
	Nologin Consulting S.L unipersonal
	Tuyu Technology S.L
SWEDEN	AB Micropol Fiberoptic

TURKIYE	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
	Havelsan A.S.
	Aselsan Elektronik Ve Haberlesme Sis.San.Tic.Ins, Ve Taah.A.S
	Forte Bilgi Iletisim Tek Ve Sav San As
	MIA Teknoloji AS
	Savronik Elektronik San Ve Tic Anonim Sirketi
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.
	KNZ Solutions Inc