



**To:** All Prospective Bidders

**Subject:** Invitation For Bids (IFB) – IFB-CO-115891-REACH Amendment 4

**References:**

- A. IFB-CO-115891-REACH, NCIA/ACQ/2024/07096, dated Friday, 02 August 2024
- B. IFB-CO-115891-REACH – Amendment 1, NCIA/ACQ/2024/07225, dated Tuesday, 17 September 2024
- C. IFB-CO-115891-REACH – Amendment 2, NCIA/ACQ/2024/07274, dated Tuesday, 27 September 2024
- D. IFB-CO-115891-REACH – Amendment 3, NCIA/ACQ/2024/07334, dated Tuesday, 15 October 2024

Dear Prospective Bidders,

1. In accordance with Reference A, the purpose of this Amendment 4 to IFB-CO-115891-REACH is to:

**1.1. Publish answers to the final Clarification Requests (CRs) received from Prospective Bidders (Enclosure 2).**

**1.2. Modify the Book I – Bidding Instructions as follows:**

To that extent, IFB paragraph 3.5.2.2.2. and 3.5.2.2.3. of the Bidding Instructions is modified as follows

***3.5.2.2.2. The Proposed Approach for Device-as-a-Service***

*3.5.2.2.2.1. The bidder shall deliver high level implementation plan including the following:*

*oProposed schedule / milestones, proposed discovery and build-up approach for all services, including bidders approach to maximize transferability of the solution to the Purchaser's ecosystem, i.e. minimization customization of the proposed solution. Proposed transition approach with a specific focus on the key transition components and continuity of service for all services*

*oProposed communication approach towards all customers for all services. Top 5 risks identified and their proposed mitigation based on past and similar experience for all services;*

***oDescription of the understanding of the applicable NATO Directives D24/D47/D48 for an existing solution that clearly identifies the areas of compliancy and non-compliancy with a high level planning on how the non-compliancy areas are to be addressed.***

### 3.5.2.2.3. The Proposed Approach for Network Services

3.5.2.2.3.1. The bidder shall deliver high level implementation plan including the following:

oProposed schedule / milestones, proposed discovery and build-up approach for all services, including bidders approach to maximize transferability of the solution to the Purchaser's ecosystem, i.e. minimization customization of the proposed solution. Proposed transition approach with a specific focus on the key transition components and continuity of service for all services

oProposed communication approach towards all customers for all services. Top 5 risks identified and their proposed mitigation based on past and similar experience for all services;

**oDescription of the understanding of the applicable NATO Directives D30/D48 with a high level planning on how compliancy is to be addressed.**

2. Except as provided above and in the Enclosure 2 to 4, all other terms and conditions of IFB-CO-115891-REACH documents remain unchanged.
3. Your Point of Contact for all information concerning this IFB is Diana Nedelea, NCIA Contracting Officer who may be reached at:

**IFB-CO-115891@ncia.nato.int**

4. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this IFB-CO-115891-REACH shall not be published on the internet.
5. Prospective Bidders are advised that the NCIA reserve the right to cancel, withdraw, or suspend this IFB at any time in its entirety without incurring any repercussions, or liabilities.
6. The NCIA bears no liability for solicitation preparation costs incurred by firms or any other collateral bid preparation costs.
7. Thank you for your interest in this important NCIA business opportunity.

**FOR THE CHIEF OF ACQUISITION:**



NATO  
Digitally signed by Diana Nedelea  
Date: 2024.12.02 17:40:09 +01'00'  
ations (S&C)  
Agency

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

Enclosures: 2)



ENCLOSURE 1 to IFB-CO-115891-REACH – AMD 4 - Distribution List  
ENCLOSURE 2 to IFB-CO-115891-REACH – AMD 4 - QUESTIONS AND ANSWERS  
ENCLOSURE 3 to IFB-CO-115891-REACH – AMD 4 – Addition to Technical CR 214  
ENCLOSURE 4 to IFB-CO-115891-REACH – AMD 4 – Addition to Technical CR 296



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