

Acquisition
NCIA/ACQ/2025/06767
16 April 2025

Request for Information

White Box Vulnerability Assessment (VA) Services

NCI Agency Reference: MS-424262-VA

NCI Agency seeks to identify the availability and technical capability of qualified NATO Industry sources for **White Box Vulnerability Assessment (VA)** services that will assist NCIA and its customers at a NATO Enterprise level in conducting VA activities on NATO networks.

NCI Agency Point of Contact

Ms. Line Sigh, Senior Contracting Officer

MS-424262-VA@ncia.nato.int

To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey**
Request for Information MS-424262-VA

1. Through issuance of this notice, the NCI Agency seeks to identify the availability and technical capability of all qualified NATO nation businesses that believe they can provide the services described in this announcement.
2. This is a Request for Information (RFI). It is NOT a solicitation for proposals nor a pre-solicitation notice.
3. The NCI Agency reference for this RFI is **MS-424262-VA**, and all correspondence and submissions concerning this matter should reference this number.
4. The NCI Agency requests the broadest possible dissemination by the Nations of this RFI to their qualified and interested industrial base.

5. The information resulting from this effort is for planning purposes only and for assisting the NCI Agency in refining its requirement and related acquisition strategy. As a result, the NCI Agency will not pay for any costs incurred in responding to this RFI.
6. Responses may be issued to the NCI Agency directly by eligible NATO industry to the Point of Contact indicated at Paragraph 10 below.
7. Responses shall follow the instructions for submittal at Annex B of this RFI.
8. Interested parties are responsible for adequately marking proprietary or competition sensitive information contained in their response.
9. Product demonstrations or face-to-face briefings/meetings with industry are not foreseen during this initial stage, however technical discussions may take place following the submission of responses, with the purpose of clarifying or further augmenting those responses where required.
10. Responses are requested to be submitted to Ms. Line Sigh via email at MS-424262-VA@ncia.nato.int by close of business 16 May 2025.
11. Your assistance in this RFI is greatly appreciated.

For the Chief of Acquisition:

Line Sigh

Line Sigh
Senior Contracting Officer

Enclosures:

Annex A, Distribution List

Annex B, Instructions & Questionnaire

Distribution List

NATO Delegations (Attn: Military Budget Adviser)

Albania
Belgium
Bulgaria
Canada
Croatia
Czech Republic
Denmark
Estonia
Finland
France
Germany
Greece
Hungary
Iceland
Italy
Latvia
Lithuania
Luxembourg
Montenegro
Netherlands
North Macedonia
Norway
Poland
Portugal
Romania
Slovakia
Slovenia
Spain
Sweden
Türkiye
United Kingdom
United States of America

Belgian Ministry of Economic Affairs

Embassies in Brussels

(Attn: Commercial Attaché)

Albania
Belgium
Bulgaria
Canada
Croatia
Czech Republic
Denmark
Estonia
Finland

France
Germany
Greece
Hungary
Iceland
Italy
Latvia
Lithuania
Luxembourg
Montenegro
Netherlands
North Macedonia
Norway
Poland
Portugal
Romania
Slovakia
Slovenia
Spain
Sweden
Türkiye
United Kingdom
United States of America

MS-424262-VA Instructions & Questionnaire

Summary of Requirements

The NATO Communications and Information Agency (NCIA) is conducting a market survey to identify potential suppliers capable of delivering technical White Box Vulnerability Assessment (VA) services. These services are required to support NATO networks through in-depth, credentialed assessments of enterprise systems, including configuration reviews, credentialed scans, Active Directory control path analysis, and threat reporting.

As part of this requirement, service providers must be capable of deploying to conduct on-site assessments at NATO locations across the 32 NATO Nations. We expect on-site deployment on average once per month with a team consisting of 2-4 staff depending on the complexity. While some testing may be performed remotely or from SHAPE (e.g., cloud environments), the majority of services will require on-premise presence and flexible geographic support.

The purpose of this market survey is to assess industry capabilities, geographic coverage, experience, and recommended contract structures to support this requirement under a future framework contract.

Instructions for Submitting a Response:

1. Interested and eligible organizations from a NATO nation possessing the capabilities to meet the needs described herein, along with the experience in having supported similar needs should submit one (1) electronic response to MS-424262-VA@ncia.nato.int. Responses shall be submitted no later than close of business on 16 May 2025 and shall contain **no classified material**:
 - a. **Part I - A cover sheet clearly identifying the following information:**
 - Re: reference control number MS-424262-VA;
 - Organization name, address, and contact information (telephone number and email address of designated Point of Contact);
 - A brief description of your business or organization, including the main products and services it offers and the market or customers it primarily supports, and how your organization will meet the needs of the services required by NATO.
 - b. **Part II-Capability Package consisting of:**
 - Any initial assumptions, constraints, and exceptions regarding this RFI; and
 - A detailed technical response tailored specifically to NCIA's needs, addressing the questionnaire content provided at Annex B of this RFI.
 - The anticipated level of effort required to meet the needs identified in this RFI.
2. Please do not enter any general company marketing or sales material as part of your specific responses within this RFI. Please submit such material as enclosures with the appropriate references within your replies.
3. Responses **are not to exceed two (2) pages per each question** in no less than 11 font size.
4. Cost details requested in the questions are not a binding offer. Please include all conditions related to the estimate provided.
5. Other supporting information and documentation (technical data sheets, marketing brochures, catalogue price lists, VA agreement sample of your company) are also desired.

MS-424262-VA RFI Questionnaire

Please complete the questionnaire using the format below.

Knowledge/Expertise		
	Description	Comments
1	Please describe your organisation's experience and expertise in Vulnerability Assessment (VA) in the following areas:	
1.a	Execution of technical white box cyber security vulnerability assessments (on premises and in cloud environments) for all Internet Protocol responding assets within a network;	
1.b	Producing comprehensive standardized detailed reports with latest Common Vulnerability Scoring System (CVSS) scoring, as basis for providing remedial actions, and the analysis and mapping of identified vulnerabilities against MITRE ATT&CK Framework;	
1.c	Assessing vulnerabilities and attacks on the control path within a Windows Active Directory;	
1.d	Detection and analysis of security weaknesses within Endpoint Security, Network, Database, Backup configuration against NATO Policies, Procedures, Directives and Guidance as well as latest industry best practice;	
1.e	Analysis of identified vulnerabilities against modern threat landscape and Advance Persistent Threats (APTs);	
1.f	Conducting Industrial Control Systems (ICS) Supervisory Control and Data Acquisition cyber security vulnerability assessments;	
2	What certification does your company hold in the vulnerability assessment field?	
3	What level of experience and certification do your experts hold?	
4	What prescriptive cyber defence methodology and/or framework does your company use to plan for and conduct vulnerability assessments?	
5	Does your firm have experience providing vulnerability assessment services to national defence, public sectors or international organizations? If yes, would you provide your customers name and non- classified details of the services provided?	
6	How many vulnerability assessments has your company planned and conducted in the last 12 months to the customers listed at point e? Please provide examples.	

Security		
	Description	Comments

1	NCIA is seeking a service based on NATO nation products and/or services. Please indicate the name and national origin of the parent company for the services you are including in your questionnaire response (list should also include subcontractors if used in the VA services your firm provides).	
2	Please list all hardware and tools your company would require to connect to NATO Communication and Information Systems (CIS) to execute a vulnerability assessment. For each tool listed, please provide the national origin of the tool's parent company.	
3	Are any of the hardware and tools listed in point 2 already security certified and/or accredited through NATO or equivalent national defence process? If yes, please list which ones.	
4	Are the experts utilized under your vulnerability assessment services all NATO national citizens?	
5	Does your company and cybersecurity experts assigned to conduct Vulnerability Assessments hold required NATO clearances? If yes, please specify up to which level.	
6	Does your company have a nationally accredited CIS infrastructure to process, and store NATO data? If yes, up to which NATO classification level?	

Deployment across NATO Nations		
	Description	Comments
1	Does your company provide services in a way that enable your teams to deploy to locations across the 32 NATO nations when needed (estimated at one trip per month)?	
2	What is the lead time between a request for execution of a vulnerability assessment at a NATO location (32 NATO Allies) and the execution?	
3	If there are limitations (e.g. specific countries or legal/logistical constraints), please describe them.	

Pricing and Contractual Modality		
	Description	Comments
1	How are your VA services priced?	
2	Does your pricing model define travel costs associated with the execution of Vulnerability Assessment at NATO locations?	
3	Are the tools required to plan and execute a vulnerability assessment priced separately or inclusive?	
4	Does your pricing model offer a reduced rate for extended contracts beyond one year?	
5	What are your payment terms?	

6	Based on your experience providing VA services in dynamic environments, what contract type would you recommend to NATO?	
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Please feel free to add any information you may think that may be of value to NCI Agency.