

NATO UNCLASSIFIED

Notification of Intent to Request Quotations

Method: Basic Ordering Agreement Plus (BOA+)

**The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme for
the provision of Palo Alto Networks Platform products and services**

NCI Agency Reference #: RFQ-CO-424206-PAHP

Estimated Ceiling: EUR 60M

NOI Closing Date (Extended): 30 April 2025

**Solicitation Release Date
(Extended):** Anticipated in May 2025

**Solicitation Closing Date
(Extended):** Anticipated in June 2025

Contract Award Date: Anticipated in Q3 2025

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 Palo Alto Networks Appliances and devices (and maybe 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
Line Sigh, Senior Contracting Officer

Neo Procurement

Annexes:

- A. Summary of Requirements
- B. Distribution List
- C. List of Prospective Bidders

To : Distribution List

Subject : **Amendment N° 2 to the Notification of Intent to Request Quotations for The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme for the provision of Palo Alto Networks Platform products and services**

References :

- A.** AC/4-D(2019)0004(INV), dated 4 July 2019, Procedure Governing the Use of Basic Ordering Agreements
- B.** BC-D(2018)0004-FINAL, BC Budget Procurement Guidance
- C.** Notification of Intent N° NCIA/ACQ/2025/07470, dated 14 February 2025

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1. Notice has been given through Reference C, of the intent of the NCI Agency to request quotations for the subject Project.
 2. Through the present **Amendment N° 2** to the Notification of Intent, the following changes are presented:
 - i. The required date for National Authorities to forward a list of their nominated firms was indicated at point 5 of Reference C, as being not later than 7 April 2025.

Through this Amendment N° 2, the required date for the provision of Declarations of Eligibility is extended to 30 April 2025.
 - ii. The anticipated dates for the issuance and closing of the Request for Quotation (RFQ), under Reference C, were respectively 14 March 2025 and 12 May 2025.

Through this Amendment N° 2, the anticipated RFQ issuance date and closing date have been respectively extended to May 2025 and June 2025. The anticipated date for Contract Award remain unvaried as per Reference C. The NCI Agency reserves the right to review the schedule if required.
 3. The rest of the requirements represented in Reference C remains unchanged.
 4. Attached herewith please find the Prospective Bidders List for the subject Project that includes the firms nominated by their Embassies/Delegations of origin, received as of the date of this letter. NATO Delegations are encouraged to review the list for accuracy and to ensure that no omissions have been made. The final date for confirming the list or nominating new firms is 30 April 2025.
 5. If there are any modifications to this List requested by the National Authorities, a Final Bidders List will be issued as part of the IFB package. Otherwise, the List attached to this letter should

be regarded as the Final Bidders List for the IFB in subject.

6. Your assistance in this procurement is greatly appreciated.

For the Chief of Acquisition:

[Original Signed By]

Line Sigh
Senior Contracting Officer



Annex B – Distribution List

NATO Delegations:

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

Embassies in Brussels (Attn: Commercial Attaché):

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

NCI Agency – All NATEXs

Annex B – List of Prospective Bidders

| Country | Vendor |
|----------|--|
| Belgium | <p>Telenet BV Accenture NV/SA Global Tradecraft Intelligence BT Global Services Belgium COMPUTACENTER NV FUNKY DUCK BV ST Engineering iDirect Europe CY NV NTT Belgium NV/SA BREVCO Services CISCO Systems Belgium DELOITTE Consulting and Advisory BV IBM Belgium NTT Belgium EVIDEN Belgium SAVACO</p> |
| Bulgaria | <p>TechnoLogica EAD Lirex BG Ltd. EnduroSat Telelink Business Services EAD Lirex BG OOD</p> |
| Canada | <p>Sabytel Technologies Inc. GlobVision Inc. MDA Geospatial Services Inc. IT Chapter Inc. SkyWatch Space Applications Inc. Wyvern Incorporated</p> |
| Croatia | <p>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.</p> |
| Czechia | <p>SpaceKnow Inc., odstepny zavod Aricoma Systems a.s.</p> |
| Denmark | <p>Atea A/S Arbit Cyber Defence</p> |

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| Estonia | Integra Consult A/S |
| Finland | UAWTA OÜ Advenica Oy Ambientia Oy Kauko Oy ICEYE Oy Kuva Space Oy Nixu Oyj Second Nature Security Oy Mintly OY Digia Finland 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 Netgroup S.p.A Moveax S.r.l. Leonardo S.p.A |

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| | TELECOM ITALIA S.p.A |
| Latvia | I SIA DATI Group SIA Datakom 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 KSC Satcom B.V. Solitee B.V |
| North Macedonia | King ICT dooel Skopje Elikosoft Rade DOOEL Kabtel Dooel Skopje |
| Norway | Airbus Defence and Space AS Fynd Reality AS T-Kartor Norway 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. Integrity Partners Sp. Z.o.o. Trafford IT sp. z o.o. sp.k. |
| Portugal | BRIDGE351 |

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| Romania | <p>BINNGRO LDA Warpcom Services, S.A. Link Consulting, Tecnologias de Informação, S.A. Indra Sistemas Portugal S.A. ESRI Portugal</p> <p>BETTER QUALITY ASSURANCE SRL ARCTIC STREAM MARCTEL - S.I.T. SRL Kransz Wald Srl</p> |
| Slovakia | <p>Aliter Technologies a.s InterWay, a.s. SPOJNET s.r.o</p> |
| Spain | <p>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. TELEFONICA SOLUCIONES DE INFORMATICA Y COMUNICACIONES DE ESPAÑA S.A.U SISTEMAS AVANZADOS DE TECNOLOGÍA, S.A. Nologin Consulting S.L.U.</p> |
| Sweden | <p>AB Micropol Fiberoptic</p> |
| Türkiye | <p>CTech Information Technologies Ltd OBSS Teknoloji A.S. ICTerra Bilgi ve İletişim Teknolojileri San. ve Tic. A.S. Biltek Uluslararası İnşaat Limited Şirketi E4E Elektronik Mühendislik Yazılım Tasarım A.S. Aydın Yazılım ve Elektronik Sanayi A.S. (AYESAS)</p> |

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| United Kingdom | <p>Forte Information Communication Technologies and Defense Industry A.S. ONUR Yüksek Teknoloji A.S Barikat Internet Guvenligi Bilisim Ticaret A.S.</p> <p>TELEDYNE UK 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 BAE Systems (Operations) Limited</p> |
| United States | <p>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</p> |

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| | Umbra Lab, Inc. Geospatial Consulting Group International |
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