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Notification of Intent to Invite Bids
Method: Basic Ordering Agreement Plus (BOA+)
Provision of IPTV and Digital Signage for NHQ
NCI Agency Reference #: NOI-CO-424243-IPTV-DS

NOI Closing Date: 18 July 2025

Solicitation Release Date: Anticipated on 4 August 2025

Solicitation Closing Date: Anticipated on 20 August 2025

Contract Award Date: Anticipated on 3 September 2025

Competition Type: BOA+ Lowest Priced Technically Compliant

The NCI Agency hereby notifies the NATO Nations of its intent to invite bids for the procurement of a modern IPTV and Digital Signage (DS) solution that serves 40+ IPTV channels, 3 NATO TV channels and 12 Digital Signage over the NATO HQ public network. The content is broadcasted to the entire NHQ user community: IS, IMS, Delegations and Military Representatives. The solution has to be fully owned and operated by the industry partner, including all levels of support and hardware maintenance and replacement. All vendors need to comply with all regulatory requirements for providing IPTV services in Belgium, including but not limited to: a license from the Belgian Regulatory Authority (BIPT), compliance with EU broadcasters regulations, content licensing rights and GDPR conformity.

*****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
Mihaela Zoicas, Contracting Officer

424243-IPTV-DS@ncia.nato.int

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To : Distribution List

Subject : **Notification of Intent to Invite Bids for Provision of IPTV and Digital Signage for NHQ**

References :

- A.** BC-D(2018)0004-FINAL, BC Budget Procurement Guidance
- B.** AC/4-D(2019)0004(INV), dated 4 July 2019, Procedure Governing the Use of Basic Ordering Agreements

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1. In accordance with References A through B, the NCI Agency, as the Host Nation responsible to implement the project in subject, hereby gives notice of its intent (NOI) to issue an Invitation for Bid (IFB) for Provision of IPTV and Digital Signage for NHQ, hereafter referred to as the "Project".
 2. A high-level summary of the Project's technical requirements is set forth in Annex A hereto. These requirements are being refined and will be included in further details as part of the IFB.
 3. The reference for this Project is NOI-CO-424243-IPTV-DS, and all correspondence concerning this NOI and subsequent IFB should reference this number.
 4. The NCI Agency will use the Basic Ordering Agreement (BOA) Plus bidding procedures. Annex [C] attached to this letter contains a list of potential bidders which may be able to provide the products or services required for this Project. This list was compiled from companies already holding an active BOA with the NCI Agency.
 5. In addition to the companies listed in Annex C the BOA Plus procedures allow national authorities to nominate eligible bidders without an active BOA. Hence, qualified and certified companies interested in receiving the IFB for this Project are hereby requested to provide a Declaration of Eligibility (DoE), **sent** by their Delegation/Mission to NATO to the NCI Agency contracting authority not later than 18 July 2025, which is [10] calendar days after the date of this letter.
 6.
 - a. In addition to the certification of the company's security clearances required under this NOI, the DoE should include the following information for each of the nominated companies:
 - Company name
 - Company address
 - Point of Contact (PoC)

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- PoC email address
- PoC telephone number

- b. This information is critical to enable prompt and accurate communication with prospective bidders and should be 424243-IPTV-DS@ncia.nato.int.
7. In order to maximize competition the NCI Agency may, at its discretion, accept nominations after the deadline, as long as the IFB has not been issued. The NCI Agency may even accept, at its discretion, nominations after the IFB has been issued under the condition that such late nomination will not be used as the basis to request an extension to the bid closing date.
 8. Requests for participation in this competition received directly from individual companies will not be considered.
 9. Bidders will be required to declare a bid validity of 12 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 12 months, companies will be requested to voluntarily extend the validity of their bids accordingly. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
 10. National authorities are advised that the IFB package is anticipated to be NATO UNCLASSIFIED. However, the IFB and the contractual documents could contain references to other NATO documents classified as NATO UNCLASSIFIED.
 11. The successful bidder will be required to handle and store classified information up to the level of NATO UNCLASSIFIED. In addition, contractor personnel will be required to work unescorted in Class II Security areas. Therefore, access can only be permitted to cleared individuals. Only companies maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting contract.
 12. The NCI Agency reserves the right to cancel, suspend, or withdraw this NOI at its own discretion and at any time. The NCI Agency is not liable for any expenses incurred by companies in conjunction with their responses to this NOI and such responses shall not be regarded as a commitment of any kind concerning future procurement of the items or services described herein.
 13. Your assistance in this procurement is greatly appreciated.

For the Chief of Acquisition:

Mihaela Zoicas

Contracting Officer

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Annexes:

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

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Annex A – Summary of Requirements

1. Project Objective

To replace the NATO HQ outdated IPTV and Digital Signage (DS) system with a modern, state-of-the-art alternative. The proposed solution shall be designed to operate on the NATO HQ public network and deliver 40+IPTV channels, 3 in house generated channels and 12 DS channels. The solution shall be contractor owned and contractor operated. Currently there are 320 devices (smart TVs and Set-Up Boxes) which need to be replaced with modern IPTV and DS capable smart TVs/displays. A video wall is also connected to the system and it needs to further be supported.

2. Scope of Work

The technical solution, including all software and hardware components. Project management of the implementation phase, including monitoring, schedule and reporting. The installation of the new IPTV solution, Digital Signage capabilities including all required hardware and software customisations. Any required accreditation and certification of the service to run on the NATO HQ public network. All supply and maintenance of provisions for the service including up to 12 channel changes per year. As well as comprehensive Operation & Maintenance (O&M) including technical support and training. O&M shall cover on-site support with required response times (restore target: 2 working days – P3), routine maintenance, updates, and periodic security testing.

3. Period of Performance

- a. The Period of Performance is anticipated to start in Q4 2025 and end in Q4 2030. It is important to note that this timeline represents the anticipated duration of the Project, and adjustments may be made as per the requirements of the solicitation process and subsequent contractual agreement.

4. Technical Constraints

All vendors shall have the capacity for on-site maintenance and support in a window of 4 working hours for P1 incidents. Also mandatory is the compliance with all regulatory requirements for providing IPTV services in Belgium, including but not limited to: a license from the Belgian Regulatory Authority (BIPT), compliance with EU broadcasters regulations, content licensing rights and GDPR conformity.

5. Warranty and O&M Support

- a. Following acceptance of the final operational delivery, the contract will require warranty for any software delivered.
- b. The contract is expected to include O&M support following acceptance of the final operational delivery.]

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Annex B – Distribution List

NATO Delegations:

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

Embassies in Brussels (Attn: Commercial Attaché):

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

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Annex C – List of Prospective Bidders

Country	Vendor
Belgium	Telenet BV
Belgium	BT Global Services Belgium
Bulgaria	TechnoLogica EAD
Bulgaria	Lirex BG Ltd.
Croatia	CROATEL d.o.o.
Croatia	KING ICT d.o.o. Zagreb
Croatia	King ICT dooel Skopje
Croatia	INsig2 d.o.o.
Finland	Advenica Oy
Finland	Kauko Oy
France	THALES SIX GTS FRANCE SAS
Germany	INTEC Industrie-Technik
Germany	EUROPEAN SPACE IMAGING GMBH
Italy	SIPAL Spa
Latvia	I SIA
Netherlands	Hart 4 Technology
Netherlands	SIMAC ELECTRONICS B.V.
Poland	JAKUSZ Sp. z o.o.
Poland	ISCG SP. Z O.O.
Poland	Vector Synergy Sp. z o. o.
Poland	Transition Technologies MS S.A
Poland	TELDAT Sp.z.o.o. sp.k
Poland	Comp S.A
Portugal	BINNGRO LDA
Portugal	Warpcom Services, S.A.
Portugal	Link Consulting, Tecnologias de Informação, S.A.
Portugal	Indra Sistemas Portugal S.A.
Romania	Kransz Wald Srl
Slovakia	Aliter Technologies a.s
Spain	DELOITTE CONSULTING, S.L.U.
Spain	Span d.d.
Spain	COTECO INFORMATICA INTERNACIONAL S.L.
Spain	THALES ESPAÑA SISTEMAS, S.A.U.
Spain	GMV AEROSPACE AND DEFENCE S.A.U.

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Türkiye	OBSS Teknoloji A.S.
Türkiye	ICterra Bilgi ve İletişim Teknolojileri San. ve Tic. A.S.
Türkiye	Biltek Uluslararası İnşaat Limited Şirketi
United Kingdom	TELEDYNE UK Ltd
United States	Datum Systems Inc.
United States	Pifinity, Inc. DBA StorageHawk

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