

To: All Prospective Bidders

Subject: Invitation For Bids – IFB-CO-424286-e-FIT – End User Devices Schedule A and Networking Equipment (CISCO) Schedule B

References:

- A.** AC/4-D(2025)0008 / BC-D(2025)0127, Procedure for NATO Competitive Procurement (NCP), 22 July 2025 (supersedes BC-D(2018)0004-FINAL BC Budget Procurement Guidance, dated 29 January 2018)
- B.** General Bidding Instructions, NCIA-ACQ-2.002A(07-25)
- C.** Notification of Intent, NCIA/ACQ/2025/07053 dated 22 July 2025

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your company to participate in an Invitation For Bids (hereafter referred to as the “Solicitation”), for the provision of: End User Devices Schedule A and Networking Equipment (CISCO) Schedule B.
2. This Solicitation encompasses two separate main equipment lists for various types of hardware (named “Schedules” throughout this IFB). These two Schedules are subject to separate evaluations and will lead to two separate Indefinite Delivery Indefinite Quantity (IDIQ) Contract(s). If a single bidder is evaluated to be the lowest priced technically compliant bidder for multiple Schedules, these Schedules will be combined within a single contract.
3. The awards will be based on the lowest price technically compliant evaluation methodology in accordance with the selection criteria set forth in *Book I: Bidding Instructions*.
4. This IFB consists of the Bidding Instructions (Book I) and the Prospective Contract (Book II). The Prospective Statements of Work (SOW) (Book II Part IV) set forth detailed specifications governing the performance requirements of each of the contracts. The scope of each Schedule is provided in the respective SOW.
5. The bid closing date and time for this Solicitation is **Monday, 06 October 2025 at 12:00 hours Central European Time (CET)**. Please ensure that your submission reaches the NCIA before this date and time, as late submissions may not be considered.
6. Enclosed with this cover letter is the Solicitation package that includes all relevant attachments necessary to prepare a bid:
 - 6.1.** Book I: Bidding Instructions:
 - a.** General Bidding Instructions
 - b.** Project-Specific Bidding Instructions
 - c.** Appendix A – Administrative Certificates
 - d.** Appendix B – Questions and Answers Form
 - e.** Appendix C – Bidding Sheets
 - f.** Appendix D - Corporate Experience Reference (CER)

6.2. Book II: Prospective Contract:

- a.** Contract Signature Page
- b.** Part I: Schedule of Supply and Services - Schedule A
- c.** Part I: Schedule of Supply and Services - Schedule B
- d.** Part II: Contract Special Provisions
- e.** Part III: Contract General Provisions
- f.** Part IV: Statement of Work - Schedule A
- g.** Part IV: Statement of Work - Schedule B

- 7.** The security classification of this Solicitation is NATO UNCLASSIFIED. This Solicitation remains the property of the NCIA and shall be protected in accordance with the applicable national security regulations.
- 8.** You are requested to complete and return the enclosed acknowledgement of receipt within seven (7) calendar days from the date of this Solicitation, informing the NCIA of your company's intention to bid. Your company 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.
- 9.** Questions regarding this Solicitation shall be submitted using the dedicated Questions and Answer Form (Appendix B to the Project-Specific Book I) and in accordance with the Book I: Bidding Instructions.
- 10.** The NCIA reserves the right to cancel, withdraw, or suspend this Solicitation at any time in its entirety without incurring any repercussions, or liabilities. The NCIA bears no liability for Solicitation preparation costs.
- 11.** The reference for this Solicitation is IFB-CO-424286-e-FIT, and all correspondence concerning this Solicitation shall reference this number.
- 12.** The Point of Contact for this Solicitation is Mr. Pedro Mendes, NCIA Contracting Officer who may be reached at: IFBCO424286EFIT@ncia.nato.int
- 13.** In accordance with the NATO Management of Non-Classified NATO Information policy (*internal NATO reference: C-M(2002)60*), this Solicitation shall not be published on the internet.

For the Chief of Acquisition:

Pedro Mendes
Contracting Officer

Attachments:

Attachment A to IFB-CO-424286-e-FIT: Acknowledgement of Receipt of Solicitation

Attachment B to IFB-CO-424286-e-FIT: Distribution List

Attachment C to IFB-CO-424286-e-FIT: Bidders List

ACKNOWLEDGEMENT OF RECEIPT OF SOLICITATION

Attached separately as a PDF form.

**ATTACHMENT B.
DISTRIBUTION LIST - IFB-CO-424286-E-FIT**

NATO Delegation (Attn: Infrastructure Adviser):

- | | | |
|-------------|---------------------|--------------------|
| 1. Albania | 12. Greece | 23. Poland |
| 2. Belgium | 13. Hungary | 24. Portugal |
| 3. Bulgaria | 14. Iceland | 25. Romania |
| 4. Canada | 15. Italy | 26. Slovakia |
| 5. Croatia | 16. Latvia | 27. Slovenia |
| 6. Czechia | 17. Lithuania | 28. Spain |
| 7. Denmark | 18. Luxembourg | 29. Sweden |
| 8. Estonia | 19. Montenegro | 30. Türkiye |
| 9. Finland | 20. Netherlands | 31. United Kingdom |
| 10. France | 21. North Macedonia | 32. United States |
| 11. Germany | 22. Norway | |

- **NATO HQ**
NATO Office of Resources,
Management and Implementation Branch Attn:
Deputy Branch Chief
- **Budget Committee Secretariat**
- **All NATEXs**
- **REGISTRY (Distribution)**

ATTACHMENT C.
BIDDER'S LIST - IFB-CO-424286-E-FIT

#	Country	Nominated Bidders
1	Belgium	ATOS BELGIUM
2	Belgium	BRESCO SERVICES
3	Belgium	BT GLOBAL SERVICES BELGIUM
4	Belgium	CANCOM
5	Belgium	CISCO SYSTEMS BELGIUM
6	Belgium	CITYMESH NV
7	Belgium	COMPUTACENTER
8	Belgium	DELL
9	Belgium	FORTINET
10	Belgium	NTT BELGIUM
11	Belgium	PROXIMUS
12	Croatia	King ICT d.o.o
13	Czechia	Aricoma Systems a.s.
14	Denmark	ATEA
15	Greece	Hellenic Telecommunications Organization S.A.
16	Latvia	Datakom SIA
17	The Netherlands	Avit Group B.V.
18	The Netherlands	HET IT B.V.
19	The Netherlands	NTT Netherlands B.V.
20	The Netherlands	Protinus IT B.V.
21	The Netherlands	Solitee B.V.
22	Norway	Marlink AS
23	Poland	Vector Synergy Sp. z o. o.
24	Slovakia	Datalan, a.s
25	Slovakia	ALANATA, a. s.
26	Slovakia	Aliter Technologies, a.s.
27	United Kingdom	Boxxe Limite
28	United Kingdom	Softcat plc