



NATO UNCLASSIFIED

OFFICE OF FINANCIAL CONTROL
BUREAU DU CONTRÔLE FINANCIER

26 August 2025

FC(PROC)(2025)0093

To: NATO Delegations
Attn. Secretaries of Delegations (as listed at annex 1)

Cc: As listed at annex 1

From: Procurement Officer

Subject: Invitation For Bids (IFB) 2025-81227 Leasing of armoured vehicles

Ref.: A. FC(2017)103-REV1 - NATO IS Procurement Manual

Purpose

1. In accordance with the provisions of Article XXXII of the NATO Financial Regulations and Financial Rules and Procedures, we are pleased to inform you that the IFB stated above has been issued by the NATO IS Procurement Service.
2. The purpose of this IFB is to award contracts for the lease of armoured vehicles for three years to be provided by the selected Contractor that meet the needs of NATO so as specified in the solicitation of offers.
3. An electronic version of the IFB has been posted on the NATO IS Business Opportunities web-site <https://nato.bonfirehub.com/projects/4091118/details>

Governing Rules and Eligibility

4. This procurement action will follow the International Competitive Bidding procedure specified in Reference A.
5. To be eligible to participate in the bidding process, Bidders must:
 - a. Be from one of the NATO Member Nations;
 - b. Having a sound financial and legal standing and sufficient capacity and resources to provide the services specified in the Statement of Work;
 - c. Be otherwise qualified and eligible to receive an award under applicable regulations.



Bid Procedure and closing date

6. Detailed instructions regarding the preparation, submission, and evaluation of proposals are provided in Part I of the IFB (Instructions for the Preparation and Submission of proposals).
7. Due to the security constraints and the nature of the technical requirements, the IFB documents are shared only with eligible vendors, by email.
8. Proposals are due on 26 September 2025 at 24h00 (Brussels time).

Evaluation Criteria and Contract Award.

9. Bidders will be evaluated on the documentation submitted, and other information and documentation available to the Organization. Considerations include: understanding of requirements and the legal risks.
10. The contract will be awarded to the responsible Bidder whose conforming proposal represents the lowest price in accordance with the factors specified in the solicitation. The detailed proposal evaluation factors and the phases of the source selection process are described in Part I of the IFB.

Point of Contact and List of Prospective Bidders

11. The Point of Contact for questions and information concerning this IFB is:

NATO HQ – Procurement Service
Boulevard Leopold III, 1110 Brussels, Belgium
Attn: Mrs. Fiona BESHARA
Email: Beshara.Fiona@HQ.NATO.INT
Tel: +32-2-707-2424

12. We would be grateful if you could invite any eligible national firms, who might be interested in this solicitation, to register on the NATO Business Opportunities website in order to participate in this request for proposals.

(Signed) Aurelia Diaconescu
Procurement Officer

Annexes:

Annex 1: Distribution List

DISTRIBUTION LIST

To NATO Nations as selected by "X":

Albania	X	Lithuania	X
Belgium	X	Luxembourg	X
Bulgaria	X	Montenegro	X
Canada	X	Netherlands	X
Croatia	X	North Macedonia	X
Czech Republic	X	Norway	X
Denmark	X	Poland	X
Estonia	X	Portugal	X
Finland	X	Romania	X
France	X	Slovak Republic	X
Germany	X	Slovenia	X
Greece	X	Spain	X
Hungary	X	Sweden	X
Iceland	X	Turkey	X
Italy	X	UK	X
Latvia	X	US	X

To Partner Nations as selected by "X":

Copy to NATO Staff as selected by "X"

Financial Controller, NATO-IS, OFC	Mr Rui Silva through IS OFC Front Office <ISOFC.FO@HQ.NATO.INT>	X
Head, Procurement Service	Ms Yara Korotina	X
Procurement Officer, NATO-IS, OFC	Ms. Aurelia Diaconescu	X
NOS/CPU Division POC	Mr David Clarke	X

