

NCIA/ACQ/2025/07036  
Thursday, 11 September 2025

**To:** All Prospective Bidders

**Subject:** Invitation For Bids (IFB) IFB-CO-115506-IPEC IP/Packet Encryption Capability

**References:**

- A. AC/322-D(2006)0042-REV2 Directive on the Selection and Procurement of NATO Common-Funded Cryptographic systems, Products and Mechanisms, dated 21 September 2018
- B. AC/322(CP/4)WP(2022)0009 (INV) Capability Package 9C0122 Procurement Strategy, dated 11 August 2022
- C. IC Decision Sheet AC/4-DS(2021)0027
- D. AC/322(CP/4)WP(2022)0011-REV3(INV) Technical Characteristics for Frame Encryption Devices Project "Enhance and Sustain IP/Packet Encryption Capability" (OCM03310) of Capability Package (CP) 9C0122, dated 22 November 2023
- E. AC/322(CP/4)N(2024)0036 Test Plan for Frame Encryption, dated 26 September 2024
- F. AC/4-D/2261-ADD2(1996 EDITION), IC Policy for Conducting International Competitive Bidding Using Best Value Evaluation Methodology Post-Trial Period Procedures, dated 24 July 2009
- G. AC/4-D(2008)0002-REV2, IC, Procedures and Practices for Conducting NSIP International Competitive Bidding Using Best Value Methodology, dated 15 July 2015
- H. AC/(PP)D/27884-ADD2 – Enhance and Sustain Internet Packet (IP) Packet Encryption Capability, First Stage Authorisation
- I. NCIA/ACQ/2025/06601/Call for Expression of Interest (EOI) for the upcoming IFB-CO-115506-IPEC, dated 04 June 2025

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your firm to participate in a Invitation For Bids (IFB), for the provision of: IP/Packet Encryption Capability
2. The award will be based on the IFB being evaluated using best value methodology in accordance with the selection criteria set forth in Book I: Bidding Instructions.
3. This solicitation represents an opportunity for your company to contribute its expertise and capabilities in support of NATO's critical mission. By participating, you will be part of a competitive process that values excellence and innovation.
4. The bid closing date and time for this IFB is on or before Monday, 10 November 2025 at **12:00 hours Central European Time (CET)**. Please ensure that your submission reaches us before this date and time, late submissions may not be considered.
5. The solicitation package includes:
  - 5.1. Book I: Bidding Instructions and Annexes
  - 5.2. Book II: Prospective Contract:
    - a. Part I: Contract Signature Page

- b. Part I: Schedule of Supply and Services
  - c. Part II: Contract Special Provisions
  - d. Part III: Contract General Provisions
  - e. Part IV: Statement of Work and Annexes\*
6. The security classification of this IFB is NATO UNCLASSIFIED when separated from the from its Annexes. This Invitation For Bids remains the property of the NCI Agency and shall be protected in accordance with the applicable national security regulations.
7. The restricted parts of this Solicitation:
- AC/322(CP/4)WP(2022)001-REV3 (INV), Technical Characteristics for Frame Encryption Devices Project “Enhance and sustain IP/Packet Encryption Capability” of Capability Package (CP)9C0122, and
  - AC/322(CP/4)N(2024)0036 Test Plan for Frame Encryption
- have been distributed this same day via courier for the attention of the company personnel who have signed and submitted the CSO as per email dated July 11, 2025.
8. You are requested to complete and return the enclosed acknowledgement of receipt within seven (7) calendar days from the date of this IFB. This is to inform the NCI Agency of your firm’s intention to bid.
9. Your firm is not bound by its initial decision to bid 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.
10. We encourage you to carefully review the solicitation package and its associated documents to ensure compliance with our requirements.
11. If you have any questions or require clarifications regarding this solicitation, we have provided a dedicated Questions and Answer Form in Book I for your convenience. Please submit your inquiries in accordance with the specified guidelines.
12. Your participation in this solicitation is highly valued, and we look forward to receiving your proposal. By joining forces with NATO, you contribute to the security and stability of our alliance.
13. Should you decide to participate, please submit your bid in accordance with the instructions provided in Book I by the specified bid closing date.
14. Prospective Bidders are advised that the NCI Agency reserve the right to cancel, withdraw, or suspend this IFB at any time in its entirety without incurring any repercussions, or liabilities.
15. The NCI Agency bears no liability for solicitation preparation costs incurred by firms or any other collateral bid preparation costs.

16. The reference for the Invitation For Bids is IFB-CO-115506I-PEC, and all correspondence concerning this Invitation For Bids should reference this number.
17. Your Point of Contact for all information concerning this IFB is Leonora Alushani, NCIA Contracting Officer who may be reached at:  
  
[IFB-CO-115506-IPEC@ncia.nato.int](mailto:IFB-CO-115506-IPEC@ncia.nato.int)
18. In accordance with the NATO Management of NATO Classified Information policy (C-M(2002)49), this IFB shall not be published on the internet.
19. Thank you for your attention to this important opportunity. We anticipate your active involvement in this process and your commitment to upholding the highest standards of excellence.

**FOR THE CHIEF OF ACQUISITION:**

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Leonora Alushani  
Contracting Officer  
NATO Communications and  
Information Agency (NCI Agency)

Enclosures: 7

Attachment A to IFB-CO-115506I-PEC: Acknowledgement of Receipt of Invitation For Bids

Attachment B to IFB-CO-115506I-PEC: Distribution List

Attachment C to IFB-CO-115506I-PEC: Bidders List

Attachment D to IFB-CO-115506I-PEC: Book I Bidding Instructions and its Annexes  
(separate file)

Attachment E to IFB-CO-115506I-PEC: Book II Prospective Contract (separate file excluding the restricted parts)

**ATTACHMENT A.**  
**ACKNOWLEDGEMENT OF RECEIPT OF INVITATION FOR BIDS**  
IFB-CO-423331-EPPE

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central European Time (CET) on 7/17/2025**  
to: [IFB-CO-115506I-PEC@ncia.nato.int](mailto:IFB-CO-115506I-PEC@ncia.nato.int)

We hereby advise that we have received Invitation For Bids IFB-CO-115506I-PEC on Friday, 25 July 2025, together with all enclosures.

**PLEASE CHECK ONE:**

- ☐ As of this date and without commitment on our part, we do intend to submit a bid.
- ☐ We do not intend to submit a bid.
- ☐ We are reviewing the requirements of the IFB and will notify you of our decision as soon as possible.

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_



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**ATTACHMENT B.  
DISTRIBUTION LIST - IFB-CO-115506I-PEC**

**NATO Delegation (29) (Attn: Infrastructure Adviser):**

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

**NATO HQ**

- NATO Office of Resources

**Strategic Commands**

- ACO Registry

**National CIS Security Agencies**

Germany  
Norway  
Poland  
Slovenia  
Türkiye



**Principle Contracting Officer**  
**Project Manager**  
**CAB Mailbox**  
**NATEXs of respective nominated companies**

**ATTACHMENT C.  
FINAL BIDDER'S LIST - IFB-CO-115506I-PEC**

COUNTRY	NOMINATED BIDDERS
GERMANY	Secunet Security Networks AG
NORWAY	Thales Norway AS
POLAND	Enigma systemy Ochrony Informacji SP.z.o.
	Krypton Polska Sp. Z.o.o.
	Kenbit Sp. Z.o.o.
	Telefonica soluciones de Informatica y comunicaciones de espana s.a.u
SLOVENIA	Beyond Semiconductor d.o.o.
TURKIYE	Aselsan Elektronik Sanayi ve ticaret anonim sirketi
	Tubitak Bilgem Turkiye Bilimsel Ve Teknologik Arastirma Kurumu Baskanligi