

NCIA/ACQ/2025/07216
Wednesday, 03 September 2025

To: All Prospective Bidders

Subject: Invitation For Bids – IFB-CO-423236-TRN – Provision of Commercial Training Services

References: A. [General Bidding Instructions](#)
B. Notification of Intent, NCIA/ACQ/2024/06543

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: Commercial Training Services.
2. The award will be based on the lowest price technically compliant evaluation methodology in accordance with the selection criteria set forth in the *Project-Specific Book I: Bidding Instructions*.
3. The bid closing date and time for this Solicitation is **Thursday, 02 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.
4. Enclosed with this cover letter is the Solicitation package that includes all relevant attachments necessary to prepare a bid:
 - 4.1. Book I: Bidding Instructions
 - a. General Bidding Instructions
 - b. Project-Specific Bidding Instructions
 - 4.2. Book II: Prospective Contract:
 - a. 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
5. 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.
6. 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.

7. 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.
8. 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.
9. The reference for this Solicitation is IFB-CO-423236-TRN, and all correspondence concerning this Solicitation shall reference this number.
10. The Point of Contact for this Solicitation is Sven Schumacher, NCIA Senior Contracting Officer who may be reached at: IFB-CO-423236-TRN@ncia.nato.int
11. 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:

(Original signed)

Sven Schumacher
Senior Contracting Officer

Enclosures:

Attachment A to IFB-CO-423236-TRN: Acknowledgement of Receipt of Solicitation
Attachment B to IFB-CO-423236-TRN: Distribution List
Attachment C to IFB-CO-423236-TRN: Bidders List

ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF SOLICITATION

Attached separately as a PDF form.

ATTACHMENT B.
DISTRIBUTION LIST - IFB-CO-423236-TRN

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 | |

All NATEXs

**ATTACHMENT C.
FINAL BIDDER'S LIST - IFB-CO-423236-TRN**

#	Country	Nominated Bidders (in alphabetical order)
1	Canada	ADGA Group Consultants Inc.
2	United Kingdom	Babcock International Group
3	Türkiye	Biltek Ulusarasi Insaat Limited Sirketi
4	Belgium	Business Training
5	Canada	Calian Ltd.
6	Netherlands	Capgemini
7	Canada	Compusult Limited
8	Canada	Deloitte Canada
9	Belgium	Deloitte Consulting and Advisory
10	Bulgaria	DXC Bulgaria EOOD
11	Netherlands	Fast Lane Benelux B.V.
12	Netherlands	Global Knowledge Network Netherlands B.V.
13	United Kingdom	Global Knowledge Network Training Limited
14	United States	Globecom Systems, Inc.
15	Türkiye	Innova Bilişim Çözümleri A.Ş.
16	Croatia	INsig2 d.o.o.
17	Canada	Inssatad Conseil Inc
18	Canada	KPMG LLP
19	United Kingdom	Learning Tree International Ltd
20	United Kingdom	Leonardo
21	Canada	Malvik Security Inc.
22	United States	McBride Consulting, LLC
23	Spain	NTT Data Spain SLU
24	United States	Oready LLC
25	Spain	Ortec Engineering Spain (former Sonovision Ingenieros España SAU)
26	Canada	POPP3R Cybersecurity Consulting Inc.
27	Belgium	Pricewaterhousecooper (PwC) Enterprise Advisory
28	United Kingdom	QA Limited
29	Canada	RaceRocks 3D Inc.
30	Türkiye	SBI Bilişim A.Ş.
31	Italy	Society Leonardo S.p.A.
32	France	Sonovision
33	France	Sopra Steria Group
34	United Kingdom	Spektrum Management Group Ltd
35	France	Thales Raytheon Systems Air and Missile Defense Command and Control SAS (TRS AMDC2)
36	United Kingdom	The London School of English Limited
37	United States	UltiSat, Inc.
38	Poland	Vector Synergy Sp.z.o.o



N A T O U N C L A S S I F I E D

IFB-CO-423236-TRN
Solicitation Cover Letter
Attachment A – Acknowledgment of Receipt

ATTACHMENT A
ACKNOWLEDGEMENT OF RECEIPT OF SOLICITATION

Please complete, sign, and return by email by the bid closing date and time to:

I, the undersigned, as an authorized representative of the company,
acknowledge receipt of the Solicitation referenced in the header of this form, along
with all enclosures, on .

PLEASE TICK THE APPROPRIATE BOX:

- ☐ As of this date, without commitment on the company's part, I intend to submit a bid.
- ☐ I do not intend to submit a bid.
- ☐ I am reviewing the Solicitation requirements and will notify you of my decision
via email as soon as possible.

SIGNATURE DATE

SIGNATURE OF AUTHORIZED REPRESENTATIVE

COMPANY

PRINTED NAME

TITLE

N A T O U N C L A S S I F I E D