

NATO UNCLASSIFIED

NCIA/ACQ/2025/07301
25 September 2025

REQUEST FOR INFORMATION

PROJECT “BRING YOUR ON DEVICE (BYOD) FOR AGENCY BUSINESS MOBILITY NETWORK”

NCI Agency Reference: RFI-07301-BYOD

NCI Agency Point of Contact

Senior Contracting Assistant:

Esteban Diaz

E-mail: Esteban.Diaz@ncia.nato.int

To : Distribution List (Annex A)

Subject : **NCI Agency Request for Information BRING YOUR ON DEVICE (BYOD)
FOR AGENCY BUSINESS MOBILITY NETWORK**

1. NCI Agency requests the assistance of vendors to identify potential sources and gather information regarding industry capabilities to support CIO-Internal IT Portfolio initiatives for enabling a secure Bring Your Own Device (BYOD) capability on the Agency's Business Mobility Network.
2. A summary of the project information and submission instructions are set forth in the Annex B attached hereto. Respondents are requested to reply to the required information at Annex C. Other supporting information and documentation (technical data sheets, descriptions of existing installations, etc.) are also desired.
3. The NCI Agency reference for this Request for Information is **RFI-07301-BYOD** and all correspondence and submissions concerning this matter should reference this number.
4. Respondents are invited to carefully review the project summary and submission instructions in Annex B.
5. Responses shall in all cases include the name of the firm, telephone number, e-mail address, designated Point of Contact, and a NATO UNCLASSIFIED description of the capability available and its functionalities. This shall include any restrictions (e.g. export controls) for direct procurement of the various capabilities by NCI Agency. Non-binding pricing information is also requested as called out in Annex C.
6. Responses are due back to NCI Agency no later than **12:00 Brussels time on 30 October 2025**.

NATO UNCLASSIFIED

Page 1 of 7

NATO UNCLASSIFIED

7. Clarification requests can be submitted no later than 15 calendar days prior the Request for Information closing date.

8. Please send all responses via email to the following NCI Agency Points of Contact:

For the attention of: Mr Esteban Diaz at Esteban.diaz@ncia.nato.int

Ms. Marina Gomez at Marina.gomez@ncia.nato.int

9. NCI Agency reserves the right, upon analysis of RFI submissions, to contact certain companies to provide interactive demonstrations of their technologies, which does not constitute a Request for Proposal (RFP), Request for Quotation (RFQ), or invitation for bid.

10. Respondents are requested to await further instructions after their submissions and are requested **not to contact directly any NCI Agency staff other than the POC identified above in Paragraph 8.**

11. Any response to this request shall be provided on a voluntary basis. Not responding will not prejudice or cause the exclusion of companies from any future procurement that may arise from this Request for Information.

12. Responses to this Request for Information, and any information provided within the context of this survey, including but not limited to pricing, quantities, capabilities, functionalities and requirements will be considered as information only and will not be construed as binding on NATO for any future acquisition.

13. The NCI Agency is not liable for any expenses incurred by firms in conjunction with their responses to this Request for Information and this shall not be regarded as a commitment of any kind concerning future procurement of the items described.

14. Your assistance in this Request for Information is greatly appreciated.

FOR THE CHIEF OF ACQUISITION

Esteban Diaz
Senior Contracting Assistant

Enclosures:

Annex A (Distribution List)

Annex B (Request for Information – project information and submission instructions)

Annex C (Request for Information – Information requested)

ANNEX A

Distribution List for Request for Information RFI-07301-BYOD

All NATO Delegations (Attn: Investment Adviser)

NATO Members Embassies in Brussels (Attn: Commercial

Attaché) NCI Agency – All NATEXs

NCI Agency – (reserved)

ANNEX B

Scope and Requirements

1 Background:

- NCIA, through its CIO–Internal IT Portfolio, is exploring options to introduce a BYOD program for NATO personnel and contractors. The intent is to increase flexibility, efficiency, and mobility by allowing authorized users to securely access NATO business services from their personal smartphones, tablets, or laptops, without compromising network integrity, data confidentiality, or cybersecurity.
- The Agency is particularly interested in understanding existing commercial capabilities in mobile device management, endpoint detection and response, secure containers, virtual desktop infrastructure, zero trust architecture, and user identity/access management solutions that enable BYOD at enterprise scale.

2 Submission instructions:

Interested parties are invited to respond in accordance with the instructions below:

- Submit responses via the email address in section H no later than **12:00 hours Central European Time (CET) on 30 October 2025**.
- Responses should be submitted in PDF or Word format and must not exceed **20 pages**, including:
 - i. Responses to Annex C
 - excluding:
 - i. Cover page
 - ii. Company brochures or product literature (if included)
 - iii. (Optional) Attachments such as past performance references
- Use the following subject line for submission: “Response to RFI-07301-BYOD – [Company Name]”

All responses should address the items listed in Annex C – Requested Information

3 Use of Information Provided through Responses:

The NCIA may incorporate industry comments and responses, in part or in whole, into a future release of a solicitation. Should respondents include proprietary data in their responses that they do not wish to be disclosed to the public for any purpose, or used by NCIA (except for internal evaluation purposes), they must:

Mark the title page with the following legend:

This document includes data that shall not be disclosed outside NATO and shall not be duplicated, used, or disclosed – in whole or in part – for any purpose other than for NCIA internal evaluation purposes, unless otherwise expressly authorised by [insert company name]. This restriction does not limit the NCIA's right to use information contained in this data without restriction if it is obtained from another source. The data subject to this restriction are contained in sheets [insert numbers or other identification of sheets]

Mark each sheet of data it wishes to restrict with the following legend:

Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this document.

ANNEX C

Information requested

Company name:

Address:

Website:

Contact name & details (phone number and email address):

Please **DO NOT** enter any company marketing or sales material as part of your answers within this Request for Information. But please submit such material as enclosures with the appropriate references within your replies.

Please **DO** try and answer the relevant information requested as comprehensively as possible. All points within this document should be answered in conjunction with the summary of requirements in Annex B.

Cost details required in the questions refer to Rough Order of Magnitude (ROM) Procurement & Life Cycle cost, including all assumptions the estimate is based.

a. Technical Capability:

1. Summary of relevant capabilities and current application examples.

b. Responses to the specific RFI Questions:

1. What security features does your solution offer (e.g., encryption, authentication, compliance monitoring)?
2. What kind of the isolation between personal and corporate data and applications are applied?
3. How does the solution address data privacy concerns, particularly with personal devices?
4. What methods are used to register, monitor, and manage devices?
5. What capabilities exist for remotely wiping or locking devices in case of loss?
6. How could your solution integrate with our current network and IT systems?
7. Is your solution compatible with multiple operating systems?
8. What support options are available for both IT admins and end-users?
9. Are there any readily available training resources for both IT teams to manage the solution and the end users?
10. Are your services available in a fully outsourced manner?

c. Pricing Model Questions:

1. What is your approach for the pricing model including the sub components such as licensing, subscriptions?
2. Could you please provide a Rough Order Magnitude (ROM) for the CAPEX Investment and Annual OPEX for operations for 3 scenarios for 1000, 5000 and 10000 managed devices ?

d. Questions or Concerns:

1. Risks, concerns, or barriers which an international security organisation should consider?
2. Suggestions for risk mitigation of any identified risks, concerns or barriers.