

## NOTIFICATION OF PROCUREMENT OPPORTUNITY

### Cyber Security Dynamic Marketplace Lot 1

NCI Agency Reference #: RFP-CO-424296-CSDM

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**Estimated Amount:** Aggregate ceiling amount of €500M over five years  
(across all awards under Lot 1)

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**NPO Closing Date:** 7 November 2025

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**Solicitation Release Date:** Anticipated on 4Q 2025

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**Solicitation Closing Date:** Anticipated on 1Q 2026

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**Contract Award Date:** Anticipated on 1Q 2026

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**Competition Type:** NATO Competitive Procurement

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The NCI Agency hereby notifies the NATO Nations and their eligible industry suppliers of its intent to establish the Cyber Security Dynamic Marketplace (CSDM), a multiple-award Indefinite Delivery/Indefinite Quantity (IDIQ) framework designed to provide NATO with faster, more flexible, and more effective access to cyber security capabilities, tools, and services. The CSDM will serve as a structured marketplace of qualified suppliers across defined functional domains, with additional Lots anticipated to follow in future phases.

This Notification of Procurement Opportunity concerns Lot 1 - Cyber Security Capability Delivery. Lot 1 will establish a pool of suppliers able to deliver a broad range of capabilities, tools, and services within key functional categories, as detailed in Annex A.

***\*\*Neo eProcurement Registration\*\****

*Attention Suppliers,*

*The NCI Agency is stepping into a new era of procurement. We have launched an eProcurement tool, Neo, to make our collaborations smoother, faster, and more transparent. If you are keen to do business with us, you will need to register in [Neo](#). This tool will offer suppliers visibility into past, current and upcoming business opportunities, and streamlines the competition cycles, contract awards, and account management.*

**NCI Agency Point of Contact**

Burak Oguz, Senior Contracting Officer

**Email:** [RFP-CO-424296-CSDM@ncia.nato.int](mailto:RFP-CO-424296-CSDM@ncia.nato.int)

**To** : Distribution List

**Subject** : **Notification of Procurement Opportunity for Cyber Security Dynamic Marketplace Lot 1**

**References** :

- A.** PO(2025)0198, Procurement Policy for NATO Common Funding
- B.** AC/4-D(2025)0008/BC-D(2025)0127, Investment Committee, Budget Committee Procedure for NATO Competitive Procurement
- C.** AC/337-D(2016)0014-REV3, NCI Organisation Financial Rules and Procedures

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1. In accordance with References A through C, the NCI Agency, as Host Nation, hereby gives notice of its intent to issue a Request for Proposal (RFP) for Lot 1 of the Cyber Security Dynamic Marketplace (CSDM).

## **2. Eligibility and Declarations of Eligibility**

Eligibility to receive the RFP is based on Declarations of Eligibility (DoEs) submitted by NATO national authorities. DoEs must be provided to the NCI Agency Contracting Authority no later than 7 November 2025.

DoEs must confirm the company's security clearances and include the following information for each nominated company:

- Company name
- Company address
- Point of Contact (PoC)
- PoC email address
- PoC telephone number

**Requests for participation received directly from companies will not be considered.**

## **3. Late Nominations (DoEs)**

In order to maximise competition, the NCI Agency may, at its discretion, accept nominations received after the deadline, provided that the RFP has not yet been issued. Late nominations received after the RFP release may also be accepted, under the condition that such nominations will not be grounds for extending the bid closing date.

## **4. Competition Method and Solicitation Issuance**

This procurement will be conducted as a NATO Competitive Procurement using the

Competitive Dialogue procedure. The initial awards will be made on the basis of demonstrated capability and compliance with the requirements of the solicitation; pricing will be evaluated at the Order level.

For this competition, the Request for Proposal (RFP-CO-424296-CSDM) will be issued directly by email to the Points of Contact identified in the Declarations of Eligibility (DoEs). Vendors must ensure that accurate contact details are provided in the DoE to receive the RFP package.

## **5. Security Classification**

The RFP is anticipated to be NATO UNCLASSIFIED. However, the solicitation and contract documents may contain references to NATO RESTRICTED information.

Orders issued under the framework may require handling and storage of NATO information at higher NATO classification levels, and in some cases access to Class II Security areas. Such requirements will be specified in the individual Order competition, and only suppliers holding the necessary facility and personnel clearances at that time will be eligible for award of those Orders.

6. The NCI Agency reserves the right to cancel, suspend, or withdraw this NPO at its sole discretion and at any time. The Agency is not liable for any expenses incurred by companies in response to this notification.
7. This procurement will be conducted in accordance with PO(2025)0198 and its principles of performance, open and fair competition, transparency, good governance, efficiency, and proportionality.

For the Chief of Acquisition:

Burak Oguz

Senior Contracting Officer

## **Annexes:**

- A. Summary of Requirements
- B. Distribution List

## Annex A – Summary of Requirements

### Framework Overview

The Cyber Security Dynamic Marketplace (CSDM) is a multiple-award Indefinite Delivery/Indefinite Quantity (IDIQ) framework designed to provide NATO with faster, more flexible, and more effective access to cyber security capabilities, tools, and services.

The CSDM will comprise four Lots competed and awarded separately:

- Lot 1: Cyber Security Capability Delivery – Solicitation expected 4Q2025
- Lot 2: Technical Assurance Services
- Lot 3: Defensive Cyber Operations (DCO)
- Lot 4: Cyber Innovation, Prototyping & Emerging Capabilities

Future Lots (2 through 4) will be phased based on NATO's operational priorities and acquisition readiness. Industry is encouraged to monitor the NCIA Business Opportunities Portal for updates.

### Scope- Lot 1: Cyber Security Capability Delivery

Lot 1 will establish a pool of pre-qualified suppliers able to deliver cyber security capabilities, tools, and services across the following functional categories:

- Identity, Credential, and Access Management (ICAM)
- Endpoint Protection and Detection (EPP)
- Network and Perimeter Security
- Cloud Security
- Threat Detection & Analytics Platforms
- Vulnerability & Exposure Management
- Digital Forensics & Evidence Platforms
- Professional Services

Orders will be competed among suppliers qualified under the relevant category or categories.

### Participation

The CSDM is designed to broaden NATO industry participation across the full cyber security sector welcoming:

- Large integrators and defense primes
- Small and medium-sized enterprises (SMEs)
- Niche cybersecurity firms and tool providers

- Academia and research institutions

Eligible NATO industry may qualify by individual category rather than across the entire Lot, ensuring opportunities for both full-service providers and specialized firms.

### Key Features of Lot 1

- **Agility:** Requirements will be defined and competed at the Order level, enabling streamlined procurement and faster award timelines.
- **Contracting Flexibility:** Orders may use Firm-Fixed-Price, Time-and-Materials, or Cost-Reimbursement structures, depending on scope and urgency.
- **Innovation and Interoperability:** Interoperability requirements will be defined at the Order level, supporting the integration of innovative and emerging technologies.
- **Performance Assurance:** Orders may include acceptance testing and proportionate monitoring to ensure operationally ready capabilities.

### Locations

Performance under Lot 1 may be required across NATO in support of NATO requirements. Specific locations and travel obligations will be identified in the individual Orders.

### Period of Performance

The framework is anticipated to start in Q1 2026 and remain active for five years, through Q1 2031.

### Funding

The CSDM will be available to support common-funded requirements as well as third-party/national contributions.

Funding commitments will occur at the time of order placement under the IDIQ framework.

## Annex B – Distribution List

### NATO Delegations:

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

### Embassies in Brussels (Attn: Commercial Attaché):

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

### NCI Agency – All NATEXs