

NCIA/ACQ/2025/07440  
Monday, 10 November 2025

## NCIA Request for Information (RFI)

**To:** Industry Partners

**Subject:** **SUPPLIER VETTING**  
**RFI-07440-SV**

1. The NATO Communications and Information Agency (NCIA) is conducting market research to identify qualified vendors and gather input on potential solutions to support supplier vetting, monitoring, and market research. To that end, we are issuing the attached Request for Information (RFI) RFI-07440-SV to solicit feedback from capable and interested industry partners.
2. This RFI is issued for planning purposes only and is not a request for bids. It is part of NCIA's effort to ensure it has a clear understanding of the marketplace, available capabilities, and potential acquisition strategies.
3. We value your insight and invite you to:
  - a. Share relevant corporate capabilities and experience;
  - b. Review and comment on our draft requirements (Annexes A and B) with a view in providing recommendations for improving performance outcomes, competition, and efficiency; and identifying any risks or concerns that should be considered during planning.
4. Submission instructions and additional details can be found in the enclosure to this RFI.
5. Only companies from a NATO member country can participate in or respond to this RFI ([https://www.nato.int/cps/en/natohq/nato\\_countries.htm](https://www.nato.int/cps/en/natohq/nato_countries.htm)).
6. Should you have any questions or need clarification, please contact Mihaela Zoicas at [RFI-07440-SV@ncia.nato.int](mailto:RFI-07440-SV@ncia.nato.int).
7. We thank you in advance for your time and input, and we look forward to engaging with you as we shape this potential acquisition.

For the Chief of Acquisition:

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Mihaela Zoicas  
Contracting Officer

**Enclosure:**

- Request for Information with Annexes A and B
- Distribution List

**Distribution List**

**1. 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          |                    |

**2. All NATEXs**

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## REQUEST FOR INFORMATION

### A. Introduction

1. The NATO Communications and Information Agency (NCIA) is conducting market research to identify potential sources and gather information regarding industry capabilities to support supplier vetting, monitoring, and market research. This Request for Information (RFI) is issued solely for informational purposes and does not constitute a Request for Proposal (RFP), Request for Quotation (RFQ), or invitation for bid.

### B. Purpose

1. The purpose of this RFI is to obtain input from industry to help inform the NCIA's acquisition planning. Responses to this RFI will assist in refining requirements, identifying capabilities, and shaping the strategy for any future solicitation.

### C. Submission Instructions

1. Interested parties are invited to respond in accordance with the instructions below:
  - a. Submit responses via the email address in section F no later than **12:00 hours Central European Time (CET) on 08 December 2025.**
  - b. Responses should be submitted in PDF or Word format and must not exceed **10 pages**, including:
    - i. Responses to [Annex A](#) excluding:
      - i. Cover page
      - ii. Company brochures or product literature (if included)
      - iii. Attachments such as past performance references
  - c. Use the following subject line for submission
    - i. "Response to RFI [RFI-07440-SV] – [Company Name]"
  - d. All responses should address the items listed in [Annex A](#) – Requested Information.
  - e. Respondents are also encouraged to review and comment on the draft requirements in [Annex B](#) – Draft Statement of Work (SOW)/Performance Work Statement (PWS).

### D. Disclaimer

1. This RFI is for planning and informational purposes only and shall not be construed as a solicitation or obligation on the part of the NCIA. The NCIA does not intend to award a contract based on responses to this RFI. Respondents are solely responsible for all costs incurred in responding to this RFI. The NCIA will consider and analyse all information received from this RFI and may use these findings to develop a future solicitation. The NCIA will consider all responses as confidential commercial information and will protect it as such.

2. NCIA reserves the right, at any time, to cancel this informal market survey, partially or in its entirety. No legal liability on the part of NCIA for payment of any sort shall arise and in no event will a cause of action lie with any prospective participant for the recovery of any costs incurred in connection with the preparation of documentation or participation in response hereto. All effort initiated or undertaken by prospective informal market survey participants shall be done considering and accepting this fact.

## E. Use of Information Provided through Responses

### 1. Confidentiality of 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:

**a. 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]*

**b. 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.*

## F. RFI Point of Contact

1. Mihaela Zoicas
2. [RFI-07440-SV@ncia.nato.int](mailto:RFI-07440-SV@ncia.nato.int)

## Annex A – Requested Information

Respondents are encouraged to provide the following information in their response:

### 1. Company Information

- a. Legal Business Name
- b. Address
- c. Website
- d. Primary Point of Contact
- e. Email Address

### 2. Responses to the Following RFI Questions

- a. Can your product or service fully or partially fulfil the Summary of Requirements in [Annex B](#)? Please explain.
- b. Please identify any use restrictions that may apply to the solution, including but not limited to Intellectual Property rights, licensing limitations or data localization requirements.
- c. Does your solution have usage restrictions, such as those arising from information privacy laws or other regulations, which could limit its effectiveness at vetting suppliers located within any of the 32 NATO Member Nations?
- d. Does your solution possess diminished capabilities in certain geographical regions which could limit its effectiveness at vetting suppliers within any of the 32 NATO Member Nations?
- e. Please describe the frequency with which your information is updated and the sources or mechanisms used to ensure data accuracy and reliability.
- f. Can you provide a demo environment, video, or similar, to showcase solution critical functionalities?
- g. Can your solution be demonstrated live to NATO staff members within a month notice?
- h. Please provide 1-2 past examples detailing how your proposed solution has been used for one or both use cases listed in the summary of requirements above, for a duration of at least one year.
- i. Please provide a Rough Order of Magnitude (ROM) cost for the yearly use of the SVC solution. The ROM should reflect the pricing structure based on the quantity, level of service, and period of commitment you are able to offer. Include any assumptions that this ROM is based upon, including management fees for operating and supporting the capability, any setup, integration, or on boarding costs as well as licensing model. Also include any other supporting information you deem necessary.

- j. Does your pricing model offer a reduced rate for extended contracts beyond one year?
- k. Does your solution support integration with eProcurement or ERP systems? If yes, provide details on supported platforms, type of integration offered (e.g., API, middleware, single sign-on) and security and technical requirements for integration.

### **3. Questions or Concerns**

- a. Risks, concerns, or barriers
- b. Suggestions for risk mitigation or enhancing competition

## Annex B – Summary of Requirements

Note: This is a DRAFT and subject to change. The NCIA is seeking industry feedback.

NCIA seeks to acquire tool(s) that can provide qualified information supporting the following use case:

1. The authentication of vendor attributes, documentation, and practices, both on demand and through automated continuous monitoring; and,
2. The identification of potential vendors through market research.

**Interested parties with a product or service that only partially fulfils these requirements are still encouraged to respond to this RFI.** These use cases are further described below:

### **Use Case 1: Authentication of Vendor Attributes, Documentation, and Practices**

The prospective tool(s) must provide qualified information, whether covering all or part of the areas described, supporting the authentication and ongoing assessment of the following vendor attributes, documents, and practices - both on demand and through automated, continuous monitoring:

#### **Legal Character and Compliance:**

- **Corporate ownership:** articles of incorporation, country of origin, (foreign) ownership.
- **Sanctions:** Current and former sanctions, including any known ongoing sanctions investigations. Examples of sanctions lists include the: US Department of Treasury Sanctions (OFAC), United Nations Security Council Consolidated Sanctions List, European Union Consolidated Financial Sanctions List, and national or regional sanctions (where applicable).
- **Legal Disputes:** Ongoing or concluded legal proceedings relevant to the vendor's operations, including cross-border litigation, regulatory enforcement actions, or procurement-related exclusions.
- **Blacklists and Watch Lists:** Inclusion in any national or international procurement blacklists or enforcement databases (e.g., World Bank Debarred Firms, national registries).

#### **Financial Standing:**

- **Solvency:** credit history, including declarations of bankruptcy or insolvency proceedings.
- **Financial Ratios and Trends:** key financial metrics such as liquidity ratios and debt-to-equity ratios (if data is available).
- **Independent Credit Ratings:** from reputable credit ranking agencies.

#### **Corporate Social Responsibility (CSR)<sup>1</sup>:**

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<sup>1</sup> NCIA Corporate Social Responsibility requirements are outlined in the NCIA Supplier Code Conduct

- **Infractions:** civil or criminal judgements, penalties, determinations of wrongdoing, debarments, or fines against the vendor, by any government, NATO or UN body, not limited to, but especially regarding forced labour, child labour, human rights, workplace health and safety, environmental regulations, discrimination<sup>2</sup>, or anti-competitive behaviour.

### Cybersecurity and Data Privacy:

- **Incidents:** records of cybersecurity incidents (formally reported and unreported) as well as any attempted, ongoing, or completed remedies for the same.
- **Non-compliance with Common Data Regulations:** records of violations of consumer data protection regulations, including but not limited to the General Data Protection Regulation (GDPR).

### Supply Chain Risk:

- **Supply Chain Composition:** Information concerning the vendor's supply chain structure (i.e., subsidiaries, sub-contractors, etc.), including the above requested compliance information per vendor in the chain.
- **Industry Certifications:** Verification of relevant certifications that indicate adherence to international standards (e.g. ISO).

### Additional:

Additional relevant capabilities not listed above may be described if support and enhance authentication and vetting of vendors.

## Use Case 2: Identification of Potential Vendors through Market Research

The prospective tool(s) must provide qualified, up-to date information on demand to support the identification and assessment of potential vendors through market research:

### Vendor Profiling:

- **Potential Vendors:** Contact information and market profiles for previously uncontacted potential vendors, aggregated by category and geographic region.

### Category Research:

- **Market landscape:** Market information for a given product or service category, including but not limited to the market share of incumbents, new entrants, and innovation trends and technology adoption; information regarding notable mergers, acquisitions, and venture capital activity in a given category or market vertical.

### Additional Considerations:

You are encouraged to describe any additional features that enhance market research capabilities, such as:

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<sup>2</sup> According to gender, race or ethnic origin, religion or belief, age, social status or sexual orientation

- Predictive Analytics or AI-powered vendor recommendations
- Historical trend analysis or benchmarking

Additional relevant capabilities not listed above may be described if they support enhanced visibility and decision-making in vendor identification and prequalification.