



NOTIFICATION OF PROCUREMENT OPPORTUNITY (NPO)
Pre-Solicitation Notice
NATO Competitive Procurement

Crowdsourced Black Box Web Penetration Testing (BBPT) of External Web Assets

NCIA Reference #: RFQ-CO-424326-BBPT

Date of NPO Publication: 12/01/2026

Anticipated Solicitation Release Date: February 2026
Anticipated Solicitation Closing Date: March 2026
Anticipated Contract Award Date: June 2026

Competition Type: Lowest Price Technically Compliant

Point of Contact: Line Sigh, Senior Contracting Officer
RFQ-CO-424326-BBPT@ncia.nato.int

Introduction

The NATO Communications and Information Agency (NCIA) hereby notifies the following Procurement Opportunity in accordance with the Procedure for NATO Competitive Procurement ([link](#)). This notification is issued to foster open and fair competition among eligible vendors from participating nations. This notification does not constitute a commitment to award a contract.

Vendors are invited to review the requirements described herein and to submit their bids in accordance with the instructions provided in this notification and subsequent solicitation documentation. All interested vendors are reminded that timely registration and compliance with eligibility requirements are essential, as deadlines for submission may not be extended. Vendors are advised to regularly check for updates to this notification.

This opportunity reflects NATO's commitment to transparency, equal treatment of suppliers, and the efficient delivery of goods, works, and services in support of NATO missions and participating nations.

All eligible and responsible sources may submit a quotation, bid, or proposal, which shall be considered by the NCIA.

1. Title of Procurement Opportunity

Crowdsourced Black Box Web Penetration Testing (BBPT) of External Web Assets

2. Description of Requirement

The scope of the contract is to provide crowdsourced Black Box Web Penetration Testing (BBPT) of external web assets. The objective is to identify, report, and support the remediation of vulnerabilities, reducing NATO's exposure to cyber threats.

The awarded Contractor shall provide all personnel, technology, and non-personal services required to conduct black-box penetration testing on NATO's external web assets.

Contractor responsibilities include recruiting and managing vetted researchers, operating a secure testing platform, and adhering to reporting and security protocols.

In coordination with the NATO Cyber Security Centre (NCSC) Point of Contact, The Contractor shall conduct up to 10 (ten) time-boxed challenges of 90 (ninety) days each per year.

The prospective contract will be Firm-Fixed Price with a period of performance of one (1) year plus two (2) 12-month option periods.

3. Vendor Eligibility

- a.** Participation in this Procurement Opportunity is restricted to vendors from participating nations to be indicated in the solicitation documents. Vendors from non-participating nations are not eligible to serve as prime contractors or sub-contractors.
- b.** This restriction applies to the eligibility of the vendors only and does not require that the goods, works, or services themselves be manufactured or produced

within participating nations.

4. Access to Solicitation Documentation

- a.** Interested vendors may participate to and access the solicitation documentation for this Procurement Opportunity as of the Anticipated Solicitation Release Date as follows:
 - i.** Obtaining a Declaration of Eligibility (DoE) through the Vendor's National Authorities to be included in the Bidder's List.
 - ii.** To participate should the solicitation be issued, prospective Bidders must hold a valid DoE issued by their National Delegation to NATO.
 - iii.** A template of the DoE is provided in the Annex to this NPO for reference and completion. The prospective Bidder is responsible for arranging for their National Delegation to complete the form and to transmit the signed DoE directly to the Point of Contact (PoC) identified in this NPO.
 - iv.** Prospective Bidders are advised to initiate this process early, as NCIA cannot request or obtain a DoE on behalf of a prospective Bidder. Failure to ensure that a valid DoE has been received by the PoC may result in exclusion from the solicitation process.

5. Language of Solicitation and Bid Submission

- a.** Solicitation Documentation and Proposal Submission Language(s): English

End of Notification

Date:

Declaration of Eligibility for NATO Competitive Procurement

To: NCIA Procurement Authority

Subject: Declaration of Eligibility for NATO Competitive Procurement

Reference: Solicitation Number:

1. With reference to the above-mentioned NATO Competitive Procurement (NCP) opportunity, the following *[insert Country of Origin]* vendor has expressed an interest in receiving the solicitation document:
 - a. **Vendor Name:**
 - b. **Address:**
 - c. **Point of Contact/Title: Mr./Ms.:**
 - d. **Email Address:**
 - e. **Phone #:**
2. I certify that this vendor has the necessary financial, technical and professional competence to be admitted by the Government of *[insert Country of Origin]* as a bidder were it responsible for awarding a contract of this nature. The vendor listed above is security cleared to the level of this procurement opportunity.
3. **Extension to Other NCP Opportunities**¹. In addition to the referenced project, this Declaration of Eligibility may be used for other NCIA NCP opportunities, and is valid for the vendor in paragraph 1 for a period of three (3) years, unless rescinded in writing by the National Responsible Authority of *[insert Country of Origin]*.

Check one:

Yes

No

Signature

*[Name of National Responsible Authority]
[insert Country of Origin]*

¹ Note to Vendor: If "Yes" is checked, then present this Declaration of Eligibility for expressed interest in other NCIA NCP Opportunities