



JOINT FORCE COMMAND NORFOLK

COMMANDEMENT DES FORCES INTERARMÉES  
DE NORFOLK

Norfolk, Virginia | USA



TO: BC's Distribution List for NATO Competitive Procurement

DATE: 29 January 2026

SUBJECT: Notification of Intent (NOI) to Issue a NATO Competitive Procurement (NCP) for Joint Force Command Norfolk (JFCNF) for Unarmed Security Guard Force, Norfolk, Virginia, U.S.A.

REFERENCES: A. Bi-SC Procurement Directive 060-070, Annex C, dated 30 June 2015  
B. PO(2025)0198 Procurement Policy for NATO Common Funding, dated 22 July 2025

1. In accordance with the stipulations of the Directive at Reference, Annex C, the following information is provided regarding an Invitation for Bid (IFB) that JFCNF has the intention to release.

IFB reference number : ACO-JFCNF-26-01

Title of IFB : Contractor Support: Unarmed Security Guard Force

Requirement : JFCNF seeks contracted unarmed guard services to provide 24/7/365 on-site security coverage. The guard force will be posted at the main visitor entrances of JFCNF buildings to oversee incoming visitors and conduct interior and exterior patrols of JFCNF buildings. The prospective contractor is to be aware that it will be required to provide its services within NATO restricted areas. To that extent, contractor's personnel shall possess a valid security clearance up to NATO SECRET.

Type of contract : Firm Fixed Price (FFP) service delivery.

Estimated Value : Estimated total cumulative value is 8.4 MIL USD

Period of performance : Total duration of 4.5 years with a base period of 6 months and 4 one-year optional periods. Expected start of services: 1st July 2026.

Bidding procedure : Lowest Priced Technically Compliant Bid

Funding : Military Budget

Classification : NATO UNCLASSIFIED

Issue Date : February 2026, planned.

Closing Date : Mid-April 2026, planned.

Eligibility : Eligibility in accordance with NATO procurement policy.

Delivery location : JFCNF (Norfolk, Virginia, USA)

Partial bidding : Is not authorized.

Web sites : <https://shape.nato.int/financeandacquisition/page136374522>  
<https://aco.procurement.com>

Interested firms are invited to apply for registration on the ACO Procurement portal unless they already hold status of approved vendor on the portal.

2. JFCNF will directly submit this IFB using the ACO Procurement portal to all potential bidders and will provide a short information notice of the tender documents on the Web sites above. Firms that have already been identified are listed in the NOI Annex.

3. NATO Delegations are hereby invited to nominate, **by email and before 18 February 2026**, the name, full address, Point of Contact, telephone and email address of other potential bidders established within their respective country. This and any other correspondence here to is to be addressed to:

**JFCNF/J8 – Procurement and Contracting Section**

Attn: Ms Mihaela Neacsu – Contracting Officer  
Joint Force Command Norfolk  
7857 Blandy Road, Suite 100  
Norfolk, VA 23551-2490 / USA  
Tel: +1-757-6604  
E-mail: Mihaela.neacsu@nato.int

4. In order to preserve the integrity of the acquisition process, NATO Delegations are kindly requested not to distribute the list of the potential bidders which is provided in the Annex to this NOI.

***Original signed***

Mihaela Neacsu  
J8-Contracting Officer  
JFCNF

**DISTRIBUTION LIST FOR NOIs NS LAN  
TO NATO DELEGATIONS/IS-NOR:**

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Mailbox Hungarian Delegation	M.HungarianDelegation@HQ.NATO.INT
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Mailbox Italian Delegation	IT.DEL.Mailbox@HQ.NATO.INT
Mailbox Latvian Delegation	LatvianDelegation.Mailbox@HQ.NATO.INT
Mailbox Lithuanian Delegation	LithuanianDelegation.Mailbox@HQ.NATO.INT
Mailbox Luxembourg Delegation	Luxembourg.Mailbox@HQ.NATO.INT
Mailbox Montenegrin Delegation	montenegrinjointdelegation.mailbox@hq.nato.int
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Mailbox Netherlands Delegation	NL.Del.Mailbox@HQ.NATO.INT
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Mailbox Polish Delegation	PolishDelegation.Mailbox@HQ.NATO.INT
Mailbox Portuguese Delegation	PO.Del.Mailbox@HQ.NATO.INT
Mailbox Romanian Delegation	RomanianDelegation.Mailbox@HQ.NATO.INT
Mailbox Slovak Delegation	LO.DEL@HQ.NATO.INT
Mailbox Slovenian Delegation	SlovenianDelegation.Mailbox@HQ.NATO.INT
Mailbox Spanish Delegation	SP.Del.Mailbox@HQ.NATO.INT
Mailbox Permanent Representation of Sweden	SwedishDelegation.Mailbox@hq.nato.int
Mailbox Turkish Delegation	TU.del.Mailbox@HQ.NATO.INT

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