

NCIA Request for Information (RFI)



OPEN SOURCE INTELLIGENCE (OSINT) PROCESSING CAPABILITIES

RFI-CO-424330-OSINT

NCIA/ACQ/2026/06643
Thursday, 29 January 2026

NCIA Request for Information (RFI)

**To: Industry Partners
Distribution List**

1. The NATO Communications and Information Agency (NCIA) is conducting market research to identify qualified vendors and gather input on potential solutions to support the upcoming acquisition for Open-Source Intelligence (OSINT) processing capabilities. We hereby issue the attached Request for Information (RFI) RFI-CO-424330 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. Provide a response to the information requested at Annex A.
 - b. Share relevant corporate capabilities and experience;
 - c. Review and comment on our draft requirements (Annex B) with a view to providing recommendations for improving performance outcomes, competition, effectiveness and efficiency; and identifying any risks or concerns that should be considered during planning.
 - d. Provide your responses to the RFI questions in Annex C.
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).
6. Should you have any questions or need clarification, please contact Nicholas Griffin, Senior Contracting Officer, at Nicholas.Griffin@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.
8. **Annexes:**
 - Request for Information at Annex A
 - High-Level Summary of Requirements at Annex B
 - RFI Questions at Annex C
 - Distribution List at Annex D

For the Chief of Acquisition:

Tiago Brito
Contracting Officer

Table of Contents

REQUEST FOR INFORMATION 4

A. Introduction 4

B. Purpose..... 4

C. Background 4

D. Submission Instructions..... 4

E. Industry Engagement..... 5

F. Disclaimer 5

G. Use of Information Provided through Responses 5

H. RFI Point of Contact 6

Annex A – Requested Information 7

Annex B – High-Level Summary of Requirements for the Open Source Intelligence Processing Capabilities 8

Annex C – RFI Questions 13

Annex D – Distribution List 15

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, through eliciting industry views on the envisioned services for Open-Source Intelligence (OSINT) Processing Capabilities - outlined at Annex B - to inform the project requirements. 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. Background

1. NCIA seeks to provide analysts within its Open-Source Intelligence (OSINT) community with a scalable capability to collect, process, and exploit Open-Source Information (OSINF).
2. This capability will enable OSINT analysts to access and analyse information required to satisfy the Commander's critical intelligence requirements at the speed of relevance, whilst maintaining a stringent focus on security aspects.
3. The service is envisaged to contain several key capabilities, including: access to data from desired sources and the ability to leverage advanced automated analytical techniques through a front-end platform on unclassified and classified networks; a Managed Attribution capability for OSINT analysts to tailor their online presence and digital footprint; report-writing and source registry functionality to facilitate sensitive assessments and community sharing; as well as tailored online training and robust customer service for analysts to effectively, safely, and securely use the OSINT capabilities.
4. A High-Level Summary of the Open-Source Data Processing Capability requirements are contained within Annex B.
5. The RFI seeks to elicit the view of industry partners on the scope of the envisioned services and facilitate the Agency's insight into best-in-class industry solutions, including current market capabilities, and pricing models of Services offered.
6. A full list of questions that the Agency would like to canvass industry views on are contained within Annex C

D. Submission Instructions

1. Interested parties are invited to respond in accordance with the instructions below:
 - a. Submit responses via the email address in section H no later than **17:00 hours Central European Time (CET) on 13 February 2026.**
 - b. Responses should be submitted in PDF or Word format and must not exceed **10 pages**, including:

- i. Responses to [Annex A](#), comments on [Annex B](#)
- ii. Responses to the questions in [Annex C](#)

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-CO-424330-OSINT] – [Company Name]"

E. Industry Engagement

1. The NCIA does not envisage conducting further industry engagement following the receipt of RFI responses.
2. However, should this approach change, further information on additional RFIs and/or Industry Day events will be published through the NCIA '[Current Opportunities](#)' page and distributed via the National Delegations, NATEXs, and Embassies.

F. 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.

G. 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.

H. RFI Point of Contact

1. Nicholas Griffin – Senior Contracting Officer
2. Nicholas.Griffin@ncia.nato.int

Annex A – Requested Information

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

a. Company Information

- i. Legal Business Name
- ii. Address
- iii. Website
- iv. Primary Point of Contact
- v. Email address
- vi. Size of organisation

b. Technical Capability

- i. Summary of relevant capabilities and past performance

c. Feedback and Recommendations

- i. Comments on the draft High-Level Summary of Requirements for Open-Source Data Processing Capabilities (Annex B)
- ii. Responses to the RFI Questions in Annex C – RFI Questions
- iii. Innovations or alternatives
- iv. Rough Order Magnitude (ROM), including any assumptions upon which they are based

d. Questions or Concerns

- i. Risks, concerns, or barriers
- ii. Suggestions for risk mitigation or enhancing competition

Annex B – High-Level Summary of Requirements for the Open Source Intelligence Processing Capabilities

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

1. Background

The NATO Communications and Information Agency (NCIA) aims to support the Open-Source Intelligence (OSINT) community by providing a scalable capability to collect, process, and exploit Open-Source Information (OSINF). This capability will enable OSINT analysts to access and analyse the information required to satisfy the Commander's critical intelligence requirements at the speed of relevance.

To stay abreast of the rapid developments in data collection and analytics, NCIA requires a scalable contractual mechanism that comprises of best-in-class industry solutions. The successful Contractor must offer the flexibility to access diverse data sources and analytical technologies while maintaining a stringent focus on the security aspects.

2. Scope

The overall scope of the OSINF processing capabilities can be split into five main areas:

a. Managed Attribution Service

- i. The managed attribution capability will ensure that an OSINT analyst can tailor their online presence and digital footprint, both manually and automatically.
- ii. This allows them to access websites that may otherwise only show chosen, alternative content for foreign browsers - or be blocked entirely - based on the request parameters (region, platform, language etc.).
- iii. Additionally, it enables analysts to elude tracking mechanisms used by content providers, thereby guaranteeing operational security and protecting topics of interest.

b. OSINT Platform

- i. NCIA requires a front-end platform for OSINT analysts on both unclassified and classified networks, through which, on the unclassified network the service provider will act as the main broker for data and analytics accessible on the surface web and commercial subscriptions.
- ii. The OSINT processing capability will leverage the most advanced automated analytical techniques providing clear insights and enabling analysts to set repeatable, shareable queries.
- iii. Such techniques may include:
 - Anomaly detection
 - Geolocation
 - Automatic geolocation extraction
 - Heatmap or cluster generation
 - Filtering
 - Facial recognition
 - Automatic named entity recognition and classification
 - Identification of relationships and linkages between entities

- Identification of deepfake or AI-generated content
- Optical character recognition
- Transcription and translation services for data services, including, but not limited to, videos, audio, and images.
- iv. The capability will automatically log and enrich retrieved data to ensure discoverability, analysis, and fusion, and enable collaboration within and across teams as needed.
- v. This platform must provide access to third-party services or data, both directly and through APIs.
- vi. The plan is to enable search and query functionality across all data sources, with the additional ability to use individual vendor tools as needed for specialist queries and analytics.

c. Data Acquisition and Collection Services

- i. The services will include sources of information that require participation in specific groups or channels, messaging platforms, blogs or forums, necessitating the use of targeted crawlers.
- ii. The capability will enable access to relevant and desired data from a wide range of sources including, but not limited to:
 - Traditional media
 - News aggregators
 - Social media
 - The surface, the deep, and the dark web
 - Ad-tech data
 - The Internet of Things (IoT) data
 - Blockchain analysis
 - Grey literature and periodicals
 - Commercial foundational military equipment and installations
 - Unit and organisational data sets
 - Events data (including military, terrorism, serious and organised crime, protests and riots)
 - Assured country baseline data
 - Cyber threat information
 - Archived or deleted webpages
 - Online air and maritime traffic
 - Any relevant new and emerging data sources

d. Report Writing and Source Registry

- i. After analysts collect and process data on unclassified networks, NATO will provide the architecture to transfer the data to the classified network for further exploitation, correlation and report generation.
- ii. Analysts will be able to discover and retrieve the processed and enriched data related to specific topics or queries.
- iii. The service will provide a report-writing tool, featuring capabilities such as data embedding, automated summarisation, auto-formatting, and version control.
- iv. Additionally, the service will provide a source registry available on both unclassified and classified networks, allowing for automated reliability scoring on the unclassified network, whilst permitting enriched, sensitive assessments on the classified network.

- v. The service will automatically assess source features (reliability, credibility, accuracy, frequency, origins, topics, and languages) and enable analysts to view, share, and edit assessments of source reliability and credibility.
- vi. Reports will be tailorable to adhere to agreed NATO standards for effective collaboration and dissemination.

e. Non-Functional Requirements

- i. To ensure analysts are able to effectively, safely, and securely use the OSINT capabilities, tailored online training will be provided to both users and administrators.
- ii. Licensing must be scalable and flexible to meet changing operational requirements.
- iii. Any capability provided must be intuitive and be supported by robust customer service
- iv. It must remain abreast of leading industry advancements in the collection, automation and processing of OSINF.
- v. Users will be able to access new and emerging global sources and the latest AI (based) capabilities in the OSINT domain.
- vi. Any open-source data already procured by NATO shall be made available through the marketplace functionality on the OSINT front-end platform.

3. Objectives

- a. The objective of the services envisioned is to provide OSINT analysts advanced OSINF collection and processing capabilities, including a suite of tools for acquisition, storage, discoverability, retrieval, and exploitation of OSINF.
- b. Given the volume, variety, veracity and velocity of OSINF, automated analysis is required to mitigate resource limitations and ensure timely reporting.
- c. The future OSINT capability must integrate with existing NATO capabilities.
- d. While providing these capabilities, the Agency intends to:
 - i. **Maximise** the participation of the data and analytics services market, as opposed to running its own analytic platform.
 - ii. **Minimise** the number of separate contracts and limit custom development to focus on proven industry solutions.
 - iii. **Utilise** a primary contract to cover the majority of the requirements, serving as the main interface between the OSINT analyst to the OSINF processing capability.
 - iv. **Harness** specialised and niche data streams or advanced AI (based) capabilities that complements the primary platform.

4. Envisaged Contractual Relationship

- a. As stated in the Objectives section, the Agency envisages the OSINF processing capabilities to be provided by the successful Contractor in any subsequent NATO Competitive Procurement procedure.
- b. Nevertheless, in provision of the Services, the NCIA will require flexibility from the Contractor to:
 - i. Facilitate access to niche data streams and/or advanced AI (based) capabilities from Third Parties, and integrate this data, through the Contractor's sub-contracting commercial arrangements.
 - ii. Ingest datasets provided by NATO for utility in the front-end platform.

5. Performance Requirements

- a. System uptime $\geq 99.5\%$
- b. Incident Priority restoration times

	P0	P1	P2	P3	P4
Response Target Time durations from incident opening to assigned – work in progress status	30mins Wall clock	1h Wall clock	1h During Business Hours 2h Outside Business	9h Business hours or 1 working day	18 Business hours or 2 working days
Restore Target Time durations from incident opening to service restored (Irrespective of fault resolution)	1h Wall Clock	4h Wall clock	8h Wall Clock 9h business hours	18 Business hours or 2 working days	27 Business Hours or 3 working days

6. Deliverables

Deliverable	Description	Frequency	Format
Training	User training	Initially in bulk for all users and as required	Dedicated online sessions or on demand training courses through the tool
Training	Administrator training	Initially for all administrations and as required	Dedicated online sessions or on demand training courses through the tool
Documentation	User and administrator documentation	Updated as required	Online manuals or documentation to support training as required

7. Purchaser Furnished Equipment (PFE) / Information (PFI)

- a. Nil – cloud-based service requested

8. Period of Performance

- a. 3-year period with the option to extend if required.

9. Place of Performance

- a. Cloud based solution required for access by global NATO users.

Annex C – RFI Questions

In order for the NCIA to gain a greater understanding of market-leading Open Source Intelligence Processing Capabilities, please provide responses to the following questions in your response:

Question Number	Question
1	<p>Please provide the following company information:</p> <ul style="list-style-type: none"> - Legal business name - Address - Website - Primary point of contact - Email address - Size of organisation, including employee headcount and overall scale of operations.
2	<p>Please provide any comments that you have on the High-Level Requirements in Annex B, including:</p> <ul style="list-style-type: none"> - Risks, concerns, or barriers - Suggestions for risk mitigation or enhancing competition - Any innovations or alternatives - Clarification requests.
3	<p>Please provide a summary of your relevant cloud-based capabilities, in relation to the scope of the High-Level Requirements stated in Annex B,</p> <p>Including:</p> <ul style="list-style-type: none"> - Breadth of data streams for access - Capabilities of your Managed Attribution service - Data analysis techniques available on your platform - Report writing tooling and source registry capabilities.
4	<p>Please provide a summary of your company's past experience of delivering similar Services to customers operating in highly-regulated environments, e.g. police, defence</p>
5	<p>Please provide a summary of how your organisation maintains the security of its services, including technical, operational, and organisational controls. Where applicable, please reference any industry-</p>

	recognised security standards or certifications.
6	<p>Please explain your costing model and provide a ROM (considering any assumptions) for the envisioned Services, including:</p> <ul style="list-style-type: none"> - Licensing costs for 100 users via a cloud-based service - Licensing costs for access to data through APIs.
7	<p>Please outline your pricing model for surge or incremental usage – such as scalability for crisis operations or options for Nations - including:</p> <ul style="list-style-type: none"> - If applicable, cost per additional licence above the 100-user baseline - Any volume-based pricing tiers or discounts - Minimum or maximum licence thresholds - The process and timelines for increasing or decreasing licence volumes.
8	Please describe your approach to the use of subcontractors or third parties in the delivery of the proposed solution and services, including, how security, compliance, and confidentiality requirements are applied to subcontractors.
9	Please outline whether you can integrate new and/or niche data streams/advanced AI modelling into your interface at the request of a customer, as additional services.

Annex D – Distribution List

1. NATO Delegation (Attn: Investment 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