

To: All Prospective Bidders

Subject: Invitation For Bids – IFB-CO-424340-eFIT – Server and Storage Equipment

References:

- A. PO(2025)0198, Procurement Policy for NATO Common Funding
- B. AC/4-D(2025)0008/BC-D(225)0127, Investment Committee, Budget Committee Procedure for NATO Competitive Procurement
- C. AC/337-D(2016)0014-REV3, NCI Organisation Financial Rules and Procedures
- D. Notification of Procurement Opportunity, NCIA/ACQ/2026/06775 issued on 12 February 2026
- E. Notification of Procurement Opportunity Amendment 01, NCIA/ACQ/2026/06788 issued on 16 February 2026

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your company to participate in a Invitation For Bids (hereafter referred to as the “Solicitation”), for the provision of: COTS IT Hardware and Associated Support – Server and Storage Equipment.
2. The award will be based on the lowest price technically compliant evaluation methodology in accordance with the selection criteria set forth in the *Project-Specific Book I: Bidding Instructions*.
3. The IFB consists of the Bidding Instructions (Book I) and the Prospective Contract (Book II). The Prospective Statement of Work (SOW) (Book II Part IV) set forth detailed specifications governing the performance requirements of each of the contracts.
4. The bid closing date and time for this Solicitation is Monday, 27 April 2026 at **12:00 hours Central European Time (CET)**. Please ensure that your submission reaches the NCIA before this date and time, as late submissions may not be considered.
5. Enclosed with this cover letter is the Solicitation package that includes all relevant attachments necessary to prepare a bid:
 - 5.1. Book I: Bidding Instructions
 - a. Project-Specific Bidding Instructions
 - b. Appendix A – Administrative Certificates
 - c. Appendix B – Questions and Answers Form
 - d. Appendix C – Bidding Sheets
 - e. Appendix D – Corporate Experience Reference (CER)

- 5.2. Book II: Prospective Contract:**
- a. Part I: Contract Signature Page
 - b. Part I: Schedule of Supply and Services
 - c. Part II: Contract Special Provisions
 - d. Part III: Contract General Provisions
 - e. Part IV: Statement of Work
- 6.** The security classification of this Solicitation is NATO UNCLASSIFIED. This Solicitation remains the property of the NCIA and shall be protected in accordance with the applicable national security regulations.
- 7.** You are requested to complete and return the enclosed acknowledgement of receipt within seven (7) calendar days from the date of this Solicitation, informing the NCIA of your company's intention to bid. Your company is not bound by its initial decision and if you decide to reverse your stated intention at a later date, you are requested to advise the point of contact listed below via email.
- 8.** Questions regarding this Solicitation shall be submitted using the dedicated Questions and Answer Form (Appendix B to the Project-Specific Book I) and in accordance with the Book I: Bidding Instructions.
- 9.** The NCIA reserves the right to cancel, withdraw, or suspend this Solicitation at any time in its entirety without incurring any repercussions, or liabilities. The NCIA bears no liability for Solicitation preparation costs.
- 10.** The reference for this Solicitation is IFB-CO-424340-eFIT , and all correspondence concerning this Solicitation shall reference this number.
- 11.** The Point of Contact for this Solicitation is Alessandra Gargiulo, NCIA Senior Contracting Assistant who may be reached at: IFBCO424340eFIT@ncia.nato.int
- 12.** In accordance with the NATO Management of Non-Classified NATO Information policy (*internal NATO reference: C-M(2002)60*), this Solicitation shall not be published on the internet.

For the Chief of Acquisition:

Alessandra Gargiulo
Senior Contracting Assistant

Enclosures:

- Attachment A to IFB-CO-424340-eFIT : Acknowledgement of Receipt of Solicitation
Attachment B to IFB-CO-424340-eFIT : Distribution List
Attachment C to IFB-CO-424340-eFIT : Bidders List
Attachment D to IFB-CO-424340-eFIT : Book I
Attachment E to IFB-CO-424340-eFIT: Book II



**ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF SOLICITATION**

Attached separately as a PDF form.

**ATTACHMENT B.
DISTRIBUTION LIST - IFB-CO-424340-EFIT**

- **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 | |

- **NATO HQ**
NATO Office of Resources,
Management and Implementation Branch Attn:
Deputy Branch Chief

- **Budget Committee Secretariat**

- **All NATEXs**

- **REGISTRY (Distribution)**

**ATTACHMENT C.
FINAL BIDDER'S LIST - IFB-CO-424340-EFIT**

#	Country	Nominated Bidders
1	Belgium	AGISKO BV
2	Belgium	CISCO SYSTEMS BELGIUM
3	Belgium	COMPUTACENTER
4	Belgium	DELL
5	Belgium	HEWLETT-PACKARD ENTERPRISE BELGIUM
6	Belgium	NTT BELGIUM
7	Belgium	ORACLE BELGIUM
8	Belgium	BREVCO SERVICES
9	Belgium	CEGEKA
10	Belgium	PROXIMUS
11	Belgium	CANCOM PUBLIC SRL
12	Belgium	FUJITSU TECHNOLOGY SOLUTIONS NV
13	Bulgaria	LIREX BG OOD
14	Bulgaria	Telelink Business Services EAD
15	Croatia	KING ICT d.o.o.
16	Czech Republic	Aricoma Systems a.s.
17	Denmark	Codeex A/S
18	Denmark	ATEA A/S
19	Germany	Bechtle GmbH & Co. KG
20	Germany	sayTEC AG
21	Germany	SVA System Vertrieb Alexander GmbH
22	Germany	ACP IT Solutions GmbH
23	Italy	PAGE EUROPA Srl
24	Latvia	Datakom SIA
25	Norway	Marlink Asb
26	Poland	Galaxy Systemy Informatyczne Sp. Z.o.o
27	Romania	ARCTIC STREAM S.A
28	Slovakia	Aliter Technologies a.s.
29	The Netherlands	DXC Technology B.V.
30	The Netherlands	Solitee B.V.
31	Turkey	MIA Teknoloji A.S.
32	Turkey	ASELSAN Elektronik San.Tic.A.S.
33	Turkey	Hesa Savunma Sistemleri A.S.
34	Turkey	Innova Bilisim Cozumleri A.S.
35	Turkey	TUBiTAK BİLGEM
36	United Kingdom	Spektrum Management Group Ltd
37	United Kingdom	Boxxe Ltd
38	United States	Netsync Network Solutions, Inc.
39	United States	New Tech Solutions, Inc.
40	United States	BahFed Corp.
41	United States	PiFinity, Inc. (dba StorageHawk)
42	United States	Regan Technologies Corporation