



To: All Prospective Bidders

Subject: Request For Quotations – RFQ-CO-424326-BBPT – Crowdsourced Black Box Web Penetration Testing (BBPT) of External Web Assets

References: **A.** Notification of Procurement Opportunity, RFQ-CO-424326-BBPT

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your company to participate in a Request For Quotations (hereafter referred to as the “Solicitation”), for the provision of: Crowdsourced Black Box Web Penetration Testing (BBPT) of External Web Assets.
2. The award will be based on the lowest price technically compliant evaluation methodology in accordance with the selection criteria set forth in the Book I - Bidding Instructions.
3. The bid closing date and time for this Solicitation is **Tuesday, 14 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.
4. Enclosed with this cover letter is the Solicitation package that includes all relevant attachments necessary to prepare a bid:
 - 4.1. Book I: Bidding Instructions
 - 4.2. 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: Performance Work Statement
5. 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.
6. 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.
7. Questions regarding this Solicitation shall be submitted using the dedicated Questions and Answer Form (Appendix B to the Book I) and in accordance with the Book I - Bidding Instructions.

8. 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.
9. The reference for this Solicitation is RFQ-CO-424326-BBPT, and all correspondence concerning this Solicitation shall reference this number.
10. The Point of Contact for this Solicitation is Line Sigh, NCIA Contracting Officer who may be reached at: RFQ-CO-424326-BBPT@ncia.nato.int
11. 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:

Line Sigh
Senior Contracting Officer

Enclosures:

- Attachment A To RFQ-CO-424326-BBPT: Acknowledgement of Receipt of Solicitation
- Attachment B to RFQ-CO-424326-BBPT: Distribution List
- Attachment C to RFQ-CO-424326-BBPT: Bidders List



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

Attached separately as a PDF form.





**ATTACHMENT B.
DISTRIBUTION LIST - RFQ-CO-424326-BBPT**

NATO Delegation:

- | | | |
|-------------|---------------------|--------------------|
| 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 | |

All NATEXs

**ATTACHMENT C.
FINAL BIDDER'S LIST - RFQ-CO-424326-BBPT**

Country	Company
Belgium	Accenture
Belgium	Neverhack
Belgium	NVISO
Belgium	Akkodis
Belgium	ATOS Belgium
Belgium	Brevco Services
Belgium	Cegeka
Belgium	Ernst & Young Advisory Services
Belgium	Klarrio
Belgium	NTT Belgium
Belgium	Palo Alto Networks Belgium
Belgium	Sopra Steria
Belgium	PROXIMUS
Belgium	HEWLETT PACKARD ENTERPRISE BELGIUM
Belgium	DEUTSCHE TELEKOM GLOBAL BUSINESS SOLUTIONS BELGIUM
Belgium	CRONOS EUROPA
Bulgaria	Telelink Business Services
Bulgaria	LIREX BG
Bulgaria	SoCyber
Canada	Magnari Inc d/b/a Malleum
Canada	MDOS Consulting
Canada	Integra Networks Corporation
Canada	ISA CYBERSECURITY
Finland	Nixu Oy
France	THALES SIXT SAS
France	Airbus
France	Yes We Hack
Greece	Hellenic Telecommunications Organization S.A
Italy	Business Integration Partners Spa
Italy	DEAS - Difesa E Analisi Sistemi SpA
Italy	Telecom Italia S.p.A
Italy	NETGROUP S.p.A
Italy	RINA Consulting S.p.A.
Italy	PAGE EUROPA Srl
Luxembourg	Vass EU Services
Norway	Marlink AS
Poland	SEQRED International Sp. Zo.o
Poland	Efigo sp. Z o.o
Poland	ISEC Sp. Z o.o

Poland	TestArmy Group S.A
Poland	Blue Energy sp. Z o.o
Romania	SC Ernst & Young SRL
Romania	Metropolitan Services SRL
Romania	WE AS WEB SRL
Spain	Centro Regional De Servicios Avanzados, S.A.
The Netherlands	DeepBlue Consultancy B.V.
Türkiye	E4E Mühendislik Yazılım Tasarım A.Ş.
Türkiye	Pavo Tasarım Üretim Elektronik Tic.A.Ş.
Türkiye	TÜBİTAK BİLGEM
Türkiye	Leonardo Turkey Havacılık Savunma ve Güvenlik Sistemleri A.Ş.
Türkiye	BEAM Teknoloji Anonim Şirketi
Türkiye	ASELSAN Elektronik San.Tic.A.Ş.
Türkiye	CYBERWISE Siber Güvenlik Ticaret Anonim Şirketi
Türkiye	HAVELSAN Hava Elektronik Sanayi ve Ticaret A.Ş.
Türkiye	MİA Teknoloji A.Ş.
Türkiye	STM Savunma Teknolojileri Mühendislik ve Ticaret A.Ş.
United Kingdom	Boxxe Limited
United Kingdom	Spektrum Management Group Ltd
United Kingdom	Protection Group International (PGI) LTD
United States	Bugcrowd, Inc.
United States	Synack, Inc.
United States	Strategic Management Solutions, LLC
United States	acuCyber, LLC



ATTACHMENT A
ACKNOWLEDGEMENT OF RECEIPT OF SOLICITATION

Please complete, sign, and return by email by the bid closing date and time to:

I, the undersigned, as an authorized representative of the company, acknowledge receipt of the Solicitation referenced in the header of this form, along with all enclosures, on .

PLEASE TICK THE APPROPRIATE BOX:

- As of this date, without commitment on the company's part, I intend to submit a bid.
- I do not intend to submit a bid.
- I am reviewing the Solicitation requirements and will notify you of my decision via email as soon as possible.

SIGNATURE DATE

SIGNATURE OF AUTHORIZED REPRESENTATIVE

COMPANY

PRINTED NAME

TITLE