

NCIA Request for Information (RFI)



SUPPORT TO DATA MANAGEMENT SERVICE – TRANSFER (DMS-T)

RFI-187018-DMS_T

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 ability of transfer data on the unclassified network, classified network and cross-domain. We hereby issue the attached Request for Information (RFI) RFI-187018-DMS_T 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 to deliver ACO capabilities under the Intel and ISR Functional Services Data Management Project.
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 Adrian Lita, Senior Contracting Officer (Consultant), at Adrian.Lita@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

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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 transfer of ISR data 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. ISR Functional Services programme represents NATO's commitment to establish a common digital data platform to manage multi-source/domain data from ingest through to dissemination from an unclassified to a classified environment and the provision of reusable core services to manage linkages and dependencies for both the Intelligence community and other Communities of Interests (Cols).
2. DMS-T will provide a data transfer capability to transfer collected ISR data on the unclassified network, classified network and cross-domain.
3. The Service is envisaged to support Data Management Service capabilities already established within Alliance Persistence Surveillance from Space (APSS) programme, adopt and enhance them accordingly if needed.
4. A High-Level Summary of the DMS-T 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 **12:00 hours Central European Time (CET) on 07 May 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-187018-DMS_T] – [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. Adrian Lita – Senior Contracting Officer (Consultant)
2. Adrian.Lita@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 Support to the DMS-T 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 Support to the DMS-T

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 data management service within ISR Functional Services.

NCIA requires a contractual mechanism that comprises of best-in-class industry solutions to provide this type of data management support services

2. Scope

The overall scope of the DMS-T is to support the Data Management Service, which is composed of ingestion service capabilities and a transfer service. Both services are established within APSS program, through enhancing these services for the usage of a multitude of ISR data transfer requirements.

The responsibilities of the service provider are the following:

a. Data Modelling & Pipelines

- i. Develop data flows that can collect data from different data sources, process and transform the data and deliver/provide data to consuming systems using data flow tool Apache NIFI.

b. System Management & Troubleshooting

- i. Operate, maintain and support the system
- ii. Coordinate with underlying services and service delivery managers
- iii. Investigate, reporting and resolve data flow bottlenecks and technical issues in production environments

c. System continuous improvements

- i. Design, implement and document a monitoring solution based on existing agency approved software such as Prometheus and Grafana

d. Configuration Control and Documentation

- i. Provide configuration control and change management of the configuration (e.g. data flows) following the Agency directives and guidance.
- ii. Support with accreditation of new versions and releases

e. Admin Training

- i. Provide on-the-job training and corresponding documentation to admin support engineers

3. Envisaged Contractual Relationship

As stated in the Objectives section, the Agency envisages the DMS-T capability to be supported by the successful Contractor in any subsequent NATO Competitive Procurement procedure.

4. Performance Requirements

The service should encompass, but not be limited to, the following type of service provisions. The service provider is invited to propose a comprehensive service that

complies with the objectives for NCIA.

- a. Working hours: office hours
- b. Reporting: weekly
- c. Service Progress Meeting: quarterly
- d. Notification time: Notify NCIA about the interruption of service within 30 minutes

5. Deliverables

- Configuration control solution
 - Enhance the design of the existing solution and document the architecture
 - Implement the proposed solution
- Monitoring solution
 - Enhance the design of the existing solution and document the architecture
 - Implement the proposed solution
- Document & provide admin training on the entire provided solution
 - Provide on-the-job training and corresponding documentation to admin support engineers

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

None

7. Period of Performance

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

8. Place of Performance

The NCIA is requesting the service to be provided at NCIA, The Hague, The Netherlands.

Annex C – RFI Questions

In order for the NCIA to gain a greater understanding of market-leading data transfer management 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 data management service experience, in relation to the scope of the High-Level Requirements stated in Annex B,</p>
4	<p>Please provide a description of how you envisage to provide support to the data management service for NCIA for a period of 3 years. (resources, provision of service in The Hague, deliverables etc)</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-recognised security standards or certifications.</p>
6	<p>Please explain your costing model and provide a ROM (considering any assumptions) for the envisioned Services</p>
7	<p>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.</p>

Annex D – Distribution List

1. NATO Delegation (Attn: Investment Adviser)

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