



**NATO UNCLASSIFIED**

08/05/2026

FC(2026)0216

To: NATO Delegations  
Attn. Secretaries of Delegations (as listed at Annex 1)  
Representatives, Budget Committee

Cc: As listed at Annex 1

From: Head, Procurement

Subject: **Request For Proposal - 2026/88266 Provision of Protective Security Services to the NATO Representation to Ukraine (NRU)**

Ref.: A. FC(2017)103-REV1 - NATO IS Procurement Manual (as amended)  
B. PO(2025)0198 - Procurement Policy for NATO Common Funding  
C. PO(2025)0198;-AS1 - Procedure for NATO Competitive Procurement

**Purpose**

1. In accordance with the provisions of Article XXXII of the NATO Financial Regulations and Financial Rules and Procedures, we are pleased to inform you that the RFP stated above will be issued by the NATO IS Procurement Service in the next few weeks.
2. The purpose of this RFP is to award a contract(s) for **Provision of Protective Security Services to the NATO Representation to Ukraine (NRU)**.
3. An electronic version of the RFP will be posted on the NATO IS Business Opportunities portal <https://nato.bonfirehub.com/portal/?tab=openOpportunities>.

**Governing Rules and Eligibility**

4. This procurement action will follow the Formal Procurement procedure specified in References A-C.
5. To be eligible to participate in the bidding process, Bidders must:
  - a. Be from one of the NATO Participating Nation;
  - b. Have at least five (5) years' experience in the Provision of Protective Security Services and more specifically to diplomatic missions/international organisations in high-risk locations;
  - c. Have a sound financial and legal standing and sufficient capacity and resources to provide the services specified in the Statement of Work; and
  - d. Be otherwise qualified and eligible to receive an award under applicable NATO regulations.

**Proposal content and closing date**

9. Detailed instructions regarding the preparation, submission, and evaluation of proposals will be provided in Part I of the RFP (Instructions for the Preparation and Submission of Offers).



10. Aside from proof of the eligibility requirements stated above, Bidders must also provide the following main documentation as part of their proposals (see Part I, Section 4, of the RFP for further details about the mandatory composition of proposals, below list is not exhaustive):

- a. Statements of legal and financial condition and other statements and certificates required to verify Bidder's financial and legal standing;
- b. Data on relevant past performance and subcontracting arrangements;
- c. Information about the proposed approach, services and capabilities;
- d. Elaboration of any deviations to the terms and conditions of the proposed contract;
- e. Price proposal.

11. Proposals will be due as indicated in the RFP. Final selection and contract award is expected by end of Q4 2026 (tentative).

### **Evaluation Criteria and Contract Award**

12. Bidders will be evaluated on the documentation submitted and other information and documentation available to the Organization (e.g. verification of past performance references). Considerations may include (but not exhaustive): understanding of requirements and proposed approach, proposed resources and capabilities, past performance; legal risks; and the proposed price.

13. The contract will be awarded to the qualified bidder whose proposal, all factors considered (cost and quality), is the most responsive to the requirements set forth in the solicitation documents. The evaluation shall be in accordance with given weights and factors.

14. The detailed proposal evaluation factors, their relative importance, and the phases of the source selection process will be described in Part I, Section 8, of the RFP.

### **Point of Contact and List of Prospective Bidders**

15. The Point of Contact for questions and information concerning this RFP is:

Sofia Theodoridou

Email: [theodoridou.sofia@hq.nato.int](mailto:theodoridou.sofia@hq.nato.int)

Tel: +32-2-707-3966

NATO HQ – Procurement Service

Boulevard Leopold III, 1110 Brussels, Belgium

16. We would be grateful if you could invite any eligible national firms who might be interested in this solicitation of offers to contact the point of contact stated above in order to be included in the list of prospective Bidders or to register directly at the NATO Business Opportunities website thru the URL specified in paragraph 3 above.

(Signed) Yara Korotina  
Head of Procurement



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Latvia	X

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To Partner Nations as selected by "X":



Copy to NATO Staff as selected by "X"

Financial Controller, NATO-IS, OFC	Mr Rui Silva through IS OFC Front Office <ISOFC.FO@HQ.NATO.INT>	X
Head, Procurement Service	Ms Yara Korotina	X
Snr. Procurement Officer, NATO-IS, OFC	Ms Sofia Theodoridou	X
Division POC – Mission Security and Safety Team (MSST)	Mr Pau Pujol	X