



NOTIFICATION OF PROCUREMENT OPPORTUNITY (NPO)
Pre-Solicitation Notice
NATO Competitive Procurement

Operational Network – Extension (ON-X)

NCIA Reference #: RFP-CO-424373

Date of NPO Publication: 13/07/2026

Anticipated Solicitation Release Date (Step 1): 31/07/2026

Anticipated Solicitation Closing Date (Step 2): 29/03/2027

Anticipated Contract Award Date: 30/04/2027

Point of Contact: Anil RAO
RFP-CO-424373-ON-X@ncia.nato.int

Introduction

The NATO Communications and Information Agency (NCIA) hereby notifies the following Procurement Opportunity in accordance with the Procedure for NATO Competitive Procurement ([link](#)). This notification is issued to foster open and fair competition among eligible vendors from participating nations. This notification does not constitute a commitment to award a contract.

Vendors are invited to review the requirements described ~~herein~~ in the solicitation documentation and to submit their bids in accordance with the instructions provided in this ~~notification and subsequent~~ solicitation documentation. All interested vendors are reminded that timely registration and compliance with eligibility requirements are essential, as deadlines for submission may not be extended. Vendors are advised to regularly check for updates to this notification.

This opportunity reflects NATO's commitment to transparency, equal treatment of suppliers, and the efficient delivery of goods, works, and services in support of NATO missions and participating nations.

All eligible and responsible sources may submit a quotation, bid, or proposal, which shall be considered by the NCIA.

1. Title of Procurement Opportunity

Provision, operation and continuous evolution of the Operational Network Extension (ON-X): a NATO Enterprise cloud capability, up to and including NATO SECRET, delivered and operated as a managed service.

2. Description of Requirement

The Alliance operates multiple NATO SECRET (NS) network instances without full interoperability or centralised management, and the current estate is constrained in scalability, resilience, Enterprise-wide collaboration, innovation intake and cost transparency. ON-X aims to address these current limitations.

NCIA intends to contract a single accountable prime contractor for the delivery, operation and continuous evolution of a scalable, secure-by-design, General-Purpose Cloud capability that stores and processes data up to and including NATO SECRET. The effort will also include provisioning of secure digital workplace services delivered to the NATO Enterprise as a service. The prime contractor will function as a managed-service provider under NATO command and governed by NATO policies and directives.

The requirement is expressed as outcomes, measurable end-states the capability must achieve, and bidders will propose their solution. The outcomes to be contracted span, at a high level include but are not limited to:

- Progressive take-over and management of the operation of the existing Operational Network (ON) capability, with service continuity maintained
- Discovery and design of the target solution
- Demonstration of go-live readiness at a distinct proof-of-concept gate prior to further scaling

- Transition of the in-scope NS landscape to the new environment, with validated data integrity and decommissioning of associated legacy infrastructure as appropriate
- Build-up and sustained operation of the ON-X cloud platform and engineering services, identity and data services, AI platform services, secure cloud network access, federation and cross-domain interoperability services, and the digital workplace;
- Enduring outcomes across the contract term include, but are not limited to:
 - Sovereignty outcomes continuously evidenced
 - Security accreditation and continuous compliance at NATO SECRET
 - Resilience and continued operation under degraded or contested conditions
 - Continuous service operations and governance, including cyber & incident management
 - Technology currency and exit readiness

The capability will be delivered and accredited under the deployment model(s) authorized by applicable NATO policies.

NATO Community-of-Interest applications and mission or warfighting systems are outside the scope of this procurement, as is the migration of their workloads, which is handled separately with support and enablement from the ON-X capability.

The Single-Award, IDIQ structure does not guarantee any volume of orders beyond a minimum commitment that will be stated in the solicitation documentation. Individual task orders will be placed from the Service Catalogue as part of the resulting Contract.

The solicitation is anticipated to be conducted in two steps: Step 1 assesses vendor experience without pricing or solution design and leads to a down-selection of maximum 3 bidders.

The down-selected bidders will receive the full solicitation package at Step 2 and will be given the opportunity to present a Best And Final Offer (BAFO) after submission of an initial priced offer. **This initial priced offer will be presented to Purchaser together with a demonstrator (based on use cases) to support competitive dialogue and as an output of competitive dialogue a BAFO will be submitted.** The detailed procedure and criteria will be set out in the solicitation documentation.

3. Vendor Eligibility

- a. Participation in this Procurement Opportunity is restricted to vendors from participating NATO nations.
- b. This restriction applies to the eligibility of the vendors only and does not require that all the goods, works, or services themselves be manufactured or produced within participating nations.

4. Access to Solicitation Documentation

- a. Interested vendors may participate to and access the solicitation documentation for this Procurement Opportunity as of the Anticipated Solicitation Release Date as follows:
 - i. Vendors must obtain a valid Declaration of Eligibility (DoE) through their National Authorities in order to be included in the Bidder's List and to participate should the solicitation be issued.
 - ii. A template of the DoE is provided in the Annex to this NPO for reference and completion.
 - iii. The prospective Bidder is responsible for arranging for their National Authority to complete the form. The signed DoE must be transmitted directly by the National Authority to the Point of Contact (PoC) identified in this NPO.
 - iv. The DoE must be received by NCIA's PoC not later than **24 27 July 2026**, which is 10+ calendar days after the date of this NPO.
 - v. Prospective Bidders are advised to initiate this process as soon as possible, as NCIA cannot request or obtain a DoE on behalf of a prospective Bidder. Failure to ensure that a valid DoE has been received may result in exclusion from the solicitation process.

5. Language of Solicitation and Bid Submission

- a. Solicitation Documentation and Proposal Submission Language(s): English

6. Security Requirements

The maximum Classification level of NATO information to be released to the bidders for Step 1 of this solicitation process is NATO UNCLASSIFIED so there will be no clearances required for participation in Step 1. Further details will be provided in the solicitation documentation.

Performance of the resulting contract will require the handling of information up to and including NATO SECRET. Appropriate facility and personnel security clearances will be required as a condition for contract award and performance, as further specified in the solicitation documentation. Interested vendors are advised to engage their national security authorities early.

7. Additional Engagement Opportunities

- a. The NCIA has organized the following engagement activity:
 - i. **Industry Day RFI:** 2nd and 3rd July 2026 with submission deadline 13 July RFI submission

For the Chief of Acquisition:

Anil-Jacob Rao
Contracting Officer



Annexes:

- A. Declaration of Eligibility for NATO Competitive Procurement
- B. Distribution List

End of Notification

Date:

Declaration of Eligibility for NATO Competitive Procurement

To: NCIA Procurement Authority, RFP-CO-424373-ON-X@ncia.nato.int for the attention of Anil Rao, Contracting Officer

Subject: Declaration of Eligibility for NATO Competitive Procurement

Reference: Solicitation Number: RFP-CO-424373 ON-X

This Declaration of Eligibility (DoE) must be read in conjunction with the Notice of Procurement Opportunity (NPO), or other applicable solicitation document, which may include opportunity-specific or additional DoE requirements.

1. With reference to the above-mentioned NATO Competitive Procurement (NCP) opportunity, the following *[insert Country of Origin]* vendor has expressed an interest in receiving the solicitation document:
 - a. **Vendor Name:**
 - b. **Address:**
 - c. **Point of Contact/Title:** Mr./Ms.:
 - d. **Email Address:**
 - e. **Phone #:**
2. I certify that this vendor has the necessary financial, technical and professional competence to be admitted by the Government of *[insert Country of Origin]* as a bidder were it responsible for awarding a contract of this nature. The vendor listed above is eligible to initiate the process required to be security cleared to up to *[insert NATO Security Classification]*.

Signature
[Name of National Responsible Authority]
[insert Country of Origin]

Annex B – Distribution List

NATO Delegations:

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	Lithuania	Spain
Denmark	Luxembourg	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	

Embassies in Brussels (Attn: Commercial Attaché):

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	Lithuania	Spain
Denmark	Luxembourg	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	

NCIA - All NATEXs