



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

Design and Implementation of Encrypted Traffic Interception System

NCIA Reference #: RFP-CO-424365-CETIS

Date of NPO Publication: 27/07/2026

Anticipated Solicitation Release Date: 30/09/2026

Anticipated Solicitation Closing Date: 13/11/2026

Anticipated Contract Award Date: 29/01/2027

Rough Order of Magnitude¹: 10M Eur

Point of Contact: Burak Oguz, Senior Contracting Officer
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¹ This Rough Order of Magnitude is informational only and reflects NCIA's estimate. Actual contract value may vary based on competitive submissions.

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 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

Design and Implementation of Encrypted Traffic Interception System.

2. Description of Requirement

Industry is invited to design and implement a centrally-managed solution that can:

- Intercept, inspect and analyse encrypted traffic in a centralised way
- Take required actions to enforce network control
- Using existing NATO systems (existing gateways, firewalls, web proxies) and/or new components (for covering a wider range of network protocols) to be brought by the Contractor

Scope includes:

- Integration and reconfiguration of all the systems for a coherent security baseline
- Replacement or deployment of dedicated encrypted traffic interception PKI certificates (to be provided by NATO)
- On-premise (high side and low side) and Cloud network interfaces

Scale and complexity indicators:

- Approximately 100 interfaces where existing systems are deployed
- Approximately 20 high side and 20 low side deployments for the new solution component
- Infrastructure spans across all NATO nations

Operating Model:

- The solution shall be delivered to the purchaser's cyber security operation teams
- The Contractor shall provide an optional operational services (Operate & Maintain) component as a part of their bid

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 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 2 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 August 2026.
 - v. Prospective Bidders are advised to initiate this process early, as NCIA cannot request or obtain a DoE on behalf of a prospective Bidder. Failure to ensure that a valid DoE has been received by the PoC may result in exclusion from the solicitation process.

5. Security Requirements

- a. This opportunity is classified as NATO SECRET (NS) and interested vendors are required to meet the above mentioned security level.

6. Language of Solicitation and Bid Submission

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

End of Notification

Annexes:

Annex 1 to RFP-CO-424365-CETIS Distribution List
Annex 2 to RFP-CO-424365-CETIS DoE Template

ANNEX 1

Distribution List

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 | |

Principal Contracting Officer
Project Manager
CAB Mailbox
All NATEXs

ANNEX 2

Date:

Declaration of Eligibility for NATO Competitive Procurement²

To: NCIA Procurement Authority

Subject: Declaration of Eligibility for NATO Competitive Procurement

Reference: Solicitation Number:

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]

² The DoE should be substantially similar to this sample. Prospective Bidders should provide the relevant information about their company to their National Authority.