



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

Integration and Commissioning of the RACCOON Initial Capability

NCIA Reference #: NCP-CO-424385-RACCOON

Date of NPO Publication: 12/10/2026

Anticipated Solicitation Release Date: 03/11/2026

Anticipated Solicitation Closing Date: 11/12/2026

Anticipated Contract Award Date: 31/03/2027

Rough Order of Magnitude¹: 17,000,000.00 EUR

Point of Contact: Lise Vieux-Rochat and Anamaria Pascaru
CO-424385-RACCOON@ncia.nato.int

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 the 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

Integration and Commissioning of the RACCOON Initial Capability

2. Description of Requirement

Description:

This procurement is intended to provide the integration and the commissioning of the initial instance of a CIS codenamed RACCOON.

RACCOON is intended to provide highly available and resilient data services, including communications and collaboration, as well as virtual desktop infrastructure for end users.

Objective:

RACCOON will implement a private cloud, consisting of one management domain and two workload domains, isolated from each other, and operating at the same security classification level, using Broadcom VMWare Cloud Foundation (VCF). This private cloud will evolve over time, in terms of number of nodes. These nodes will be operated as a VCF fleet, hereafter referred to as the RACCOON cluster.

This initial RACCOON cluster will be limited to two (2) nodes (as the first two VCF instances in the VCF fleet). It will deliver the foundational capability for the provision of services to a number of endpoints. The provision of these endpoints, with quantities also evolving over time, will be covered under other follow-on projects under the same overarching programme.

Scope:

Together with the first two (2) nodes of the RACCOON cluster, the scope includes one (1) Reference, Testing and Validation (RTV) node, and one (1) Service Operating Centre (SOC) and its associated Cybersecurity Operating Centre (CSOC). The latter will constitute an endpoint on its own, including end user devices (EUD) for the administrators of the capability. The RTV will be a scaled-down RACCOON node to support testing and verification activities during implementation and during operation.

The capability will be implemented in accordance with an existing High Level Design (HLD), which is derived from an interim CIS Design and Security Architecture (iCDSA). The iCDSA forms the basis for Security Accreditation. The supporting hardware, software, and bearer networks specified in the HLD are currently in procurement and, alongside the HLD document itself, will be provided to the successful Bidder as Purchaser-Furnished Items (PFI).

The physical rooms at static facilities and/or relocatable shelters, intended to host the RACCOON nodes, the RTV Node and the SOC/CSOC endpoint, will also be provided as PFI. They will be provided with all the power, cooling, rack space, desk space and associated furniture, and physical security required for the integration. A detailed description of them will also be provided to the successful Bidder as PFI. Site Surveys will be conducted following Contract Award, as required.

The scope of the works in this procurement includes, but it is not limited to:

- 1) the production of the low level design (LLD) based on the PFI;
- 2) the physical and logical integration and configuration of the initial RACCOON cluster, the RTV, and the SOC and CSOC, as a fully functional system;
- 3) the system commissioning activities, i.e. testing and verification, security accreditation, and operational acceptance.

In terms of cybersecurity, the scope includes, but it is not limited to, the integration and commissioning of endpoint protection, firewalls, intrusion detection and prevention systems and data guards, as well as other cybersecurity modules developed by external contracts, in particular, but not limited to, PKI, Logs Aggregation and On-line Vulnerability Assessment; and cryptographic equipment, all as PFI.

The Core Nodes, the RTV node and the SOC/CSOC endpoint will be located in different NATO Nations' territory in Europe.

Key Deliverables:

The key deliverables of this procurement are:

- The first two (2) nodes of the RACCOON cluster, integrated and operational;
- One (1) RTV node, integrated and operational;
- One (1) SOC and CSOC endpoint, integrated and operational;
- All the Technical Management and Engineering efforts required for the successful integration and commissioning of the above;
- All the associated documentation, e.g. the Low Level Design (LLD) and the As-Built documentation, ILS documentation, etc;
- All the required Project Management efforts for the successful integration and commissioning to occur in the contractual time, cost and scope;
- All the required Quality Assurance Management efforts to guarantee the highest quality

standards in the delivered capability.

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:

A. Declaration of Eligibility (DoE)

- a. 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.
- b. A template of the DoE is provided in the Annex to this NPO for reference and completion.
- c. 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.
- d. The DoE must be received by NCIA's PoC not later than 2 November 2026, which is 20 calendar days after the date of this NPO.
- e. 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.

B. Security Classification and Clearance Level of the Anticipated Solicitation and Contract

- a. The security classification and clearance level of the anticipated solicitation and contract are stated below. Interested vendors will be required to meet the requirements and should engage their national authorities early to avoid delays during the solicitation period and through to contract award.

i. Anticipated Solicitation

1. The overall security classification of this Solicitation is NATO UNCLASSIFIED when separated from the NATO RESTRICTED Annexes.
 - a. The NATO RESTRICTED Annexes to this Solicitation are:
 - i. System Integration and Commissioning - Technical Specification.



- b. Bidders wishing to receive the NATO RESTRICTED documents shall follow the process for NR Facility Security Clearance (FSC) (for companies in Denmark, Estonia, Luxembourg, Slovakia, Slovenia, Türkiye and USA) and NR Personnel Security Clearance Confirmation (PSCC - in the form of Request For Visit, (RFV, for nationals from Luxembourg, Türkiye and Denmark submitted through their National Security Authorities to NCIA). All the other nationals will sign a Certificate of Security Obligation (CSO). NCIA's Point of Contact set out on, page 1 above. The request must include the following information:
 - i. the name, email address, and phone number of the authorized Point of Contact.
 - ii. the postal address where the NATO RESTRICTED documents may be mailed.
- ii. **Anticipated Contract**
 - 1. The security classification of the planned contract is: NATO SECRET. This classification requires the successful Bidder to have a:
 - a. Facility Security Clearance – NATO SECRET. Where a company holds or not, a valid FSC, the Bidder will confirm the existence or not of an FSC with the NCIA Point of Contact indicated on page 1. NCIA will confirm the validity or initiate the process for an FSC with the respective National Security Authority
 - b. Personnel Security Clearance – NATO SECRET Level. COSMIC TOP SECRET Level if required within the SOW and PSI for specific roles.
 - c. Request for Visit – NATO SECRET Level. COSMIC TOP SECRET Level if required within the SOW and PSI for specific roles.
 - d. Project Security Instructions (PSI) included in the Statement of Work.

5. Language of Solicitation and Bid Submission

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

6. Additional Engagement Opportunities

- a. The NCIA may organize the following engagement activities:
- i. **Industry Day:** Not Applicable
 - ii. **Pre-Bid Conference:** Not Applicable

End of Notification

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

Distribution List

1. 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 | |

2. All NATEXs