

Notification of Intent to Invite Bids

Method: International Competitive Bidding (ICB)

Endpoint Protection Enhancement

NCI Agency Reference #: IFB-CO-423331-EPPE

Estimated Amount to include O&M: 32,431.222.00 EURO for the basic Contract 28,921,250.00 for O&M

NOI Closing Date: 15 March 2025

Solicitation Release Date: Anticipated in April 2025

Solicitation Closing Date: Anticipated in September 2025

Contract Award Date: Anticipated in January 2026

Competition Type: ICB Best Value

The NCI Agency hereby notifies the NATO Nations of its intent to invite bids for the procurement of Endpoint Protection centralised management capability that will deliver an uplift to the endpoint cyber security protection capabilities throughout the NATO Enterprise and centralise the capabilities that are currently managed in decentralized fashion to improve the quality, coherency, visibility and efficiency of the management lifecycle.

*****Neo eProcurement Registration*****

Attention Suppliers,

The NCI Agency is stepping into a new era of procurement. We have launched an eProcurement tool, Neo, to make our collaborations smoother, faster, and more transparent. If you are keen to do business with us, you will need to register in [Neo](#). This tool will offer suppliers visibility into past, current and upcoming business opportunities, and streamlines the competition cycles, contract awards, and account management.

NCI Agency Point of Contact

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Annexes:

- A. Summary of Requirements
- B. Distribution List

To : Distribution List

Subject : **Notification of Intent to Invite Bids for Endpoint Protection Enhancement**

- A. AC/4-D/2261 (1996 Edition), NSIP Procedures for International Competitive Bidding
- B. AC/4-D(2008)0002-REV2, Investment Committee for Procedures and Practices for Conducting NSIP International Competitive Bidding Using Best Value Evaluation Methodology
- C. Notification of Intent No. NCIA/ACQ/2024/07314, dated 10 October 2024

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1. Notice has been given through Reference C of the intent of the NCIA Agency to request quotations for the subject Project.
 2. Through the present Amendment No. 1 to the Notification of Intent, the following changes are presented:
 - 2.1. The Estimated Amount forecast for the basic project as indicated in Reference C was 19.2M Euro.
After careful cost estimations, the estimated amount for this project is increased to 32.4M Euro.
 - 2.2. An estimated amount has been included in this Amendment for the Operations and Maintenance period following project delivery for the period 2028-2032 at 28.9M Euro.
 - 2.3. The required date for the National authorities to forward a list of their nominated firm was indicated at point 5 of Reference C as being not later than 15 November 2024.
Through this Amendment, the required date for the provision of Declarations of Eligibility is extended to 15 March 2024.
 - 2.4. The anticipated dates for the issuance and closing of the Invitation for Bid (IFB) and contract award under Reference C, were respectively 16 December 2024, 31 May 2025 and 30 September 2025.
Through this Amendment, the anticipated IFB issuance date, closing date and contract award date have been respectively extended to April 2025, September 2025 and January 2026.
 - 2.5. The Summary of Requirements to be covered by the Project, as indicated in Annex A to Reference C has also been updated via this Amendment as per Annex A attached hereto.
 - 2.6. The rest of the requirements represented in Ref C remains unvaried.

3. Attached herewith please find the Prospective Bidders List for the subject project which includes the firms nominated by their Embassies/Delegations of origin, received as of the date of this letter. NATO Delegations are encouraged to review the list for accuracy and to ensure that no omissions have been made. The final date for confirming the list of nominating new firms is 15 March 2025.
4. If there are any modifications to this List requested by the National Authorities, a Final Bidder's List will be issued as part of the IFB package. Otherwise, the list attached to this letter should be regarded as Final Bidder's List for the IFB in subject.
5. Your assistance in this procurement is greatly appreciated.

For the Chief of Acquisition:

[Original Signed By]

Leonora Alushani
Contracting Officer

Annex A – Summary of Requirements

Project No. 2022/IS03003, CPP 9A3201

1. Project Objective and Scope

The scope of this project is to enhance and sustain the existing endpoint protection capability with the aim to deliver an uplift of the endpoint cyber security protection capabilities throughout the NATO Enterprise. It will centralize the capabilities that are currently managed in a decentralized fashion to improve the quality, coherency, visibility and efficiency of the management lifecycle. Endpoint Detection & Response (EDR), including digital forensics functions, will be introduced as a new function and gaps in the implementation of the existing endpoint security baseline will be addressed.

2. Scope of Work

The Invitation for Bid (IFB) will comprise five main parts:

1. Technical and procedural implementation of a (to be competed) state-of-the-art tool providing Endpoint Detection & Response (EDR) functions including digital forensics.
2. Centralization of the existing Trellix-based endpoint protection policy servers and management capability.
3. Unification and uplift of the existing endpoint protection capability footprint. This includes covering gaps in implementation, configurational uplifts and improved SIEM/SOAR integration.
4. [Optional] Enhancement of iOS mobile device protection through (to be competed) EDR and digital forensics functions as well as improving SIEM/SOAR integration.
5. [Optional] Operations and Maintenance Support for five (5) years.

The requirements listed above will need to be integrated into the existing cybersecurity footprints, services and procedures. Implementation is foreseen NATO enterprise wide and for several networks, with an estimated 80,000 endpoints (allowing future scalability). The heterogeneous nature of the environments results in requirements and constraints such as implementing in on-premise, cloud-based and air-gapped environments. Bidders will be allowed to propose distinct solutions to cover all domains, though will be encouraged and rewarded for efficiencies and unifications.

3. Period of Performance

- a. The Period of Performance is anticipated to start in Q1 2026 and end in Q4 2028. It is important to note that this timeline represents the anticipated duration of the Project, and adjustments may be made as per the requirements of the solicitation process and subsequent contractual agreement.

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	The Republic of Türkiye
Estonia	Montenegro	The United Kingdom
France	Netherlands	The United States
Finland	North Macedonia	
Germany	Norway	

NCI Agency – All NATEXs

Annex C – Bidders List

<u>COUNTRY</u>	<u>COMPANY</u>
BELGIUM	Brevco Services
	Cysco Systems Belgium
	ComputaCenter
	Deloitte Consulting and Advisory BV
	Deutsche Telekom Global Business Solutions Belgium
	IBM Belgium
	Kyndryl
	Microsoft
	NTT Belgium
	Pricewaterhousecoopers Enterprise Advisory
	Savaco
	Secutec
	Software One
	Sopra Steria Benelux
	Telenet
	Thales Belgium
	Palo Alto Belgium
	Fortinet
	e-BO Enterprises
	CRONOS Europa
BULGARIA	Lirex BG OOD
	Telelink Business Services
CROATIA	Omnitel OOD
	King ICT d.o.o
CZECH REPUBLIC	Datera S.R.o
	S.ICZ A.s.
DENMARK	Atea A.S.
FRANCE	Thales Sixt GTS France SAS
	Airbus Defence and Space SAS
	Sopra Steria Group
GERMANY	Airbus defense and Space GmbH
HUNGARY	Euro One Szamitastechnikai Zrt

LUXEMBOURG	Kermann IT Solutions PLC
POLAND	Snowball Technology Sarl Vector Synergy Sp. Z.o.o Deloitte Consulting S.A.
NETHERLANDS	DXC Technology B.V.
ROMANIA	BitDefender SRL Eviden Romania SRL
SLOVAKIA	Aliter Technologies a.s.
SPAIN	Sistemas Avanzados de Tecnologia sa Integracion tecnologica empresarial CSA. CENTRO REGIONAL DE SERVICIOS AVANZADOS, S.A
TURKIYE	Aselsan Elektronik Sanayi ve ticaret anonim sirketi Barikat Internet vubenligi Bilisim Ticaret Anonim Sirketi Mia Teknoloji As Orbitel Telekomunikasyon Iletisim Hizmetleri Dis Tic. Ltd. Sti Tubitak bilgem Turkiye bilimsel Ve Teknolojik Arastirma Kurumu Baskanligi
UNITED KINGDOM	Trio Entegrasyon Bilisim Tek Egitim Tic. A.S.
UNITED STATES	Spektrum Management Group Ltd Carahsoft Technology Corp KNZ Solutions Arion Systems Inc. Federal Resources Corporation Regan Technologies Cooperation Trellix Public Sector LLC Veterans Engineering Incorporated Dovestech LLC Crowdstrike Inc. Science Application International Corporation Red River Technology LLC