



Acquisition Office  
Boulevard Léopold III  
B-1110 Brussels, Belgium

NCIA/ACQ/2025/6574  
17 February 2025

## Market Survey - Request for Information

### Establish and Enhance the ALLIANCE FEDERATION NETWORK (AFN)

#### NCI Agency Reference: RFI-CO-424226-AFN

The NATO Communications and Information Agency (NCIA) is seeking information from Nations and their Industry regarding their ability to support the growth and the evolution of the Alliance Federation Network (AFN) as a managed service, adopting a greenfield approach, with infrastructure and services coexisting with those delivered by the current instance of the AFN (AFN 1.0). The AFN 1.0 is the segment of the NATO Communications Infrastructure (NCI) providing connectivity to the NATO nations, to elements of the NATO Force Structure, and to multi-national entities, at the NATO S3CRET level.

The portfolio of services sought aligns with the broader framework of NATO Communications Services, including Protected Core Networking (PCN) services and Ethernet Transport Network (ETN) services, in support of NATO Enterprise and Alliance connectivity requirements other than those driven by the growth of the AFN. These services would be commissioned on demand, through one single services catalogue, featuring AFN, PCN and ETN entries.

The scope of the prospective services contract concerns the staged delivery of AFN connectivity services to new locations, using a new set of AFN core nodes. The scope further encompasses establishing an adjacent core capability for the delivery of PCN and ETN services. The scope includes the docking of the new infrastructure and services with the respective extant NATO Enterprise instances, resulting in a unified capability to deliver communications services Alliance-wide, able to scale in response to future demand.

Future scope contemplates the transition of existing NATO-owned and NATO-managed infrastructure currently serving the AFN 1.0, onto and through amendments to the prospective services contract, upon that infrastructure completing its lifecycle.

#### NCI Agency Point of Contact (POC) for this Request For Information:

Mrs. Lise Vieux-Rochat, Senior Contracting Officer,  
E-mail: [CO-424226-AFN@ncia.nato.int](mailto:CO-424226-AFN@ncia.nato.int)



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**To** : See Distribution List

**Subject** : NCI Agency Market Survey - Request for Information  
: RFI-CO-424226-AFN

**Reference(s)** : A. N/A

1. The NCI Agency requests the assistance of the Nations and their Industry to identify solutions to evolve and to extend the reach of the current instance of the Alliance Federation Network (AFN), as a managed service, including Protected Core Networking (PCN) and Ethernet Transport Network (ETN) services.
2. The summary of the NATO requirement and questionnaire for AFN will be distributed by email, upon request and subject to receiving a signed Non-Disclosure Undertaking (Annex A). Companies with intention to submit a response to this RFI are invited to request the summary of the requirement and the questionnaire as soon as possible and return the NDU signed accordingly.
3. Respondents are requested to reply via the questionnaire at Annex C. Other supporting information and documentation of current and future capability programmes is also welcome (technical data sheets, marketing, brochures, non-binding catalogue price lists, descriptions of existing installations, etc.).
4. The NCI Agency reference for this Request for Information is **RFI-CO-424226-AFN**, and all correspondence and submissions concerning this matter should include this number.
5. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the staff indicated at Paragraph 9 of this Request for Information). Respondents are invited to carefully review the summary of requirements in Annex B to determine interest.
6. Responses shall in all cases include the name of the firm, telephone number, email address, designated Point of Contact, and a description of the capability available and its functionalities (not above NATO Unclassified). This shall include any restrictions (e.g. export controls) for direct procurement of the capability by the NCI Agency.
7. Non-binding product pricing information is also requested as called out in Annex C.
8. Responses are requested to reach the NCI Agency no later than by **12:00 Brussels** time on **14 March 2025**.
9. Please send all responses via email to the following NCI Agency Point of Contact:  
To Attention of: Mrs. Lise Vieux-Rochat, Senior Contracting Officer,  
E-mail: [CO-424226-AFN@ncia.nato.int](mailto:CO-424226-AFN@ncia.nato.int)



10. Bilateral meetings with industry are not foreseen during this initial stage, however technical discussions may take place following the submission of responses, with the purpose of clarifying or further augmenting those responses where required.
11. This RFI aims to apply due diligence by 'testing the market' to determine the relevant technologies and products or services which may provide the basis for the AFN capability development strategy, while also evaluating the potential solutions available to NATO which may include "Adopt"-ing (an existing solution already in-service by Nations), commercial "Buy"-ing (acquiring a solution from industry), or "Create"-ing (developing a solution exclusive to NATO needs), or a combination thereof.
12. This Request for Information (RFI) does not constitute a commitment to issue a future Invitation For Bids (IFB).
13. Note that this RFI is not a formal request for submissions as part of a procurement; but rather a general request intended to determine whether any possible solutions exist that should be considered or included in evaluating the options as part of the system requirements development.
14. Respondents are requested to await further instructions after submission of their responses regarding any potential future bidding process, and are requested to contact only the NCI Agency POC identified above in Paragraph 9 above with any further requests for information or clarification.
15. Any response to this request shall be provided on a voluntary basis. Not responding will not prejudice or cause the exclusion of companies from any future procurement that may arise from this Request for Information.
16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this **RFI-CO-424226-AFN** shall not be published on the internet.
17. Responses to this request, and any information provided within the context of this survey, including but not limited to pricing, quantities, capabilities, functionalities and requirements will be considered as informational only and will not be construed as binding on NATO for any future acquisition.
18. The NCI Agency is not liable for any expenses incurred by firms in conjunction with their responses to this Request for Information, and this Survey shall not be regarded as a commitment of any kind concerning future procurement of the items described.
19. Your assistance/participation in this Request for Information is greatly appreciated.

FOR THE CHIEF OF ACQUISITION:

Lise Vieux-Rochat  
Senior Contracting Officer



Enclosures:

Annex A: Non-Disclosure Undertaking

Annex B: Summary of Requirements (distributed upon request and signed NDU)

Annex C: Questionnaire (distributed upon request and signed NDU)



**Distribution List for Request for Information Cover Page  
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**All NATO Delegations** (Attn: Investment Committee Adviser)

**Belgian Ministry of Economic Affairs**

**Embassies in Brussels** (Attn: Commercial Attaché):

**All NATEXs**