



NCIA/ACQ/2025/06545
Friday, 07 February 2025

To: All Prospective Bidders

Subject: Invitation For Bids (IFB) – IFB-CO-423328-DPOP-SOCC – Deployable Points of Presence (DPOP) for Special Operations Component Commands (SOCC)

References:

- A. AC/4-D/2261, IC-NSIP Procedures for International Competitive Bidding, dated 12 January 1996
- B. AC/4-D/2261-ADD2(1996 EDITION), IC Policy for Conducting International Competitive Bidding Using Best Value Evaluation Methodology Post-Trial Period Procedures, dated 24 July 2009
- C. AC/322-D(2017)0016 (INV) C3B Technical and Implementation Directive on Supply Chain Security for COTS CIS Security Enforcing Products, dated 30 March 2017
- D. Notification of Intent, NCIA/ACQ/2025/07387

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your firm to participate in a Invitation For Bids (IFB), for the provision of: Deployable Points of Presence (DPOP) for Special Operations Component Commands (SOCC)
2. The award will be based on the IFB being evaluated using best value methodology in accordance with the selection criteria set forth in Book I: Bidding Instructions.
3. This solicitation represents an opportunity for your company to contribute its expertise and capabilities in support of NATO's critical mission. By participating, you will be part of a competitive process that values excellence and innovation.
4. The bid closing date and time for this IFB is on or before Friday, 30 May 2025 at **12:00 hours Central European Time (CET)**. Please ensure that your submission reaches us before this date and time, late submissions may not be considered.
5. The solicitation package includes:
 - 5.1. Book I: Bidding Instructions
 - 5.2. Bidding Sheets
 - 5.3. Book II: Prospective Contract:
 - a. Part I: Contract Signature Page
 - b. Part I: Schedule of Supply and Services
 - c. Part II: Contract Special Provisions
 - d. Part III: Contract General Provisions
 - e. Part IV: Statement of Work with System Requirement Specification
6. The overall security classification of the IFB is "NATO RESTRICTED". However, as indicated in the header, the IFB is "UNCLASSIFIED" when separated from "SOW Annex A - SRS". This Invitation For Bids remains the property of the NCI Agency and shall be protected in accordance with the applicable national security regulations.



7. You are requested to complete and return the enclosed acknowledgement of receipt within seven (7) calendar days from the date of this IFB, informing the NCI Agency of your firm's intention to bid. Your firm is not bound by its initial decision and if you decide to reverse your stated intention at a later date, you are requested to advise the point of contact listed below via email.
8. We encourage you to carefully review the solicitation package and its associated documents to ensure compliance with our requirements.
9. If you have any questions or require clarifications regarding this solicitation, we have provided a dedicated Questions and Answer Form in Book I for your convenience. Please submit your inquiries in accordance with the specified guidelines.
10. Your participation in this solicitation is highly valued, and we look forward to receiving your proposal. By joining forces with NATO, you contribute to the security and stability of our alliance.
11. Should you decide to participate, please submit your bid in accordance with the instructions provided in Book I by the specified bid closing date.
12. Prospective Bidders are advised that the NCI Agency reserves the right to cancel, withdraw, or suspend this IFB at any time in its entirety without incurring any repercussions, or liabilities.
13. The NCI Agency bears no liability for solicitation preparation costs incurred by firms or any other collateral bid preparation costs.
14. The reference for the Invitation For Bids is IFB-CO-423328-DPOP-SOCC, and all correspondence concerning this Invitation For Bids should reference this number.
15. Your Point of Contact for all information concerning this IFB is Ole Hubner, NCI Agency Senior Contracting Officer who may be reached at:

IFB-CO-423328-DPOP-SOCC@ncia.nato.int
16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this IFB-CO-423328-DPOP-SOCC shall not be published on the internet.
17. Thank you for your attention to this important opportunity. We anticipate your active involvement in this process and your commitment to upholding the highest standards of excellence.

FOR THE CHIEF OF ACQUISITION:

Ole Hubner

Digitally signed by Ole
Hubner
Date: 2025.02.07 16:43:22
+01'00'

Ole Hubner
Senior Contracting Officer
NATO Communications and
Information Agency (NCI Agency)

Enclosures: 11)
Attachment A to IFB-CO-423328-DPOP-SOCC: Acknowledgement of Receipt of Invitation
For Bids
Attachment B to IFB-CO-423328-DPOP-SOCC: Security Aspects Letter (SAL)
Attachment C to IFB-CO-423328-DPOP-SOCC: Comprehension and Acceptance of the
Security Aspect Letter (SAL)
Attachment D to IFB-CO-423328-DPOP-SOCC: Distribution List
Attachment E to IFB-CO-423328-DPOP-SOCC: Bidders List
Attachment F to IFB-CO-423328-DPOP-SOCC: Book I - Bidding Instructions
Attachment G to IFB-CO-423328-DPOP-SOCC: Book I – Annex A – Administrative
Certificates (separate file)
Attachment H to IFB-CO-423328-DPOP-SOCC: Book I – Annex B – Questions and Answers
Form (separate file)
Attachment I to IFB-CO-423328-DPOP-SOCC: Bidding Sheets (separate file)
Attachment J to IFB-CO-423328-DPOP-SOCC: Book II Prospective Contract
Attachment K to IFB-CO-423328-DPOP-SOCC: Book II – Statement of Work – Annex A –
System Requirement Specification (separate file and distribution)



**ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF INVITATION FOR BIDS**

IFB-CO-423328-DPOP-SOCC

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central
European Time (CET) on 2/10/2025**

to: IFB-CO-423328-DPOP-SOCC@ncia.nato.int

We hereby advise that we have received Invitation For Bids IFB-CO-423328-DPOP-SOCC on Friday, 07 February 2025, together with all enclosures.

PLEASE CHECK ONE:

- As of this date and without commitment on our part, we do intend to submit a bid.
- We do not intend to submit a bid.
- We are reviewing the requirements of the IFB and will notify you of our decision as soon as possible.

Signature: _____

Printed Name: _____

Title: _____

Company: _____

**ATTACHMENT B.
SECURITY ASPECTS LETTER (SAL)**

1. In the performance of this contract, the prime Contractor and any Sub-contractor(s) are required to comply with NATO security regulations as implemented by the NSA/DSA of the nation in which the work is performed or in the contracts involving NR information only as established in the contract's Statement of Work (SoW) requirement entitled, "Safeguarding of NATO Restricted Information".
2. All classified information and material shall be protected in accordance with the requirements established by the NSA/DSA of the nation in which the work is performed or in the case of NR information as may also be established in the Safeguarding of NATO Restricted Information Requirement.
3. In particular, the Contractor shall:
 - (a) appoint an officer to be responsible for supervising and directing security measures in relation to the solicitation, contract or sub- contract;
 - (b) submit in due time to the NSA/DSA the personal particulars of the person the contractor wishes to employ on the project with a view to obtaining PSCs at the required level where NC and above is involved;
 - (c) maintain, preferably through this officer responsible for security measures, a continuing relationship with the NSA/DSA and / or the Contracting Authority in order to ensure that all NATO classified information involved in the bid, contract or sub-contract is properly safeguarded;
 - (d) limit the copying of any classified materiel (including documents) to the absolute minimum to perform the contract;
 - (e) supply the NSA/DSA, when so requested by the latter, with any information on the persons who will be required to have access to NATO classified information;
 - (f) maintain a record of his employees taking part in the project and who have been cleared for access to NATO classified information. This record must show the period of validity and the level of the clearances;
 - (g) deny access to NATO classified information to any persons other than those authorised to have access by the NSA/DSA or in the case of NR information as determined by the need-to-know;
 - (h) limit the dissemination of NATO classified information to the smallest number of persons as is consistent with the proper execution of the contract or sub-contract;

- (i) comply with any request that persons to be entrusted with NATO classified information sign a statement undertaking to safeguard that information and signifying their understanding of their obligations under national legislation on the safeguarding of classified information, and that they recognise that they may have comparable obligations under the laws of the other NATO nations in which they may have access to classified information;
- (j) report to the Security Officer and to his NSA/DSA any breaches or suspected breaches of security, suspected sabotage or subversive activity, any breach giving rise to doubts as to the trustworthiness of an employee, any changes in the ownership, supervisory or managerial staff of the facility or any changes that affect the security arrangements and security status of the facility, and any other information which may be required by the NSA/DSA, such as reports on holdings of NATO classified information or materiel;
- (k) obtain the approval of (programme/project office and NSA/DSA) before beginning negotiations with a view to sub-contracting any part of the work which would involve the Sub-contractor having possible access to NATO classified information, and to place the Sub-contractor under appropriate security obligations which in no case may be less stringent than those provided for his own contract;
- (l) undertake not to utilise, other than for the specific purpose of the bid, contract or sub-contract, without the written permission of (programme/project office) or the prime Contractor, any NATO classified information supplied to him, and return to (programme/project office) all classified information referred to above, as well as that developed in connection with the contract or sub-contract unless such information has been destroyed, or its retention has been duly authorised by the contracting office or the sub-contracting officer. Such NATO classified information shall be returned at such time as the contracting office may direct; and
- (m) comply with any procedure established with respect to the dissemination of NATO classified information in connection with the contract or sub-contract.
- (n) Any person taking part in the performance of work the classified parts of which are to be safeguarded, must possess the appropriate NATO security clearance issued by his NSA/DSA. The level of this clearance must be at least equal to the security category of the materiel, the related information or specifications where NC or above is involved.
- (o) Unless specifically authorised to do so by (programme/project office), the Contractor may not pass on any NATO classified information to any third party to whom a request to supply goods or services has been submitted.
- (p) No change in level of classification or de-classification of documentation or materiel may be carried out unless written authority in this respect is obtained

from (programme/project office).

- (q) No CIS may be used for processing classified information without prior accreditation by the responsible authorities. At the level of NR, such accreditation can be under delegated authority of the responsible accreditation authority or the contracting authority in accordance with Special Provisions clause entitled, "Safeguarding of NATO Restricted Information.
- (r) Failure to implement these provisions and the security regulations established by the NSA of the nation where the contractual work is being performed may result in termination of this contract without reimbursement to the Contractor or claim against NATO, (programme/project office) or the national government of the said nation.
- (s) The (programme/project office) security classification check list indicates the degree of classification of the data and materiel (equipment, information, technical manuals, specifications) which may be handled in the performance of work under this contract and which must be safeguarded in accordance with the provisions of this letter.
- (t) The contractor shall destroy or return any classified information provided or generated under the contract unless the contracting authority has given written approval to retain such classified information, e.g. for warranty purposes.
- (u) The Contractor shall be required to acknowledge receipt of an accompanying SAL or Program Security Instruction (PSI) that is made part of the applicable contract and confirm that it understands the security aspects defined. With respect to contracts involving only NR information the Contractor shall also be required to confirm that it will comply with the provisions of the Safeguarding of NATO Restricted Information Requirement provided in Book II, Statement of Work and specifically that any company CIS used to handle or process NR classified information has been appropriately security accredited.

[End of SAL]



**ATTACHMENT C.
COMPREHENSION AND ACCEPTANCE OF THE SECURITY ASPECT LETTER (SAL)**

The Bidder hereby acknowledges receipt of the SAL letter in relation to the NATO Restricted Information provided under solicitation reference number IFB-CO-423328-DPOP-SOCC and certifies:

1. full comprehension of the security aspects defined in the SAL and compliance with the provisions of the Safeguarding of NATO Restricted Information requirement provided in Book II, Statement of Work ; and,
2. any company CIS used to handle or process NR classified information has been appropriately security accredited.

.....
Date

.....
Signature of Authorised Representative

.....
Printed Name and Title

.....
Company

**ATTACHMENT D.
DISTRIBUTION LIST - IFB-CO-423328-DPOP-SOCC**

NATO Delegation (Attn: Infrastructure Adviser):

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

NATO HQ

- NATO Office of Resources

Strategic Commands

- ACO Registry

**Principle Contracting Officer
Project Manager
CAB Mailbox
All NATEXs**

ATTACHMENT E.
FINAL BIDDER'S LIST - IFB-CO-423328-DPOP-SOCC

Country		Nominated Bidders
Belgium	1	Nocolas Degand
Belgium	2	Dell
Belgium	3	Eviden Belgium
Belgium	4	Fortinet
Belgium	5	Hewlett-Packard Enterprise Belgium
Belgium	6	Nokia Bell
Belgium	7	NTT Belgium
Belgium	8	PriceWaterHouseCoopers Enterprise Advisory
Belgium	9	BT GLOBAL SERVICES BELGIUM
Bularia	10	Telelink Business Services
Canada	11	Nortac Defence Limited
Canada	12	Telflex Technologies Inc.
France	13	Thales SIX GTS France SAS
Germany	14	ESG Elektroniksystem und Logistik GmbH
Germany	15	steep GmbH
Greece	16	OTE
Greece	17	SCYTALYS SA
Hungary	18	King ICT d.o.o.
Italy	19	Page Eurpopa Srl
Italy	20	LEONARDO S.p.A.
Italy	21	ACMECUBO SRL
The Netherlands	22	Inter B.V.
Norway	23	Airbus Defence and Space AS
Poland	24	Vector Synergy Sp. z o.o
Poland	25	Asseco Poland SA
Romania	26	Eviden Romania SRL
Republic of Türkiye	27	ASELSAN AS
Republic of Türkiye	28	ESEN SISTEM ENTEGRASYON VE MUHENDISLIK HIZ. SAN. VE TIC. LTD. STI
Republic of Türkiye	29	SAVRONIK AS
Republic of Türkiye	30	AYDIN YAZILIM ELEKTRONIK SANAYI VE AS (AYESAS)
Republic of Türkiye	31	ANTENSAN ELEKTRONIK SAN. IC VE DIS. TIC. A.S.
Republic of Türkiye	32	SBI BILISIM A.S.

Republic of Türkiye	33	ONUR YUEKSEK TEKNOLOJI ANONIM SIKRETI
Republic of Türkiye	34	HAVELSAN Corporation
Slovakia	35	Aliter Technologies a.s.
The United Kingdom	36	Weatherhaven Global Solutions Ltd
The United States	37	Iridium Satellite LLC
The United States	38	DataPath Inc.
The United States	39	PiFinity, Inc.
The United States	40	L3 Harris Global Communications Inc
The United States	41	REDCOM Laboratories Inc.