

**To:** All Prospective Bidders

**Subject:** Invitation For Bids IFB-CO-423328-DPOP-SOCC – AMD1 – Deployable Points of Presence (DPOP) for Special Operations Component Commands (SOCC) Amendment 1

**References:**

- A. IFB-CO-423328-DPOP-SOCC – AMD1, NCIA/ACQ/2025/06545, dated Friday, 07 February 2025
- B. Paragraph 2.7 of Book I IFB-CO-423328-DPOP-SOCC – AMD1 Questions and Answers
- C. NCIA/ACQ/2024/07387, dated Monday, 28 October 2024

1. Dear Prospective Bidder's, we are writing to inform you of the release of Amendment 1 of the subject IFB.
2. The purpose of this Amendment 1 is to:
  - 2.1. Invite prospective Bidders to our **Bidders Conference** scheduled for the **31 March 2025, 9:00 – 17:00**, at the Hotel **Holiday Inn at Brussels Airport** (Holidaystraat 7, 1831 Brussel, Belgium)
    - 2.1.1. Prospective Bidders are informed that the participation to this event is not mandatory for bidding purpose and non-participation does not prevent any firm from submitting a compliant Bid.
    - 2.1.2. At this time Bidder participation will be limited to two individuals per company. Further information regarding the agenda and registration of participants will be published shortly.
    - 2.1.3. The NCI Agency reserves the right to cancel, postpone or change the location of the Bidders Conference without liability to costs incurred by firms.
  - 2.2. Additionally, also in accordance with Reference B, we take this opportunity to enclose (2) a current copy of the question received from industry and the answers provided by the NCI Agency. Please note that this amendment relates to question and answers serial number(s) administrative CRs #1 – 11 and technical CRs #1 - 7. Prospective Bidders are strongly advised to carefully review the revised documents. The changes within the bidding documents are denoted in red for ease of traceability.
  - 2.3. Publish an updated Final Bidders List (updates in red)
  - 2.4. The Bid Closing Date and Time for Bid Delivery for this IFB remains unchanged at **12:00 hours Central European Time (CET) on Friday, 30 May 2025** as indicated in the Invitation For Bids.
3. By virtue of this Amendment 1, the enclosed document(s) replace and supersede all previous version issued in the context of this IFB-CO-423328-DPOP-SOCC – AMD1.

4. 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.
5. The NCI Agency bears no liability for solicitation preparation costs incurred by firms or any other collateral bid preparation costs.
6. Except as provided herein, all other terms and conditions of IFB-CO-423328-DPOP-SOCC – AMD1 documents remain unchanged.
7. 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](mailto:IFB-CO-423328-DPOP-SOCC@ncia.nato.int)
8. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this IFB-CO-423328-DPOP-SOCC – AMD1 shall not be published on the internet.
9. Thank you for your interest in this important NCI Agency business opportunity.

**FOR THE CHIEF OF ACQUISITION:**

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

Enclosures: 3

ATTACHMENT A to IFB-CO-423328-DPOP-SOCC – AMD1 - Distribution List  
ATTACHMENT B to IFB-CO-423328-DPOP-SOCC – AMD1 - Questions and Answers  
ATTACHMENT C to IFB-CO-423328-DPOP-SOCC – AMD1 – Updated Final Bidders List

**ATTACHMENT A**  
**Distribution List - IFB-CO-423328-DPOP-SOCC – AMD1**

**NATO Delegation (Attn: Infrastructure Adviser):**

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

**NATO HQ**

- NATO Office of Resources, Management and Implementation Branch – Attn: Deputy Branch Chief
- Director, NATO HQ C3 Staff, Attn: Executive Coordinator
- SACTREPEUR, Attn: Infrastructure Assistant
- SHAPE, Attn: J3 & J2

**Strategic Commands**

- HQ SACT Attn: R&D Contracting Office

**ACO Liaison Office**  
**All NATEXs**

**ATTACHMENT B**  
**Questions and Answers - IFB-CO-423328-DPOP-SOCC – AMD1**

IFB-CO-422328-DPOP-SOCC – AMD1						
ADMINISTRATIVE OR CONTRACTUAL QUESTIONS AND ANSWERS						
Serial #	IFB Source Document	IFB Paragraph Reference	Bidder's Question	NCI Agency's Answer	IFB Package Amended	Answer Released in AMD #
CR#1	Book I-Bidding Instructions	Introduction	IFB has been received 07/02/2025, which is 50 calendar days later as the announced 19/12/2024. Further processing SAAL and receiving RESTRICTED documents takes a few days. The bid closing date and time for this IFB is on or before Friday, 30 May 2025 at 12:00hours Central European Time (CET). Due to this delay, we like to request an extension of 1,5 month (until 16th July 2025). This allows us to validate acting as lead contractor instead (along with SOF specialists) and would allow NATO to have more competitive bids.	The deviation of the publication of the IFB from the estimated date communicated in the NOI does not provide ground to extend the bid closing date.	No	1
CR#2	Contract Special Provisions Book II - Chapter 15	Invoices and Payments	The payment milestones as currently set in Book II Page II-11 put a heavy burden on the Contractor who would need to finance the equipment acquired and delivered to the contractor, but also included the cost of financing in the bid cost which would not be beneficial for NCIA. Would you consider redistributing the payment milestone to factor in payment for the delivered equipment earlier than in the current payment milestones? (e.g. Invoice milestones, with 100% of delivery of equipment, whilst table per 15.8 remains valid for rendered services)	It will be the Contractor's responsibility to deliver a fully functional, integrated DCIS system subject to testing and acceptance. A payment milestone of 100% of the equipment value at equipment delivery is not possible.	No	1

CR#3	Contract Special Provisions Book II - Chapter 8	Contract Term	The contract considers a strategic engagement between contractor and purchaser, however "base contract" is limited in time (26 months from EDC to PSA, 12 months warranty). As this considers a considerable investment from both sides ask for changing base contract to a minimum of 5 years, as it entails here according to us a more strategic engagement between Contractor and Purchaser.	The prospective Contract has an implementation period of 26 months (Base Contract) followed by an option for Service Support. NCIA does not foresee the extension of the base period of the Contract for implementation.	No	1
CR#4	Contract Special Provisions Book II - Chapter 10	Participating Countries	Participating countries, can it be extended with Finland?	No, Finland is not funding the project and thus no participating country.	No	1

CR#5	Contract Special Provisions Book II - Chapter 13	13.2	<p>It is mentioned Contractor to propose substitution at equivalent price, performance, etc. To address obsolescence management in a 10-year contract, the evolving nature of technological capabilities should however be acknowledged, definitely as risk is to end up after few years with outdated technology if approaching it as before. It's essential to include a structured framework within the contract for periodic reviews, ensuring the technology remains up-to-date. A novel approach could be proposing an iterative alignment process that includes regular assessments, allowing for proactive adjustments and the integration of emerging technologies as part of the contract lifecycle. This will ensure continuous innovation and minimize risks associated with technological obsolescence over time. Instead of tackling obsolescence management reactively we would appreciate if NATO would offer financial incentives for the contractor to propose innovative technological solutions, achieve early adoption of new technologies, or reduce obsolescence risk. These rewards could be based on demonstrated value delivered through improved performance, cost savings, or enhanced system capabilities, ensuring the technology remains cutting-edge and relevant throughout the contract's duration. This approach not only ensures technology remains up-to-date but also creates an environment where both parties are invested in the ongoing improvement of the system, enhancing overall contract value. Ask to address obsolescence management differently, ensuring financial incentives in place to constantly evolve DCIS DPoP with new features and capabilities.</p>	<p>The scope of the Obsolescence Management Plan is to perform obsolescence monitoring and avoiding the need for reactive actions. The obsolescence report is the tool to be used to foresee obsolescence issues coming close and propose a way ahead to best address them.</p>	No	1
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CR#6	Contract Special Provisions Book II - Chapter 14	14	Ask to include price revision clause, as pushing risks to Contractor places a heavy burden and may result in large contingency risk to be taken along. This is not beneficial for Contractor and NATO.	NCIA may consider this request. If approved by NATO authorities, an economic price adjustment clause will be added through an amendment.	No	1
CR#7	Part III – Contract General Provisions	25.7	Request to change payment terms from 60 to 30 days.	Book II, Contract Special Provisions, Section 15.16 stipulates payments under the Contract within 45 days.	No	1
CR#8	Contract Special Provisions Book II - Chapter 26	26.1	In SOW and SRS several licenses are stated as PFE. We like to ask NATO to list which software licenses (e.g. Microsoft, VMWare) are yet available from other contracts and can be leveraged (not to be offered again here by Contractor).	The Contract Special Provision Section 26 states that "The Purchaser reserves the right to exclude from the awarded Contract the purchase of software licenses for which NATO has established Framework Contracts. In this case, the Contract terms, schedule and prices will be modified accordingly, and the software licenses will be provided to the Contractor in the form of "Purchaser Furnished Property (including software)". The full list of PFEs is included in Book II, Part IV (SOW), Appendix F - Purchaser Furnished Equipment. Everything not explicitly enlisted in this Appendix shall be provided by the contractor. The procurement of SW licences until the end of the warranty period falls under the responsibility of the Contractor.	No	1

CR#9	Part III	24	In alignment with CR#2, request to transfer ownership and title upon delivery of material and acceptance (proof of delivery), this separate from services deliveries	The ownership of the DCIS system delivered under the base contract transfers to the NCI Agency upon Final System Acceptance. In the event that the Option for service support is exercised, any equipment, modules, parts and materials delivered under CLS support, shall transfer ownership upon their installation/system integration and acceptance.	No	1
CR#10	Part III	29	While we understand the importance of transparency and thoroughness in the tender process, we regret to inform you that providing a complete list of background Intellectual Property Rights (IPR) is not feasible at this stage. The background IPR is vast and encompasses multiple proprietary technologies, innovations, and assets that are owned by our organization or third-party licensors. As a result, sharing an exhaustive list may not be practical due to confidentiality agreements, ongoing developments, or the potential for disclosing commercially sensitive information. However, we are happy to engage in further discussions to provide specific details about relevant IPR as it pertains to the scope of the project, and we can work with you to clarify any specific concerns or requirements.	The NCI Agency needs a clear view on Bidder's Background IPR and Sub-Contractor's background IPR in the Bid proposal Admin Package, in accordance with Section 2.15 of Book I.	No	1
CR#11	Attachment E	Page10	Would it be feasible to receive contact person of nominated bidders, with as purpose to align on building subco/consortium or other?	Contact information are personnel data protected by the GDPR and cannot be shared without consent. Contractors will have the opportunity to meet during the Bidders Conference.	No	1



TECHNICAL QUESTIONS AND ANSWERS						
Serial #	IFB Source Document	IFB Paragraph Reference	Bidder's Question	NCI Agency's Answer	IFB Package Amended	Answer Released in AMD #
CR#1	Book II - Part IV -	Page8	"Project No. 2017/0CM03141, CP9A0149" refers to Dragonfly DCIS large HQ and the procurement, design, integration and the testing and validation of Dragonfly nodes with existing DCIS assets and with the wider DCIS Enterprise, including the Mission Anchor Function. Are the requested DPoP SOCC HQ nodes completely separate from this project or are synergies expected, as activities appear to be alike?	The requested SOCC HQ nodes are completely separate from the DCIS large HQ (Dragonfly) nodes.	NO	1
CR#2	Book II - Part IV	Page 11	It is mentioned that FMN Spiral 5 compliance is required, is roadmap evolution to FMN Spiral 6 and use of CPE-549, CPE-570 (STANAG 5665) also envisioned?	Although delivery of the Software Defined Radios is not in the scope of the DPOP for SOCC project, CPE-549 and CPE-570 shall be considered as a part of the FMN Spiral 6 compliance.	NO	1
CR#3	Book II - Part IV	Page130	Contractor to be concerned about the PKI (root CA) design, or is this infrastructure provided by NATO?	The PKI (root CA) design and infrastructure shall be provided by the Purchaser, although integration with the root CA shall be provided by the Contractor.	NO	1
CR#4	Book II - Part IV	Page11	"The DPOP for SOCC project has to integrate with emerging DCIS Cyber Security services to be provided by the Purchaser as PFE". Does this mean that DCIS CD capabilities as delivered per RFQ-CO-423234-DCIS, are to be integrated with, and are not part of this IFB?	That is correct. CD capabilities will be provided to the Contractor as PFEs and have to be integrated in the DPOP for SOCC by the contractor.	NO	1

CR#5	Book II - Part IV	Page 11	"The scope of this SOW does not include the augmentation of the Mission anchoring Function (MAF) to provide the additional CIS services in the three different security domains (MU, MS and NS). Afore mentioned augmentation will be provided by the Purchaser as PFE." Is it anticipated that any additional products and services are to be provided also to MAF to extend DPoP SOCC (e.g. orchestration and management), and if so is this work to be included?	The MAF extension provided by the Purchaser includes: -hardware, -software licenses for infrastructure services, SMC, Cyber Security and SDE. The Contractor shall integrate all the SOCC HQ's instances of the infrastructure, SMC, Cyber Security and SDE services with the MAF. The Contractor shall provide all necessary resources ( hardware and software) to implement Multimedia Access Services (e.g. Motion Imagery service) for both the SOCC HQs and the MAF extensions.	NO	1
CR#6	Book II - Part IV	Appendix F	Commercial IMT terminals and services: Apart from terminals will DPoP interconnect primarily via public IMT networks or are also private IMT networks and IMT Network Access Service (i.e. Infrastructure, SIM cards and subscription) a project deliverable?	The DPOP for SOCC nodes shall support connections via various types of terminals and associated services (Military/Civilian SATCOM, Radios, etc.). But neither terminals nor services is a subject of this project's deliverables.	NO	1
CR#7	Schedule of Supplies and Services	1.1.7	In case specific vendor mandated (e.g. for data diode) can you pls indicate	Please refer to the NATO Information Assurance Product Catalogue, as the central register of security enforcing products for a list of NATO approved products ( <a href="https://www.ia.nato.int/niapc">https://www.ia.nato.int/niapc</a> ).	NO	1

**ATTACHMENT C.  
FINAL BIDDER'S LIST - IFB-CO-423328-DPOP-SOCC – AMD1**

<b>Country</b>		<b>Nominated Bidders</b>
Belgium	1	CISCO SYSTEMS Belgium
<b>Belgium</b>	<b>2</b>	<b>BREVCO SERVICES</b>
Belgium	3	Dell
Belgium	4	Eviden Belgium
Belgium	5	Fortinet
Belgium	6	Hewlett-Packard Enterprise Belgium
Belgium	7	Nokia Bell
Belgium	8	NTT Belgium
Belgium	9	PriceWaterHouseCoopers Enterprise Advisory
Belgium	10	BT GLOBAL SERVICES BELGIUM
Bularia	11	Telelink Business Services
Canada	12	Nortac Defence Limited
Canada	13	Telflex Technologies Inc.
France	14	Thales SIX GTS France SAS
<b>France</b>	<b>15</b>	<b>Marlink SAS</b>
Germany	16	ESG Elektroniksystem und Logistik GmbH
Germany	17	steep GmbH
Greece	18	OTE
Greece	19	SCYTALYS SA
Hungary	20	King ICT d.o.o.
Italy	21	Page Eurpopa Srl
Italy	22	LEONARDO S.p.A.
Italy	23	ACMECUBO SRL
The Netherlands	24	Inter B.V.
<b>The Netherlands</b>	<b>25</b>	<b>Schuberg Philis B.V.</b>
Norway	26	Airbus Defence and Space AS
Poland	27	Vector Synergy Sp. z o.o
Poland	28	Asseco Poland SA
Romania	29	Eviden Romania SRL
Republic of Türkiye	30	ASELSAN AS
Republic of Türkiye	31	ESEN SISTEM ENTEGRASYON VE MUHENDISLIK HIZ. SAN. VE TIC. LTD. STI
Republic of Türkiye	32	SAVRONIK AS
Republic of Türkiye	33	AYDIN YAZILIM ELEKTRONIK SANAYI VE AS (AYESAS)
Republic of Türkiye	34	ANTENSAN ELEKTRONIK SAN. IC VE DIS. TIC. A.S.
Republic of Türkiye	35	SBI BILISIM A.S.
Republic of Türkiye	36	ONUR YUEKSEK TEKNOLOJI ANONIM SIKRETI

Republic of Türkiye	37	HAVELSAN Corporation
Slovakia	38	Aliter Technologies a.s.
The United Kingdom	39	BAE Systems Digital Intelligence
The United Kingdom	40	Parico Limited
The United Kingdom	41	Weatherhaven Global Solutions Ltd
The United States	42	Iridium Satellite LLC
The United States	43	DataPath Inc.
The United States	44	PiFinity, Inc.
The United States	45	L3 Harris Global Communications Inc
The United States	46	REDCOM Laboratories Inc.