

Notification of Intent to Invite Bids
Method: International Competitive Bidding (ICB)
Endpoint Protection Enhancement
NCI Agency Reference #: IFB-CO-423331-EPPE

Estimated Amount: 19,200,000.00 EUR

NOI Closing Date: 15 November 2024

Solicitation Release Date: Anticipated on 16 December 2024

Solicitation Closing Date: Anticipated on 31 May 2025

Contract Award Date: Anticipated on 30 September 2025

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
Leonora Alushani, Contracting Officer

IFBCO423331EPPE@ncia.nato.int

Annexes:

- A. Summary of Requirements
- B. Distribution List

To : Distribution List

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

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- 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

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1. In accordance with References A through C, the NCI Agency, as the Host Nation responsible to implement the project in subject, hereby gives notice of its intent (NOI) to issue an Invitation for Bid (IFB) for Endpoint Protection Enhancement, hereafter referred to as the "Project".
 2. A high-level summary of the Project's technical requirements is set forth in Annex A hereto. These requirements are being refined and will be included in further details as part of the IFB.
 3. The reference for this Project is IFB-CO-423331-EPPE, and all correspondence concerning this NOI and subsequent IFB should reference this number.
 4. The NCI Agency plans to issue a IFB using the International Competitive Bidding (ICB) Procedure for Best Value (BV) evaluations. The successful bid for this Project, pursuant to the IFB following this NOI, will be the bid that offers the best value in accordance with predefined evaluation criteria prescribed in the IFB. The top-level criteria weighting will be 70% Technical and 30% Price. A single, firm-fixed price contract is planned for the entire scope of work.
 5. Eligibility to participate in the subsequent IFB is declared by national authorities. Hence, qualified and certified companies interested in receiving the IFB for this Project are hereby requested to provide a Declaration of Eligibility (DoE), **sent** by their Delegation/Mission to NATO to the NCI Agency contracting authority not later than 15 November 2024, which is 35 calendar days after the date of this letter.
 6.
 - a. In addition to the certification of the company's security clearances required under this NOI, the DoE should include the following information for each of the nominated companies:
 - Company name
 - Company address
 - Point of Contact (PoC)
 - PoC email address

▪ PoC telephone number

- b. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent via email to IFBCO423331EPPE@ncia.nato.int.

7. In order to maximize competition the NCI Agency may, at its discretion, accept nominations after the deadline, so long as the IFB has not been issued. The NCI Agency may even accept, at its discretion, nominations after the IFB has been issued under the condition that such late nomination will not be used as the basis to request an extension to the bid closing date.
8. Requests for participation in this competition received directly from individual companies will not be considered.
9. Bidders will be required to declare a bid validity of 12 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 12 months, companies will be requested to voluntarily extend the validity of their bids accordingly. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
10. National authorities are advised that the IFB package is anticipated to be NATO UNCLASSIFIED. However, the IFB and the contractual documents could contain references to other NATO documents classified as NATO RESTRICTED.
11. The successful bidder will be required to handle and store classified information up to the level of NATO RESTRICTED. In addition, contractor personnel will be required to work unescorted in Class II Security areas. Therefore, access can only be permitted to cleared individuals. Only companies maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting contract.
12. The NCI Agency reserves the right to cancel, suspend, or withdraw this NOI at its own discretion and at any time. The NCI Agency is not liable for any expenses incurred by companies in conjunction with their responses to this NOI and such responses shall not be regarded as a commitment of any kind concerning future procurement of the items or services described herein.
13. 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 & Sustain EndPoint Protection 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 and Response (EDR) 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 four main parts:

1. Technical and procedural implementation of a (to be competed) state-of-the-art Endpoint detection & Response (EDR) tool.
2. Centralization of 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. Unification and uplift of the existing Endpoint Protection Capability footprint. This includes covering gaps in implementation, configuration uplifts and improved SIEM/SOAR integration.
5. [Optional] Enhancement of iOS mobile device protection through (to be competed) EDR and forensics functions as well as improving SIEM/SOAR integration.

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 Q3 2025 and end in Q3 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
		Sweden
Denmark	Luxembourg	The Republic of Türkiye
Estonia	Montenegro	The United Kingdom
France	Netherlands	The United States
Finland	North Macedonia	
Germany	Norway	

Embassies in Brussels (Attn: Commercial Attaché):

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
		Sweden
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

