

## Notification of Intent to Request Quotations

*Method: Basic Ordering Agreement Plus (BOA+)*

**The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme for the provision of Palo Alto Networks Platform products and services**

**NCI Agency Reference #: RFQ-CO-424206-PAHP**

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**Estimated Ceiling:** EUR 60M

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**NOI Closing Date:** 10 March 2025

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**Solicitation Release Date:** Anticipated on 17 March 2025

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**Solicitation Closing Date:** Anticipated on 7 April 2025

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**Contract Award Date:** Anticipated in Q3 2025

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**Competition Type:** BOA+ Lowest Priced Technically Compliant

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The NCI Agency hereby notifies the NATO Nations of its intent to request quotations for the procurement of Palo Alto Networks Appliances and devices (and maybe services).

The list of prospective bidders is attached. Interested companies already holding an active Basic Ordering Agreement (BOA) with the NCI Agency may contact the point of contact below, to request inclusion on the list.

### **\*\*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

Neo Procurement

### **Annexes:**

- A. Summary of Requirements
- B. Distribution List
- C. List of Prospective Bidders

To : Distribution List

Subject : **Notification of Intent to Request Quotations for The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme for the provision of Palo Alto Networks Platform products and services**

References :

- A. AC/4-D(2019)0004(INV), dated 4 July 2019, Procedure Governing the Use of Basic Ordering Agreements
- B. BC-D(2018)0004-FINAL, BC Budget Procurement Guidance

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1. In accordance with References A through B, the NCI Agency, as the Host Nation responsible to implement the project in subject, hereby gives notice of its intent (NOI) to issue a Request for Quotation (RFQ) for The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme for the provision of Palo Alto Networks Platform products and services, 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 RFQ.
  3. The reference for this Project is RFQ-CO-424206-PAHP, and all correspondence concerning this NOI and subsequent RFQ should reference this number.
  4. Funding obligation shall occur at the time an order is placed against the IDIQ contract.
  5. The NCI Agency will use the Basic Ordering Agreement (BOA) Plus bidding procedures. Annex [C] attached to this letter contains a list of potential bidders which may be able to provide the products or services required for this Project. This list was compiled from companies already holding an active BOA with the NCI Agency.
  6. In addition to the companies listed in Annex [C], the BOA Plus procedures allow national authorities to nominate eligible bidders without an active BOA. Hence, qualified and certified companies interested in receiving the RFQ 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 10 March 2025, which is 35 calendar days after the date of this letter.
    - 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 electronically to [RFQ-CO-424206-PAHP@ncia.nato.int](mailto:RFQ-CO-424206-PAHP@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 RFQ has not been issued. The NCI Agency may even accept, at its discretion, nominations after the RFQ 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, unless they hold a valid BOA with the NCI Agency.
9. Bidders will be required to declare a bid validity of 2 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 2 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 RFQ package is anticipated to be NATO UNCLASSIFIED. However, the RFQ and the contractual documents could contain references to other NATO documents classified as NATO UNCLASSIFIED.
11. The successful bidder will be required to handle and store classified information up to the level of NATO UNCLASSIFIED. 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**

### **1. Project Objective**

The NCI Agency is seeking to establish five (3) IDIQ contracts for use at NATO Enterprise Level for the entire product lifecycle of Palo Alto Networks Platform products and services under the Enterprise Frequent and Swift Transaction (e-FAST) Contract Programme.

### **2. Scope of Work**

- a) The NATO Communications and Information Agency (NCIA) has growing requirements for Palo Alto Networks devices and is looking into renewing the existing preferred vehicle for the procurement of such devices. Therefore, the objective is to establish an e-FAST IDIQ framework with five (5) suppliers as the preferred vehicle for the procurement of Palo Alto Networks devices during its Period of Performance.
- b) The IDIQ will provide an overarching set of terms and conditions and a broad requirement. Five suppliers will receive a place on this IDIQ framework.
- c) When the Agency has a requirement for Palo Alto Networks devices, a Statement of Work (SoW) will be developed and a Delivery Order competition will be run between the five suppliers on the IDIQ. The resulting lowest priced, technically compliant offer would be awarded the resulting Task Order to complete the work detailed in the SoW. Whilst it is envisaged that the Agency has growing requirements for Palo Alto Networks devices, there is no guarantee of any work through the IDIQ framework.
- d) A place on the IDIQ framework agreement will be awarded through competition. The Agency will issue the IDIQ requirements, alongside a SoW for the first Task Order to be placed under the IDIQ framework. The five lowest priced, technically compliant bids received for first Task Order will be awarded a place on the IDIQ framework. Of these five, whichever supplier has the lowest price, technically compliant bid will be awarded the first Task Order. This approach will ensure that the five lowest priced suppliers in the market will competitively be awarded a place on the IDIQ for future Task Orders, whilst simultaneously awarding the lowest priced (of the five) the first Task Order.
- e) With the IDIQ established with up to five suppliers, Palo Alto Networks device requirements during the Period of Performance will be procured via a Delivery Order competition through this IDIQ framework. For each Delivery Order competition, the lowest priced, technically compliant quote will win the resulting Task Order. This approach will ensure that the Agency receives the best prices through competition and allow the Agency to capitalise on opportune buying points (such as discounts and promotions) throughout the Period of Performance.

- f) The aim of the IDIQ framework is to ensure a broad scope; however, a non-exhaustive list of potential hardware devices, subscriptions/services and other requirements includes:
- a. Palo Alto Networks appliances (hardware and software firewalls) to cover the entirety of Palo Alto Networks' product portfolio;
  - b. Palo Alto Networks security services/subscriptions and Cloud-delivered security services/subscriptions, such as (Advanced) Threat Prevention, (Advanced) URL Filtering, Global Protect, (Advanced) Wildfire, DNS Security, IOT security, Enterprise DLP SaaS Security, Proxy or SD-WAN may be delivered with the appliances delivered under this Schedule A;
  - c. Hardware licenses (extra virtual systems);
  - d. Accessories such as rack mounting kits and SFPs;
  - e. Software Next Generation Firewall (NGFW) Credits (such as VM series and/or CN series);
  - f. Panorama (hardware or virtual appliance);
  - g. WildFire Private Cloud Appliances;
  - h. PRISMA Services such as PRISMA Cloud, PRISMA Access, PRISMA Access browser, PRISMA SASE;
  - i. CORTEX products such as XSOAR, XDR, Xpanse, XSIAM;
  - j. On-demand services such as Unit42 Incident Response or Cyber Risk Management;
  - k. Additional continuous services like Unit42 Forward Deployed Analyst or Focused Services;
  - l. Additional Palo Alto Networks appliances and licenses that might become available during the Period of Performance.
- g) A basic period of three (3) years plus two 12-month option periods

### 3. Geographical Implementation

- a. The Contractor shall supply equipment and services to all authorized NATO Command Locations in Europe and North America including any of NATO's Affiliates, upon issuance of Task Orders in accordance with the terms of the Contract. The list of existing affiliates is available at:  
<http://www.nato.int/cps/en/natolive/structure.htm>

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

### NCI Agency – All NATEXs