

## Notification of Intent to Invite Bids

*Method: International Competitive Bidding (ICB)*

### End User Devices and Networking Equipment (CISCO)

**NCIA Reference #: IFB-CO-424286-e-FIT**

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**Estimated Ceiling Amount:** Schedule A – EUR 60,000,000  
Schedule B – EUR 100,000,000

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**NOI Closing Date:** 15 August 2025

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**Solicitation Release Date:** Anticipated on Q3 2025

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**Solicitation Closing Date:** Anticipated on Q4 2025

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**Contract Award Date:** Anticipated on Q4 2025

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**Competition Type:** ICB Lowest Priced Technically Compliant

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The NCIA hereby notifies the NATO Nations of its intent to invite bids for the procurement of End User Devices and Networking Equipment (CISCO).

The NCIA plans to issue an Invitation for Bid (IFB) for e-FIT commercial IT Equipment (End User Devices and Network Equipment (CISCO); which will result in the award of up to two (2) Firm Fixed Price (FFP) Single Award Schedules, Indefinite Delivery Indefinite Quantity (IDIQ) Contract(s).

The NCIA is seeking to establish a framework agreement serving as the preferred vehicle for End User Devices and Networking Equipment (CISCO) on an "as needed" basis.

#### **\*\*Neo eProcurement Registration\*\***

*Attention Suppliers,*

*The NCIA 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.*

**NCIA Point of Contact**  
Pedro Mendes, Contracting Officer

**Email:** IFBCO424286EFIT@ncia.nato.int

#### **Annexes:**

- A. Summary of Requirements
- B. Distribution List

To : Distribution List

Subject : Notification of Intent to Invite Bids for End User Devices and Networking Equipment (CISCO)

References : A. AC/337-D(2016)0014 REV 3 dated 8 July 2024  
B. BC-D(2018)0004-FINAL BC Budget Procurement Guidance, dated 29 January 2018

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1. In accordance with Reference A and B, the NCIA, 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 End User Devices and Networking Equipment (CISCO), 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-424286-e-FIT, and all correspondence concerning this NOI and subsequent IFB should reference this number.
  4. Funding obligation shall occur at the time an order is placed against the IDIQ contract.
  5. The NCIA plans to issue an IFB using the International Competitive Bidding (ICB) Procedure for Lowest Priced Technically Compliant (LPTC) evaluations. Two (2) Firm Fixed Price (FFP) Single Award Schedules (lots), Indefinite Delivery Indefinite Quantity (IDIQ) Contract(s) are estimated.
  6. 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 NCIA contracting authority no later than **15 August 2025**, which is 28 calendar days after the date of this letter.

7.

- 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 [IFBCO424286EFIT@ncia.nato.int](mailto:IFBCO424286EFIT@ncia.nato.int).

8. In order to maximize competition the NCIA may, at its discretion, accept nominations after the deadline, so long as the IFB has not been issued. The NCIA 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.
9. Requests for participation in this competition received directly from individual companies will not be considered.
10. Bidders will be required to declare a bid validity of 6 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 4 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.
11. 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 UNCLASSIFIED.
12. 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.
13. The NCIA reserves the right to cancel, suspend, or withdraw this NOI at its own discretion and at any time. The NCIA 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.
14. Your assistance in this procurement is greatly appreciated.

**For the Chief of Acquisition:**

**Pedro Mendes**

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Mendes  
Date: 2025.07.22 10:48:28  
+02'00'

Pedro Mendes  
Contracting Officer

## **Annex A – Summary of Requirements**

### **1. Project Objective**

To provide NCIA with a Catalogue of Goods and Services to enable the swift procurement and acquisition of End User Devices and Networking Equipment (CISCO)

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

- a. Schedule A: This will include the procurement of End User Devices
- b. Schedule B: This will include the procurement of Networking Equipment (CISCO)

### **3. Period of Performance**

The Period of Performance for both Schedules is anticipated to start in Q1 2026 and end in Q4 2030, totalling 5 years. 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.

### **4. Rapid Procurement Vehicle**

- a. Rapid Procurement Vehicles, such as IDIQ, are NATO-wide contract vehicles to quickly meet requirements for Information and Communications Technology (ICT) goods and services with the aim to maximize competition and value for money. They are uniquely designed to drive standardization, acceleration of project delivery, flexibility and benefits of volume-based discounts, while providing a quick turnaround solution to overcome service or equipment deficiencies at all levels.
- b. The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme is an NCIA Strategic Sourcing Initiative to offer best in class NATO-wide contract vehicles to quickly meet requirements for common goods and services.
- c. Accordingly, the e-FIT Framework IFB will establish two (2) IDIQ delivery mechanisms for issuance of Task Orders under the framework contract agreement for provision of End User Devices and Networking Equipment (CISCO) for use at a NATO Enterprise Level and which allows for multiple funding sources such as NSIP, MB, and 3rd Party purchases.
- d. The zero-value, no minimum guaranteed IDIQ contract the NCIA intends to award as a result of this competition process will set forth the broad requirement and will provide an overarching set of terms and conditions. Individual -Task Orders will be developed and issued, on an "as-needed basis", for each NCIA requirement within the scope of the IDIQ framework agreement.

### **5. Performance Requirements**

The Proposed Contract(s) are envisioned to include various performance options in terms of volume discounts against published Original Equipment Manufacturer(OEM) commercial pricelist/commercial catalogue pricing, expedited deliveries, and extended (warranty) support.

## 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	

### NATO HQ

#### NATO OFFICE OF RESOURCES

Management and Implementation Branch  
Attn: Deputy Branch Chief

Budget Committee Secretariat

### Internal Distribution

All NATEXs

Registry (for distribution)