



**NOTIFICATION OF PROCUREMENT OPPORTUNITY (NPO)**  
**Pre-Solicitation Notice**  
**NATO Competitive Procurement**

eAirC2 Data Platform, Governance, and Usage

**NCIA Reference #: IFB-CO-42602163-eAirC2**

**Date of NPO Publication: 12/02/2026**

**Anticipated Solicitation Release Date: 16/03/2026**

**Anticipated Solicitation Closing Date: 08/05/2026**

**Anticipated Contract Award Date: 24/07/2026**

**Point of Contact: Martin Steenwege, Senior Contracting Officer**  
**[IFB-CO-42602163-eAirC2@ncia.nato.int](mailto:IFB-CO-42602163-eAirC2@ncia.nato.int)**

## Introduction

The NATO Communications and Information Agency (NCIA) hereby notifies the following Procurement Opportunity in accordance with the Procedure for NATO Competitive Procurement ([link](#)). This notification is issued to foster open and fair competition among eligible vendors from participating nations. This notification does not constitute a commitment to award a contract.

Vendors are invited to review the requirements described herein and to submit their bids in accordance with the instructions provided in this notification and subsequent solicitation documentation. All interested vendors are reminded that timely registration and compliance with eligibility requirements are essential, as deadlines for submission may not be extended. Vendors are advised to regularly check for updates to this notification.

This opportunity reflects NATO's commitment to transparency, equal treatment of suppliers, and the efficient delivery of goods, works, and services in support of NATO missions and participating nations.

All eligible and responsible sources may submit a quotation, bid, or proposal, which shall be considered by the NCIA.

### 1. Title of Procurement Opportunity

Provision of Data Platform for eAirC2 Scope of Work

### 2. Description of Requirement

#### ***eAirC2 and Data Platform Scope of Work:***

Following the 2024 NATO Summit and recommendations from the Conference of National Armaments Directors (CNAD), the North Atlantic Council (NAC) agreed the establishment of an enhanced Air Command and Control (eAirC2) Complex Armament Programme (CAP). Delivery of the eAirC2 capability is managed by the independent Programme Office (iPO).

The purpose of the eAirC2 capability is to enable NATO to seamlessly manage all types of air operations over the SACEUR area of responsibility and to integrate air traffic control, surveillance, air mission control, airspace management and force management functions.

The eAirC2 capability must be able to support the delivery of multi-domain surveillance, detection and assessment, integrated with the space and cyberspace domains, and supported by resilient data-centric, interoperable command and control systems enabling multi-domain activities and operations.

A key component of the eAirC2 capability is the Data Platform which is the subject of this procurement and which the NCIA supports as Host Nation under the guidance of the iPO. This Data Platform is expected to incrementally integrate data products across the NATO Command Structure (NCS) and the NATO Force Structure (NFS) to enable data-centric governance and usage as NATO transitions to a data centric architecture.

#### ***Procurement Approach:***

The NCIA hereby provides notification of its intent to solicit competitive proposals for the provision of a Data Platform. The NCIA intends to adopt a Best Value competitive dialogue

evaluation methodology to procure a single Data Platform solution through the following sequential three steps:

**Step 1 – Pre-Qualification and Establishment of Competitive Range:**

The objective of this step is to select up to three proposals from Industry. These suppliers will be awarded a firm-fixed price Contract (“Development Contract”) from the NCIA in the amount of EUR 3,000,000 to support a competitive dialogue phase of nine months (Step 2).

In response to this IFB, Bidders will be requested to submit answers to a Questionnaire and an initial Technical Proposal providing pertinent details of the Data Platform product proposed. The NCIA will assess bid submissions against evaluation criteria defined in the IFB (pass/fail compliance and best value scoring of the initial Technical Proposal and Questionnaire elements) to determine the three suppliers who will proceed to Step 2 of the process.

**Step 2 – Competitive Dialogue and Product Assessment:**

The objective of Step 2 is to engage with the selected three suppliers over a nine-month competitive dialogue period. During these nine months, the suppliers will be required to install their proposed solutions at the NCIA facilities in The Hague, The Netherlands, and support the NCIA’s evaluation of their products against a total of six technical use cases which will be defined in the IFB.

**Step 3 – Best and Final Offer (BAFO) and Final Product Selection:**

The objective of Step 3 is to select the final Data Layer solution and award a follow-on contract (“Delivery Contract”) to the sole winning supplier.

During the early stages of the competitive dialogue process, the NCIA will provide the three suppliers with an additional Request for Proposal (RFP) for BAFO which will include the requirements of the Delivery Contract and the evaluation criteria (Best Value Score) against which the NCIA’s final determination will be made. The Delivery Contract is envisaged to be awarded for a period of performance of three years with optional follow-on years and will include deployment of the selected product, security accreditation, implementation of additional Data Layer functionalities (where required), product maintenance and In Service Support (ISS).

***Anticipated Schedule***

Bidders are kindly notified that the NCIA will work under accelerated timelines for bidding, evaluation, and contract award and envisages the following schedule:

IFB Release	Mar 2026
Bidder’s Conference (virtual)	Mar/Apr 2026
Step 1 Bid Closing	May 2026
Step 1 CAW	Jul 2026
Step 2 EDC	Jul/Aug 2026
Step 3 BAFO Closing	May 2027
Step 3 CAW	Jul 2027

### 3. Vendor Eligibility

- a. Participation in this Procurement Opportunity is restricted to vendors from participating nations to be indicated in the solicitation documents. Vendors from non-participating nations are not eligible to serve as prime contractors or sub-contractors.
- b. This restriction applies to the eligibility of the vendors only and does not require that the goods, works, or services themselves be manufactured or produced within participating nations.
- c. National authorities are advised that while the IFB package is anticipated to be NATO UNCLASSIFIED, execution of the proposed Contract will require Contractor personnel to access and work at NATO Class II security areas. These individuals will need to hold personnel security clearances of NATO SECRET.
- d. In addition, the winning bidder under Step 3 of the Competitive Dialogue process could be required to handle and store classified information up to the level of NATO RESTRICTED. Bidders are to note that Contract award will not be delayed in order to allow Contractor personnel to obtain missing clearances.

### 4. Access to Solicitation Documentation

- a. Interested vendors may participate to and access the solicitation documentation for this Procurement Opportunity as of the Anticipated Solicitation Release Date as follows:
  - i. Obtaining a valid Declaration of Eligibility (DoE) through the Vendor's National Authorities to be included in the Bidder's List and in order to be able to participate should the solicitation be issued.
  - ii. A template of the DoE is provided in the Annex to this NPO for reference. The prospective Bidder is responsible for arranging **for their National Authority to complete the form and to transmit the signed DoE directly to the Point of Contact (PoC) identified in this NPO.** DoE transmitted by prospective Bidders themselves cannot be accepted.
  - iii. Prospective Bidders are advised to initiate this process early, as NCIA cannot request or obtain a DoE on behalf of a prospective Bidder. Failure to ensure that a valid DoE has been received by the PoC may result in exclusion from the solicitation process.

### 5. Language of Solicitation and Bid Submission

- a. Solicitation Documentation and Proposal Submission Language(s): English

### 6. Additional Engagement Opportunities

- a. The NCIA intends to organize a virtual Bidder's Conference within two weeks of IFB release to walk interested bidders through the IFB and address an initial round of clarification requests.

- b. A dedicated invitation to all bidders for which the NCIA has received a DoE from the relevant National Delegation will follow in due course.

For the Chief of Acquisition:

Martin Steenwege  
Digitally signed by  
Martin Steenwege  
Date: 2026.02.12  
14:19:11 +01'00'

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Martin Steenwege  
Senior Contracting Officer

**Annexes:**

- Annex A - Declaration of Eligibility for NATO Competitive Procurement  
Annex B - Distribution List

**End of Notification**

Date:

**Declaration of Eligibility for NATO Competitive Procurement**

To: NCIA Procurement Authority

Subject: Declaration of Eligibility for NATO Competitive Procurement

Reference: Solicitation Number:

1. With reference to the above-mentioned NATO Competitive Procurement (NCP) opportunity, the following *[insert Country of Origin]* vendor has expressed an interest in receiving the solicitation document:
  - a. **Vendor Name:**
  - b. **Address:**
  - c. **Point of Contact/Title: Mr./Ms.:**
  - d. **Email Address:**
  - e. **Phone #:**
2. I certify that this vendor has the necessary financial, technical and professional competence to be admitted by the Government of *[insert Country of Origin]* as a bidder were it responsible for awarding a contract of this nature. The vendor listed above is security cleared to the level of this procurement opportunity.

\_\_\_\_\_  
Signature  
*[Name of National Responsible Authority]*  
*[insert Country of Origin]*

**Distribution List**

**Internal:**

CAB Mailbox  
Project Manager  
Principal Contracting Officer

**External:**

All NATO Delegations  
All NATEX