



NDC/2026/0338  
Rome, 09 February 2026

**TO:** NATO Delegations  
Attn. Secretaries of Delegations.

**SUBJECT:** NOTIFICATION OF INTENT (NOI) TO ISSUE AN INVITATION FOR INTERNATIONAL BIDDING IFIB/NDC/2026/0338 RELATING TO IMPLEMENTATION OF A SALESFORCE SOLUTION COVERING THE DIGITAL TRANSFORMATION OF THE NATO DEFENSE COLLEGE (NDC), ROME - ITALY.

1. In accordance with the stipulations of the IMSSOP 8 (5<sup>th</sup> Edition) BUDGETARY AND FINANCIAL MATTERS, Chapter 3, the following information is provided on an Invitation for International Bidding that this NATO Body has the intention to release.

*IFIB reference number:* IFIB/NDC/2026/0338.

*Title of IFIB:* IMPLEMENTATION OF A SALESFORCE SOLUTION COVERING THE DIGITAL TRANSFORMATION OF THE NATO DEFENSE COLLEGE (NDC), ROME – ITALY.

*Requirement:* After the analysis of the Digital Transformation requirements to improve organizational readiness, system inefficiencies and system integration, the NDC, has outlined the target-state vision, including the future digital environment, and how the solution develops the organizational capabilities required to support a modern, synthesized, and data-driven environment. Aim of this IFIB is to select a system integrator for the implementation of the Salesforce solution according to the available Executive Summary Analysis Project, Support Strategies and Target State, as well as supporting administration and minor improvements in the current system during the implementation.

*Type of contract:* Framework contract from 01 May 2026 until 31 December 2028. Upon award, the Contracting Officer will place purchase orders against the Contract, based on the inputs provided by the CIS as Project Manager. The orders shall be issued by each single project on an annual basis.

*Period of performance:* 1 May 2026 to 31 December 2028.

*Bidding procedure:* Sealed bidding (no negotiation). First phase: one email to a dedicated mailbox with the technical and administrative documentation. Second phase: evaluation of the compliance of the

technical and administrative documentation and technical scoring.  
Last phase: one email to a dedicated mailbox with the economic offer only by the compliant bidders.

*Award Method:* Best value approach. Out of 100 scores, 70 scores must be granted to the compliant offer with the best price, and 30 scores will be distributed across the qualitative criteria.

*Funding:* Estimated amount: 2.000.000,00 €.

*Classification:* The solicitation and the contract documents are NATO UNCLASSIFIED.

*Issue Date:* Expected 09 February 2026

*Closing Date:* Expected 11 March 2026

*Eligibility:* Governmental or Commercial entities (1) that originate and are chartered/incorporated within NATO-member nations, (2) that maintain a professionally active facility (office, factory, laboratory, etc.) within NATO-member nations and (3) that provide the funding for the aforementioned requirement.

*Delivery locations:* NATO Defense College, Rome (Italy).

*Partial bidding:* Partial bidding is authorized.

*Web site:* <http://www.ndc.nato.int>

2. NATO Defense College Purchasing & Contracting Section will directly e-mail this IFIB to all potential bidders provided by the Delegations.
3. NATO Delegations are hereby invited to nominate, by email and before 11 March 2026, the name, full address, Point of Contact, telephone and email address of potential bidders established within their country.

This and any other correspondence hereto is to be addressed to:

**NATO DEFENSE COLLEGE**  
BUDFIN - Purchasing and Contracting Section  
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