NCIA/ACQ/2021/6941
10 June 2021

Notification Of Intent to Invite Bids

Enterprise License Agreement for VEEAM Software

IFB-CO- 115496-VEEAM

Estimated Value: EUR 1,400,000.00 (4-year total)

The NCI Agency is planning to issue an Invitation for Bids (IFB) for an Enterprise License Agreement (ELA) for VEEAM software licenses for 4 years (1 year base contract +3 option years).

This ELA will support Veeam licensing requirements throughout NATO – at headquarters, commands, agencies and other NATO organisations.

The NCI Agency expects to issue the formal Invitation for Bid (IFB) **July/August 2021** with an anticipated contract award in **Q4 2021**.

Please note this IFB will likely include a bid closing date of approximately 30 days.
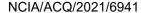
NCI Agency Point of Contact
Dorina Cani, Principal Contracting Assistant

E-mail: dorina.cani@ncia.nato.int

NATO Communications
and Information Agency

Agence OTAN d'information
et de communication

www.ncia.nato.int

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To	:	See Distribution List

Subject : - Notification of Intent to Invite Bids

     - Enterprise License Agreement for Veeam Software

     - IFB-CO-115496-VEEAM

Reference(s) : A. BC/D(2014)0126 819, Military Budget Procurement Guidance, dated 4 July 2014

1. In accordance with Reference A, the NCI Agency, as the Host Nation, hereby gives notice of its intent to issue an Invitation for Bid (IFB) for VEEAM software licenses.

2. A summary of the requirements of the Invitation for Bid is set forth in Annex A of this letter. The NCI Agency is refining the requirements and will include more details in the Invitation for Bid.

3. The reference for the Invitation for Bid is **IFB-CO-115496-VEEAM**, and all correspondence concerning this IFB should reference this number.

4. For planning purposes, the period of performance of the ELA is expected to be:

   - A base period of one year (Jan – Dec 2022)

   - Three optional years, (2023-2025), to be exercised one year at a time.

5. The NCI Agency will award one contract for the entire scope of work. No partial bidding will be accepted.

6. The NCI Agency will use the International Competitive Bidding (ICB) Procedure, lowest price technically compliant evaluation. The successful bid, pursuant to the IFB following this NOI, will be that bid which is the lowest price and technically compliant in accordance with the evaluation criteria prescribed in the IFB.

7. National Responsible Authorities are kindly requested to provide Declarations of Eligibility to the NCI Agency, **not later than 28 days from the date of this letter**, of qualified and certified companies that may be interested in receiving an Invitation for Bid for this project. The Declarations of Eligibility (DoE) should include the following information for each of the nominated companies:

   - **Company Name and Address**

   - **Point of Contact, Telephone number and E-mail address**.

This information is critical to enable prompt and accurate communication with prospective bidders. The DoE should be sent to the following point of contact:

  NATO Communications and Information Agency
  Attention: Dorina Cani – Principal Contracting Assistant
  E-mail: dorina.cani@ncia.nato.int

8. Please note that requests for participation in this competition received directly from individual companies cannot be considered.

9. The NCI Agency plans to issue the IFB in July/August 2021 with a bid closing date approximately 30 days after the IFB. Contract Award is planned for Q4 2021.

10. Bidders will be required to declare a bid validity of six (6) months from closing date for receipt of bids. If the selection and award procedure exceed the bid closing date by more than six (6) months, the NCI Agency may be request firms 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. The National Authorities are advised that the IFB package will be NATO UNCLASSIFIED.

12. Neither VEEAM nor the authorized aggregator shall be required to handle classified information. Any support case will be de-classified as with any other vendor (so regular support case modelling). Additional services that may require engineers to look at classified data will need to be handled outside the scope of the contract via separate engagement.

13. The NCI Agency point of contact for this IFB is Dorina Cani at e-mail: dorina.cani@ncia.nato.int.

14. Your assistance in this procurement is greatly appreciated.

For The Director of Acquisition:

Daniel K. Gaertner
Senior Contracting Officer

Attachment(s):

Annex A - Summary of the Requirements

ANNEX A – Summary of Requirements

IFB-CO-115496-VEEAM

VEEAM Enterprise License Agreement

1. **Background**

   1.1. NATO's requirements for VEEAM software licenses cover different geographic regions, different customers and users within NATO, and a wide variety of technical projects.

   1.2. The NCI Agency is seeking to consolidate all of NATO's VEEAM software requirements into one VEEAM Cloud & Service Provider Agreement (VCSP), by establishing a contract with a VEEAM re-seller who can offer increased flexibility and cost-savings in a multi-year Enterprise License Agreement (ELA). .

   1.1. Additionally, the ELA will allow NATO to increase the scope as its requirements increase.

2. **Schedule**

   2.1. It is expected that the ELA will be awarded in Q4 2021 so that it will be effective by 1 January 2022.

   2.2. The NCI Agency plans to award an ELA for a one year base contract plus 3 option years; the IFB will provide further details regarding the term.
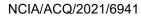
3. **Scope**

   3.1. It is intended that this ELA will be the default contract vehicle for all of NATO's VEEAM requirements in the future.

   3.2. The NCI Agency will act as the cloud provider who provides central management of licenses and central repository capacity for all of our internal users. The contract will be signed directly with the selected bidder (not with Veeam).

   3.3. The selected bidder (re-seller/aggregator) will provide the licenses, and handle payment and other administration between the NCI Agency and Veeam.

   3.4. Veeam, as the provider of the software, will provide the License Management Portal, which is used for flexible management of licenses, reporting on monthly usage, and other resources/training.

   3.5. All data stays within the NCIA private cloud; all data will reside on NATO premises at all times. No data shall leave our networks.

   3.6. Through the ELA, the NCI Agency will procure an initial quantity of points, which correspond to specific Veeam products. This quantity may increase during the year, in which case the NCI Agency would issue an additional purchase order or contract amendment.

   3.7. The quantity of points may increase or decrease for each subsequent option year. The ELA must include fixed pricing for future years that accounts for possible changes.

3.7.1. Initial Commitment

To provide prospective bidders a general expectation as to the scope of the ELA's initial commitment, the NCI Agency expects to procure 1,200,000 points (on average, 100,000 per month). This is based on the following table, which provides an overview of the VEEAM products and their respective points:

Product SKU	Product Family	Licensed Unit	Veeam Product Description	Comments
H-VASPLS-VV-R0000-00	Veeam Availability Suite	VM	Veeam Availability Suite Enterprise Plus - Includes 24/7 support.	Each unit counts as 13 points.
H-VASPLS-SS-R0000-00	Veeam Availability Suite	SAP Server	Veeam Availability Suite Enterprise Plus - Includes 24/7 support.	Each unit counts as 11 points.
H-VASPLS-OS-R0000-00	Veeam Availability Suite	Oracle DB Server	Veeam Availability Suite Enterprise Plus - Includes 24/7 support.	Each unit counts as 11 points.
H-VASENT-VV-R0000-00	Veeam Availability Suite	VM	Veeam Availability Suite Enterprise - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRPLS-VV-R0000-00	Veeam Backup & Replication	VM	Veeam Backup & Replication Enterprise Plus - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRPLS-SS-R0000-00	Veeam Backup & Replication	SAP Server	Veeam Backup & Replication Enterprise Plus - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRPLS-OS-R0000-00	Veeam Backup & Replication	Oracle DB Server	Veeam Backup & Replication Enterprise Plus - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRPLS-0R-R0000-00	Veeam Backup & Replication	Server	Veeam Backup & Replication Enterprise Plus - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRPLS-0W-R0000-00	Veeam Backup & Replication	Workstation	Veeam Backup & Replication Enterprise Plus - Includes 24/7 support.	Each unit counts as 4 points.
H-VBRPLS-NS-R0000-00	Veeam Backup & Replication	File Share	Veeam Backup & Replication Enterprise Plus - Includes 24/7 support.	Each unit counts as 10 points.
H-VBRPLS-CV-R0000-00	Veeam Backup & Replication	Cloud VM	Veeam Backup & Replication Enterprise Plus - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRENT-VV-R0000-00	Veeam Backup & Replication	VM	Veeam Backup & Replication Enterprise - Includes 24/7 support.	Each unit counts as 9 points.
H-VBRENT-0R-R0000-00	Veeam Backup & Replication	Server	Veeam Backup & Replication Enterprise - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRENT-0W-R0000-00	Veeam Backup & Replication	Workstation	Veeam Backup & Replication Enterprise - Includes 24/7 support.	Each unit counts as 4 points.
H-VBRENT-NS-R0000-00	Veeam Backup & Replication	File Share	Veeam Backup & Replication Enterprise - Includes 24/7 support.	Each unit counts as 10 points.
H-VBRENT-CV-R0000-00	Veeam Backup & Replication	Cloud VM	Veeam Backup & Replication Enterprise - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRSTD-VV-R0000-00	Veeam Backup & Replication	VM	Veeam Backup & Replication Standard - Includes 24/7 support.	Each unit counts as 5 points.
H-VBRSTD-0R-R0000-00	Veeam Backup & Replication	Server	Veeam Backup & Replication Standard - Includes 24/7 support.	Each unit counts as 11 points.
H-VBRSTD-0W-R0000-00	Veeam Backup & Replication	Workstation	Veeam Backup & Replication Standard - Includes 24/7 support.	Each unit counts as 4 points.
H-VBRSTD-NS-R0000-00	Veeam Backup & Replication	File Share	Veeam Backup & Replication Standard - Includes 24/7 support.	Each unit counts as 10 points.
H-VBRSTD-CV-R0000-00	Veeam Backup & Replication	Cloud VM	Veeam Backup & Replication Standard - Includes 24/7 support.	Each unit counts as 11 points.
H-ONE000-VV-R0000-00	Veeam ONE	Workload	Veeam ONE - Includes 24/7 support.	Each unit counts as 2 points.
H-VAN000-0V-R0000-00	Veeam Availability for Nutanix AHV	VM (vSphere, Hyper-V, AHV)	Veeam Availability for Nutanix AHV - Includes 24/7 support.	Each unit counts as 11 points.
H-VMPPLS-VS-R0000-00	Veeam Management Pack	Socket	Veeam Management Pack for Microsoft System Center Enterprise Plus - Includes 24/7 support.	Each unit counts as 45 points.

	for Microsoft System Center			
H-VAGAIX-0R-R0000-00	Veeam Agent for IBM AIX	Server	Veeam Agent for IBM AIX - Includes 24/7 support.	Each unit counts as 11 points.
H-VAGSLR-0R-R0000-00	Veeam Agent for Oracle Solaris	Server	Veeam Agent for Oracle Solaris - Includes 24/7 support.	Each unit counts as 11 points.
H-VBO365-0U-R0000-00	Veeam Backup for Microsoft Office 365	User	Veeam Backup for Microsoft Office 365 - Includes 24/7 support.	Each unit counts as 1.5 points.
H-VAO000-0V-R0000-00	Veeam Availability Orchestrator	VM	Veeam Availability Orchestrator - Includes 24/7 support.	Each unit counts as 11 points.
H-K10ENT-0N-R0000-00	Veeam KASTEN K10	Node	Kubernetes Backup and DR with Kasten by Veeam. Kasten K10 Enterprise Platform - Per node license for Kasten Enterprise K10 Data Management Platform - Includes 24/7 support.	Each unit counts as 320 points.
H-CCEBCK-0V-R0000-00	Veeam Cloud Connect Backup	VM	Veeam Cloud Connect Backup - Includes 24/7 support.	Each unit counts as 5 points.
H-CCEBCK-0R-R0000-00	Veeam Cloud Connect Backup	Server	Veeam Cloud Connect Backup - Includes 24/7 support.	Each unit counts as 7 points.
H-CCEBCK-0W-R0000-00	Veeam Cloud Connect Backup	Workstation	Veeam Cloud Connect Backup - Includes 24/7 support.	Each unit counts as 3 points.
H-CCEREP-0V-R0000-00	Veeam Cloud Connect Replication	VM	Veeam Cloud Connect Replication - Includes 24/7 support.	Each unit counts as 10 points.

3.7.2. Additional Requirements

There are expected to be future requirements for VEEAM licenses that will not be included in the base contract. These new licenses will be activated as future requirements are defined and authorized.

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