



NATO UNCLASSIFIED  
(Releasable to North Macedonia)

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NCIA/ACQ/2019/12728  
4 Sep 2019

## Notification of Intent to Request Quotations for

### Urgent Obsolescence Management RFQ-CO-15099-UOM

**EUR 35,753,000 (Estimated value)**

As an urgent obsolescence management requirement, the NCI Agency is seeking the acquisition and deployment of cyber security equipment to replace equipment and systems that are at or near end of life. These systems are part of the existing NATO Computer Incident Response Centre (NCIRC).

Principal Contracting Officer: Ms. Rebecca Benson

Point of Contact: Ms. Sherrie Mendes

E-mail: [Sherrie.Mendes@ncia.nato.int](mailto:Sherrie.Mendes@ncia.nato.int)

To : Distribution List

Subject : **Notification of Intent to Invite Requests for Quotations for Urgent Obsolescence Management**

Reference(s) : A. AC/4-D(2019)0004 (INV)  
B. AC/4-DS(2019)0015

1. In accordance with Reference B, notice is given of the intent of the NATO Communications and Information Agency (NCI Agency), as the Host Nation, to issue a Request for Quotation (RFQ) to Refresh and Replace Urgent Obsolescent Equipment and Systems under the RFQ is conducted under the new NATO Procedures: "*Procedure Governing the Use of Basic Ordering Agreements concluded by the NATO Communications and Information Agency – 2019 version*", Ref: AC/4-D(2019)0004 (INV)" Basic Ordering Agreement Plus (BOA+) procedures outlined in Reference A.



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2. Annex A of this Notification of Intent (NOI) is a summary of the project's requirements. These requirements will replace the minimal set of equipment facing urgent obsolescence, for example, equipment end-of-life (e.g., lack of spare parts, inability to run the latest software versions), discontinued vendor support, or the inability to meet current requirements. These requirements are being refined and detailed as part of the preparation of the Urgent Obsolescence Management (UOM) proposed BOA+ Awards.
3. The reference for the RFQ is RFQ-CO-15099-UOM, and all correspondence concerning this RFQ must reference this number.
4. The estimated investment cost for the services and deliverables included within the basic scope of the intended contract(s) is EUR 35,753,000. Funding for this project is provided by the Investment Committee as per Reference B.
5. The envisaged procurement procedure for this RFQ will be the BOA+ procedures. The successful quote, pursuant to the RFQ following this NOI, will be that quote that offers the lowest price and is technically compliant in accordance with the evaluation criteria prescribed in the RFQ. The Purchaser may make multiple awards as a result of this solicitation (see Annex A for details).
6. The formal RFQ is planned to be issued end of September 2019, and Contract Award is planned for mid-December 2019.
7. The initial Vendor list extracted from those companies who currently have active BOAs with the NCI Agency and who may be interested is attached at Annex B. Companies that have a signed and activated a NCI Agency BOA but are not listed in Annex B may also contact the NCI Agency's POC at point 7b of this letter enabling the Company to be added to the Vendor list. National responsible authorities are kindly requested that the NCI Agency be provided Declarations of Eligibility (DoE) not later than **18 Sep 2019**, for qualified and certified firms that are interested in quoting against this project but currently do not possess an active NCI Agency BOA.
  - a. In addition to the certification of the firm's security clearances required under this NOI, the DoE should include the following information for each of the nominated firms:

Name of the Firm

Telephone number

E-mail address

Point of Contact.

- b. This information is critical to enable prompt and accurate communication with prospective Offerors and should be sent to the following address:

NATO Communications and Information Agency

Boulevard Leopold III, 1110, Brussels, BELGIUM

Attention: Mrs. Sherrie Mendes – Sr. Contracting Officer (Consultant), S2/2095

E-mail : [Sherrie.Mendes@ncia.nato.int](mailto:Sherrie.Mendes@ncia.nato.int)

8. Offerors will be required to declare a Quotation validity of six (6) months from closing date for receipt of quotes, supported by a Quotation Guarantee, the value of which will be specified in the RFQ.
9. National authorities are advised 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 RESTRICTED.
10. The successful Offeror will be required to handle and store classified information up to the level of NATO SECRET. In addition, Contractor personnel will be required to work unescorted in Class II Security areas and 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(s).
11. Requests for participation in this competition directly from firms without an active NCI Agency BOA cannot be considered and point 7 of this letter applies.
12. The Principal Contracting Officer for this RFQ is Rebecca Benson. The NCI Agency Point of Contact (POC) for all information concerning this RFQ is Ms. Sherrie Mendes, Senior Contracting Officer (Consultant) and can be reached at email: [Sherrie Mendes@ncia.nato.int](mailto:Sherrie.Mendes@ncia.nato.int).
13. Your assistance in this procurement is greatly appreciated.

FOR THE DIRECTOR:

**[Original Signed By]**

Rebecca Benson  
Principal Contracting Officer

**Attachment(s):**

Annex A- Summary of the Requirements

Annex B – Initial BOA Vendor List

## Annex A – Summary of the Requirements

### I

#### 1. Introduction

As an urgent obsolescence management requirement, the NCI Agency is seeking the acquisition and deployment of cyber security equipment to replace equipment and systems that are at or near end of life. These systems are part of the existing NATO Computer Incident Response Centre (NCIRC) which is operated centrally at SHAPE Mons. This includes components deployed both at the NCIRC operations base in SHAPE as well as at various NATO sites.

The primary objective of this acquisition is to ensure continuity of service and support by refreshing the existing components of the NCIRC capability that are nearing end of life. Further work to uplift the architecture of the NCIRC capability is anticipated at a later date. As such, this project does not foresee significant redesign of any NCIRC capabilities.

2. Project Scope The requirements under this RFQ are divided into Lots, referred to as Schedules. Bidders may bid on one or all of the Schedules. Award of the requirements will be by Schedule and Schedules may not be subdivided for partial bid purposes. Bidders may not bid on the basis of “All or Nothing” Bids for all five Schedules, but one bidder may separately win all five Schedules. The grouping of the requirements by Schedule is as follows:

Schedule A – This schedule has two requirements which will be contracted as a single-award

1. Partial refresh of the currently deployed Cisco SourceFire Network Intrusion Prevention System. To include:
  - Hardware replacement of sensors and management centre appliances without change to existing system design.
  - Implementation services to support deployment and migration activities across the sites detailed below.
  - Update of system design documentation.
  - Provision of O&M Manuals.
  - Provision of Training material and delivery of training.
  - Provision of initial set of spare parts.
2. Full refresh of the currently deployed RSA NetWitness Network System (for full packet capture). To include:
  - Hardware replacement of all sensors and management centre appliances without change to existing system design.
  - Implementation services to support deployment and migration activities across the sites detailed below.
  - Update of system design documentation.
  - Provision of O&M Manuals.
  - Provision of Training material and delivery of training.

- Provision of initial set of spare parts.

Schedule B – Procurement of Checkpoint and Palo Alto Firewall hardware to serve as spares.

Schedule C – Refresh of a video wall within the Security Operations Centre to include the procurement and installation of hardware to replace the existing equipment to support operational information display.

Schedule D – Upgrade of the enterprise log collection system based on Splunk to enable the transition of cyber security logging to the established enterprise logging system.

Schedule E – Partial refresh of the currently deployed ArcSight Security Information and Event Management (SIEM) system including Enterprise Security Manager (ESM) and Management Center (ArcMC), tuning of event management, and corresponding implementation services.

### 3. Geographical Implementation

The NCIRC capability is operated centrally from SHAPE Mons. Schedules B, C, D, and E are wholly deployed and operated from SHAPE Mons. Schedule A, while centrally managed and operated from SHAPE Mons, may also have components deployed within NCIRC enclaves to support monitoring at the following geographical locations and will specify within the RFQ:

- Mons, Belgium
- Naples, Italy
- Brunssum, Netherlands
- Izmir, Turkey
- Northwood, UK
- Norfolk VA, USA
- Brussels, Belgium
- Aix en Provence, France
- Munich, Germany
- Capellen, Luxembourg
- The Hague, Netherlands
- Uedem, Germany
- Poggio Renatico, Italy
- Torrejon, Spain
- Betzdorf, Luxembourg
- Ramstein, Germany
- Stavanger, Norway
- Bydgoszcz, Poland
- Monsanto, Portugal
- Geilenkirchen, Germany
- La Spezia, Italy