



NATO UNCLASSIFIED

Acquisition Directorate

Boulevard Léopold III  
B-1110 Brussels, Belgium

NCIA/ACQ/2020/7029  
15 September 2020

**Notification Of Intent to Invite Bids**

**Enterprise License Agreement for  
McAfee Software**

**IFB-CO-115286-McAfee**

Estimated Value: EUR 2,500,000.00 over 3 years

The NCI Agency is planning to issue an Invitation for Bids (IFB) for an Enterprise License Agreement (ELA) for McAfee software licenses and support services for 3 years.

This ELA will support McAfee requirements throughout NATO – at headquarters, commands, agencies and other NATO organisations. The IFB will state an initial volume of software license requirements with the option to expand if NATO's requirements increase.

The NCI Agency expects to issue the formal Invitation for Bid (IFB) October **2020** with an anticipated contract award in **December 2020**.

Please note this IFB will likely include a bid closing date of approximately 21 days.

**NCI Agency Point of Contact**  
Dan Gaertner, Senior Contracting Officer

E-mail: [daniel.gaertner@ncia.nato.int](mailto:daniel.gaertner@ncia.nato.int)



NATO Communications  
and Information Agency  
Agence OTAN d'information  
et de communication

[www.ncia.nato.int](http://www.ncia.nato.int)

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To : See Distribution List

Subject : - Notification of Intent to Invite Bids  
- Enterprise License Agreement for McAfee Software  
**- IFB-CO-115286-McAfee**

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 McAfee Software Licenses and Support.
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-115286-McAfee**, 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 three years.
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 14 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 October 2020 with a bid closing date approximately 21 days after the IFB. Contract Award is planned for December 2020.
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 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. The successful bidder may be required to handle and store classified information up to the level of "NATO RESTRICTED". In addition, execution of the proposed contract may require, in accordance with NATO Security Policy C-M(2002)49, personnel of the successful bidder to be required to hold individual security clearances of "NATO SECRET". Only firms maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting contract.
13. The NCI Agency point of contact for this IFB is Dan Gaertner at e-mail: daniel.gaertner@ncia.nato.int.
14. Your assistance in this procurement is greatly appreciated.

For The Director of Acquisition:

**Gael Craver**  
Digitally signed by Gael Craver  
Date: 2020.09.15 09:41:24  
+02'00'  
AGENCY  
Gael Craver  
Principal Contracting Officer

**Attachment(s):**

Annex A- Summary of the Requirements



**ANNEX A – Summary of Requirements**

**IFB-CO-115286-McAfee**

**McAfee Software Licenses and Support**

**1. Background**

- 1.1. NATO’s requirements for McAfee 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 McAfee requirements by establishing a contract with a McAfee re-seller who can offer increased flexibility and cost-savings in a multi-year Enterprise License Agreement (ELA). This ELA would cover software assurance of the current installed base and the purchase of new licences, rather than buying licenses on a per contract basis.
- 1.3. 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 mid-December 2020 so that it will be effective by 1 January 2021.
- 2.2. The NCI Agency plans to award an ELA for a three-year period; 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 McAfee requirements in the future.
- 3.2. The ELA will include both; a) an initial commitment for licenses that are active upon contract award and, b) a price list for future licenses to be acquired as necessary.

**3.2.1. Initial Commitment**

To provide prospective bidders a general expectation as to the scope of the ELA’s initial commitment, the following table provides a high-level estimate of the volume and types of licenses that will need to be covered by new McAfee products upon contract award.

SKU	Description	Quantity
CTPYFM-AA-JG	MFE Complete EP Threat Protect 1YrBZ[P+]	31000
MOVYCM-AT-FG	MFE MOVE AV for Virtual Servers OS 1YrBZ	600
MOVYFM-AA-JG	MFE MOVE AV for Virtual Dsktops1YrBZ[P+]	1300



CDAYFM-AA-JG	MFE CompleteDataPrtxn Adv 1yr BZ [P+]	16000
CDAYFM-AA-JG	MFE CompleteDataPrtxn Adv 1yr BZ [P+]	3800
AVMYFM-AA-JG	MFE VirusScan for MAC 1Yr BZ [P+]	20
PSMYFM-AA-JG	MFE Sec for MS SharePoint 1yr BZ [P+]	400
PSMYFM-AB-AG	MFE Sec for MS SharePoint 1Yr BZ	4
AT1ECE-AB-AG	MFE Adv Threat ATD-VM1008 1:1 BZ	1
EDRAJE-AT-JG	MFE EP Threat Def and Resp 1:1BZ [P+]	150
CDAYFM-AA-JG	MFE CompleteDataPrtxn Adv 1yr BZ [P+]	1200
CDBYFM-AA-JG	MFE Complete Data Prtxn 1Yr BZ [P+]	5
ETPYFM-AA-JG	MFE EP Threat Protection 1Yr BZ [P+]	5
ETPYFM-AA-JG	MFE EP Threat Protection 1Yr BZ [P+]	5
CDBYFM-AA-JG	MFE Complete Data Prtxn 1Yr BZ [P+]	5
CTPYFM-AA-JG	MFE Complete EP Threat Protect 1YrBZ[P+]	1290
ETPYFM-AA-JG	MFE EP Threat Protection 1Yr BZ [P+]	457
CWBYFM-AB-JG	MFE Cloud Workload Sec Basic 1YrBZ[P+]	685
TIEYFM-AA-JG	MFE Threat Intel Exchange 1Yr BZ [P+]	4000
ENHSUCCESS-ATG	MFE Enhanced Success Plan 1yr Prepaid	1
MD-SS-COMBOPPG	Solution Services Daily Consulting and Travel Combo Prepaid	50
GSSYFM-AA	Gold support - Security and Anti-Spam for Email Servers	11
LXSYFM-AA/B	McAfee VirusScan Enterprise for Linux	12



3.2.2. Additional Requirements

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

3.2.3. Services

In addition to the licenses, the ELA will include a McAfee Tier-2 Technical Account Manager and Professional Services.