



NATO UNCLASSIFIED

Acquisition Directorate

Darren.Corkindale@ncia.nato.int

Telephone: +32 (2) 707 5182

NCIA/ACQ/2021/07034

NCIA/ACQ/2021/07035

19 October 2021

To: See Distribution List

Subject: **Request for Quotation RFQ-CO-115160-EAPA**

Reference: A. C-M(2015)0025
B. AC/337-D(2016)0014
C. BC-D(2018)0004
D. AC/4-D(2019)0004 (INV)

Dear Sir/Madam,

1. Your firm is hereby invited, to participate in a BOA Plus competition for Enterprise Agreements for the entire product lifecycle of Palo Alto Networks equipment and services.
2. The requirements under this Request For Quotation (RFQ) are allocated into two Schedules as follows:
 - a. Schedule A will establish an e-FAST Indefinite Delivery Indefinite Quantity (IDIQ) framework with up to three (3) suppliers as the preferred vehicle for the procurement of Palo Alto Networks hardware devices during its Period of Performance.
 - b. Schedule B will establish a multi-year Enterprise Support Agreement. The NCI Agency will place one contract to cover the entire scope of Schedule B.
3. The contract awards will be based on the quotations evaluated as:
 - a. Schedule A the three lowest priced, technically compliant in accordance with the evaluation criteria set forth in the Bidding Instructions.
 - b. Schedule B the single lowest price, technically compliant in accordance with the selection criteria set forth in the Bidding Instructions.
4. **THE CLOSING TIME FOR SUBMISSION OF QUOTATIONS IN RESPONSE TO THIS RFQ IS 13:00 HOURS (BRUSSELS TIME) ON FRIDAY 05 NOVEMBER 2021.**



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

Boulevard Leopold III
1110 Brussels, Belgium

www.ncia.nato.int

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5. This RFQ consists of the following documents:
- a) Book I – Bidding Instructions. Book I provides the general bidding information and includes the following annexes:
 - i. Annex A – Clarification Request Forms;
 - ii. Annex B – Administrative Certificates;
 - iii. Annex C – Bidding Sheets – The bidding sheets should be completed exactly as instructed;
 - iv. Annex D – Instructions for the preparation of Bidding Sheets;
 - v. Annex E – Compliance Table.
 - b) Schedule A Representative Task Order (for evaluation purposes) contains the following sections:
 - i. Representative Task Order Schedule of Supplies and Services (SSS) – This contains the representative delivery requirements used for evaluation purposes to identify the Offerors which will be awarded a place on the IDIQ;
 - ii. Representative Task Order Statement of Work (SoW). This sets forth the representative specifications governing the performance requirements of the Task Order and is used here for evaluation purposes to identify the Offerors which will be awarded a place on the IDIQ.
 - c) Schedule A Book II – Prospective Contract. Book II contains the following sections:
 - i. Contract Signature Page;
 - ii. Contract Special Provisions and annexes;
 - iii. NCI Agency Contract General Provisions;
 - iv. The Statement of Work and annexes. This sets forth the detailed specifications governing the performance requirements of the contract.
 - d) Schedule B Book II – Prospective Contract. Book II contains the following sections:
 - i. Contract Signature Page;
 - ii. Schedule of Supplies and Services (SSS) – This Section will be derived from the bidding sheets submitted by the winning Offeror;
 - iii. Contract Special Provisions;
 - iv. NCI Agency Contract General Provisions;
 - v. The Statement of Work. This sets forth the detailed specifications governing the performance requirements of the contract.
6. The overall security classification of this RFQ is “NATO UNCLASSIFIED”. This RFQ remains the property of the NCI Agency and shall be protected in accordance with the applicable national security regulations.
7. You are requested to complete and return the enclosed acknowledgement of receipt within 5 days of receipt of this RFQ, informing NCI Agency of your intention to quote/not to quote. Your firm is not bound by its initial decision, and if you decide to reverse your stated intention at a later date, you are requested to advise us by a separate email.
8. The reference for this RFQ is RFQ-CO-115160-EAPA, and all correspondence concerning the RFQ should reference this number.



9. Prospective Offerors are advised that the NCI Agency reserves the right to cancel this RFQ at any time in its entirety and bears no liability for quotation preparation costs incurred by firms or any other collateral costs if solicitation cancellation occurs.
10. Your point of contact for all information concerning this RFQ is Mr. Darren Corkindale, Senior Contracting Officer Consultant, who may be reached at RFQ-CO-115160-EAPA@ncia.nato.int

For the Director of Acquisition:

Edel Esparza
Principal Contracting Officer (acting)

Enclosures:

- RFQ-CO-115160-EAPA -Book I Bidding Instructions (applicable to both Schedules A & B)
- RFQ-CO-115160-EAPA Schedule A -Book II Prospective Contract
- RFQ-CO-115160-EAPA Schedule B -Book II Prospective Contract