Market Survey – Request for Information

Procurement and Management of IT equipment (PMIE)
NCI Agency Reference: MS-115300-PMIE

NCI Agency is seeking information from Nations and their Industry to identify available solutions to procure full lifecycle management services for IT equipment, including replacement on obsolescence

NCI Agency Point of Contact
Frank Iyakaremye, Contracting Officer
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To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey**
                Request for Information MS-115300-PMIE

1. The NCI Agency requests the assistance of the Nations and their Industry to identify available solutions to procure full lifecycle management services for IT equipment, including replacement on obsolescence.

2. The NCI Agency requests the broadest possible dissemination by the Nations of this Market Survey Request to their qualified and interested industrial base.

3. The NCI Agency reference for this Market Survey Request is **MS-115300-PMIE**, and all correspondence and submissions concerning this matter should reference this number.

4. Respondents are requested to reply via the questionnaire at Annex B.

5. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the Point of Contact indicated at Paragraph 9 below).

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

Avenue du Bourget 140
1140 Brussels, Belgium
www.ncia.nato.int

6. Responses shall in all cases include the name of the firm, telephone number, e-mail address, designated Point of Contact, and a <u>NATO UNCLASSIFIED</u> description of the capability available and its functionalities. This shall include any restrictions (e.g. export controls) for direct procurement of the various capabilities by the NCI Agency. Non-binding product pricing information is also requested as part of the questionnaire.

7. Interested parties are responsible for adequately marking proprietary or competition sensitive information contained in their response.

8. Responses are requested to be submitted by no later than **05 July 2023.**

9. Please send all responses via email to:

Frank Iyakaremye

NCI Agency, Acquisition

Frank.Iyakaremye@ncia.nato.int

10. The RFI is solely a request for information, to support requirements and approvals. It shall not be treated as a request for quotation or an invitation for bids. The Agency will consider and analyse all information received from this RFI and may use these findings to develop a future solicitation. Any future solicitation would be advertised on the Agency's bulletin board for all eligible companies to respond. Participating in this RFI will not benefit, or prejudice, involvement in any future solicitation.

11. Any response to this request shall be provided on a voluntary basis. Negative responses shall not prejudice or cause the exclusion of companies from any future procurement that may arise from this Market Survey. Responses to this request, and any information provided within the context of this survey, including but not limited to pricing, quantities, capabilities, functionalities and requirements will be considered as information only and will not be construed as binding on NATO for any future acquisition.

12. The NCI Agency is not liable for any expenses incurred by firms in conjunction with their responses to this Market Survey and this Survey shall not be regarded as a commitment of any kind concerning future procurement of the items described.

13. Your assistance in this Market Survey request is greatly appreciated.

For the Director of Acquisition:

//signed//

Frank Iyakaremye
Contracting Officer

<u>Enclosures</u>:
Annex A, Distribution List
Annex B, Summary of Requirements & Questionnaire

ANNEX B

Summary of Requirements

The NCI Agency is seeking a NATO nation based industry partner to provide a solution to improve management of hardware obsolescence from re-active to pro-active and commission a list of IT equipment to address obsolescence management requirements and facilitate a technology refresh.

Capital Expenditure (CAPEX) and Operational Expenditure (OPEX) cost models are potentially valid options. To make better consideration, the NCI Agency is seeking to improve understanding of OPEX cost models, subscription models and service descriptions for lifecycle management of IT equipment and understanding of components available solutions/services would consist of, based on market availability.

Equipment will need to be delivered to Belgium, additional components will be deployed at various geographical locations, including Mons and Brussels (BE), Lago Patria, Pogio Renatica, La Spezia (IT), Brunssum, The Hague (NL), Izmir (TR), Northwood (UK), Nofolk VA (US), Aix en Provence (FR), Munich, Uedem, Ramstein and Geilenkirchen (DE), Capellen and Betzdorf (LU), Torrejon (ES), Stavanger (NO), Monsanto (PT) and Bydgoszcz (PL).

RFI Instructions

- You may either enter your responses under the questions on the following pages, or use a separate document to provide your responses.

- Please feel free to make assumptions, however, it is important that you state what these assumptions are.

- Please do not enter any general company marketing or sales material as part of your specific responses within this market survey. Please submit such material as enclosures with the appropriate references within your replies.

- Please try to answer the relevant questions as comprehensively as possible, providing as much detail as necessary.

- Cost details requested in the questions refer to Rough Order of Magnitude (ROM) Procurement. Please include all assumptions the estimate is based upon:
  - o Advantages & disadvantages of your product/solution/organisation,
  - o Any other supporting information you may deem necessary including any assumptions relied upon.

- Other supporting information and documentation (technical data sheets, marketing brochures, catalogue price lists, descriptions of existing installations, manuals, etc.) are also desired.

RFI Questions (1- 15)

1. Please provide your:

    a. Company name and address

    b. Point of Contact name, title and email address

2. NCIA is seeking a solution based on NATO nation products and/or services. Please

indicate the name and national origin of the parent company for each product or service you are including in your survey response.

3. Please provide (a) service description(s) for the solution(s) your organization currently delivers with regards to. Lifecycle management of IT-equipment based on OPEX cost model.

4. Does your organization prefer to sell IT equipment via a CAPEX cost model or OPEX cost model?

   a. CAPEX

   b. OPEX

   c. No preference

5. Is provision of certified services for disposal of IT-equipment and/or data wiping part of your organization's service offering?

   a. Yes

   b. No

   c. No, however, we are able to partner with a certified specialist and are interested to do so

6. Please indicate the manufacturers of IT equipment that are in your service offering, or can be in your service offering for specifically the following types of IT equipment:

   a. Switches

   b. Servers (for virtualization purposes)

   c. Network TAPS

   d. Network Packet Brokers/Aggregators

   e. Mail Guards

   f. Data Diodes

7. If possible, please provide examples of 2 contracts where IT equipment is provided as a service with existing customers (anonymized)

   a. Contract duration

   b. Scope

   c. Contracted services related to lifecycle and IT equipment delivered using OPEX cost model

   d. Challenges

8. Please describe how your organization could arrange logistics for delivery to locations as mentioned under Summary of Requirements and include the distribution points your organization has closest to each location equipment needs to be delivered to.

9. Please describe which OPEX/subscription/model you recommend based on the list of IT equipment (see question 6) and the Summary of Requirements and explain why.