

NCIA/ACQ/2018/1587

9 October 2018

**Notification Of Intent to Invite Bids**

**Enterprise License Agreement for  
VMWare Software**

**IFB-CO-14889-VMWARE**

Estimated Value: EUR 10,000,000 over 5 years

The NCI Agency is planning to issue an Invitation for Bids (IFB) for an Enterprise License Agreement (ELA) for VMWare software licenses and support services for 5 years.

This ELA will support VMWare 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) in **November 2018** with an anticipated contract award in **December 2018**.

Please note this IFB will likely include a bid closing date sooner than the normal 35 days.

**NCI Agency Point of Contact**

Dan Gaertner, Senior Contracting Officer

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

To : See Distribution List

Subject : - Notification of Intent to Invite Bids  
- Enterprise License Agreement for VMWare Software  
**- IFB-CO-14889-VMWARE**

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 VMWare 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-14889-VMWARE**, 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 five years.
5. The NCI Agency will award one contract for the entire scope of work, including the options. No partial bidding will be accepted.
6. The NCI Agency is authorised to 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 21 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: Dan Gaertner – Senior Contracting Officer  
E-mail: daniel.gaertner@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 November 2018 with a bid closing date earlier than the typical 35 days. Contract Award is planned for December 2018.
10. Bidders will be required to declare a bid validity of six (6) months from closing date for receipt of bids, supported by a bid guarantee of €150,000 (one hundred fifty thousand euros). 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 and the bid guarantee 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](mailto:daniel.gaertner@ncia.nato.int).
14. Your assistance in this procurement is greatly appreciated.

For The Director of Acquisition:



Gael Craver  
Principal Contracting Officer

**Attachment(s):**

Annex A- Summary of the Requirements

## ANNEX A – Summary of Requirements

### IFB-CO-14889-VMWARE

#### VMWare Software Licenses and Support

#### 1. Background

- 1.1. NATO's requirements for VMWare 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 VMWare requirements by establishing a contract with a VMWare re-seller who can offer NATO 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. As NATO faces the transition of several major projects, the specific requirements for future years are not yet known with certainty. Therefore, 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 2018 so that it will be effective by 1 January 2019.
- 2.2. The NCI Agency plans to award an ELA for a five-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 VMWare requirements in the future.
- 3.2. The ELA will include both firm requirements that are active upon contract award and priced options that may be exercised as needed.

##### 3.2.1. Firm Requirements

Software assurance of the current installed base will be based on a new set of VMWare products to replace the current licenses. These firm requirements will be active upon contract award.

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

Description	Quantity
VMware Infrastructure Acceleration Kit for 8 processors	1
VMware Infrastructure Midsize Acceleration Kit for 6 processors	1
VMware App Volumes Advanced 100 Pack (Named Users)	2

VMware Enterprise Plus Acceleration Kit for 8 processors (Includes vSphere Enterprise Plus for 8 Processors, 1 vCenter Server Standard)	5
VMware Horizon 7 Standard : 10 Pack (CCU)	2
VMware Horizon Advanced Edition: 10 Pack (CCU)	1
VMware Horizon Enterprise Edition: 100 Pack (Named Users)	4
VMware Horizon View Standard Edition: 10 Pack	9
VMware Horizon View Standard Edition: 100 Pack	5
VMware Infrastructure Foundation Acceleration Kit for 6 Processors (Includes VirtualCenter Foundation, VI Foundation for 6 Processors)	2
VMware Site Recovery Manager 6 Enterprise (1 VM)	250
VMware Site Recovery Manager 6 Standard (25 VM Pack)	3
VMware vCenter Configuration Manager for Suites (Per CPU)	50
VMware vCenter Server 6 Foundation for vSphere up to 3 hosts (Per Instance)	6
VMware vCenter Server 6 Standard for vSphere 6 (Per Instance)	61
VMware vCenter Site Recovery Manager for vCloud Suites (Per CPU)	50
VMware View 3 Enterprise Bundle: 100 Pack	1
VMware View 3 Enterprise Bundle: Starter Kit	2
VMware View 4 Enterprise to Premier Upgrade: 100 pack	1
VMware View 4 Premier Add-On: 10 pack	10
VMware View 4 Premier Bundle: 10 Pack	135
VMware View 4 Premier Bundle: 100 Pack	1
VMware View 4 Premier Bundle: Starter Kit	2
VMware View 5 Enterprise Bundle: 10 Pack	3
VMware View 5 Premier Bundle: 10 Pack	2
VMware vRealize Automation 7 Advanced (25 OSI Pack)	4
VMware vRealize Automation 7 Standard (Per CPU)	10
VMware vRealize Operations 6 Advanced (25 OSI Pack)	24
VMware vRealize Operations 6 Enterprise (25 OSI Pack)	4
VMware vRealize Operations 6 Standard (25 VM Pack)	16
VMware vRealize Operations for Horizon: 10 Concurrent User Pack	60
VMware vRealize Suite 7 Enterprise (Per PLU)	50
VMware vRealize Suite 7 Standard (Per PLU)	10
VMware vSphere 4 Essentials Bundle for 3 hosts (Max 2 processors per host and 6 cores per processor)	2
VMware vSphere 5 Essentials Kit for 3 hosts (Max 2 processors per host)	11
VMware vSphere 5 Essentials Plus Kit for 3 hosts (Max 2 processors per host)	1
VMware vSphere 6 Enterprise for 1 processor	168
VMware vSphere 6 Enterprise Plus for 1 processor	897
VMware vSphere 6 Enterprise Plus for vCloud Suites (Per CPU)	60
VMware vSphere 6 Essentials Plus Kit for 3 hosts (Max 2 processors per host)	12
VMware vSphere 6 Standard for 1 processor	75

VMware vSphere 6 with Operations Management Enterprise Plus for 1 processor	4
VMware Workstation Pro 12 for Linux and Windows, ESD	86

### 3.2.2. Optional Requirements

There are many projects that will require VMWare 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 VMWare Tier-2 Technical Account Manager and Professional Services.

3.3. The NCI Agency is aware that it is possible to procure software assurance of existing licences and new licenses in a more flexible manner by buying credits, which may then be exchanged for different licenses or services depending on the evolving requirements of NATO's projects and users. The IFB will provide more details regarding the specific scope of this ELA.