

## Notification of Intent to Invite Bids Amendment 2

*Method: International Competitive Bidding (ICB)*

### COTS IT Equipment and Cloud services for Server and Storage, duly named E-FIT

#### NCI Agency Reference #: IFB-CO-422191-e-FIT

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**Not To Exceed ceiling amount of:** Schedule A – 60,000,000 EUR  
Schedule B – 5,000,000 EUR  
Schedule C – 30,000,000 EUR

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**NOI Closing Date:** 23 February 2024

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**Solicitation Release Date:** Anticipated Q1 2024

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**Solicitation Closing Date:** Anticipated Q2 2024

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**Contract Award Date:** Anticipated Q2 2024

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**Competition Type:** ICB Lowest Priced Technically Compliant

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The NCI Agency hereby notifies the NATO Nations of its intent to invite bids for the procurement of COTS IT equipment and Cloud services for Server and Storage.

The NCI Agency plans to issue an Invitation for Bid (IFB) for e-FIT commercial IT Equipment (server, storage and Apple devices) and Cloud services for server and storage; which will result in the award of up to three (3) Firm Fixed Price (FFP) Single Award Schedules, Indefinite Delivery Indefinite Quantity (IDIQ) Contract(s).

The NCI Agency is seeking to establish a framework agreement(s) serving as the preferred vehicle for commercial IT and Cloud services of multiple funding sources at the NATO Enterprise level on an "as needed -when needed" basis.

The Purpose of this Amendment 2 is to inform of the change of scope of the upcoming IFB. Please see details in Annex A "Summary of Requirements". Consequently, the NOI closing date is extended in order to receive additional nominations.

#### NCI Agency Point of Contact

Natalia Wojciak, Contracting Officer

Email: [IFBCO422191EFIT@ncia.nato.int](mailto:IFBCO422191EFIT@ncia.nato.int)

#### Annexes:

- A. Summary of Requirements
- B. Distribution List

**To** : Distribution List

**Subject** : **Notification of Intent to Invite Bids for COTS IT Equipment and Cloud services for Server and Storage, duly named E-FIT**

**References** :

- A.** AC/337-D(2016)0014 dated 16 March 2016
- B.** BC-D(2018)0004 – Final dated 29 January 2018
- C.** NCIA/ACQ/2023/07117, NOI dated 21 July 2023
- D.** NCIA/ACQ/2023/07231, NOI Amendment 1 dated 25 August 2023

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1. In accordance with References A and B, the NCI Agency, as the Host Nation responsible to implement the requirement in subject, hereby gives notice of its intent (NOI) to issue an Invitation for Bid (IFB) for COTS IT Equipment and Cloud services for Server and Storage, duly named E-FIT.
  2. A high-level summary of the technical requirements is set forth in Annex A hereto. These requirements are being refined and will be included in further details as part of the IFB.
  3. The reference for this requirement is IFB-CO-422191-e-FIT, and all correspondence concerning this NOI and subsequent IFB should reference this number.
  4. Funding obligation shall occur at the time a task order is placed against the IDIQ contract.
  5. The NCI Agency plans to issue an IFB using the International Competitive Bidding (ICB) Procedure for Lowest Priced Technically Compliant (LPTC) evaluations.
  6. The Purchaser may elect to award up to three (3) single award schedules (lots) delivery order contracts under this solicitation (see Annex A for details). The overall ceiling amount per schedule will be throughout the contract life of five (5) years.
  7. Eligibility to participate in the subsequent IFB is declared by national authorities. Hence, qualified and certified companies interested in receiving an IFB for this Project are hereby requested to provide a Declaration of Eligibility (DoE), **sent** by their Delegation/Mission to NATO to the NCI Agency contracting authority not later than 23 February 2024, which is 21 calendar days after the date of this letter. No new DoEs are required for already nominated Bidders, unless any of the information requested in paragraph 7.a has changed.
    - a. The DoE should include the following information for each of the nominated companies:
      - Company name
      - Company address

- Point of Contact (PoC)
- PoC email address
- PoC telephone number

- b. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent electronically to [IFBCO422191EFIT@ncia.nato.int](mailto:IFBCO422191EFIT@ncia.nato.int).
8. In order to maximize competition the NCI Agency may, at this discretion, accept nominations after the deadline, so long as the IFB has not been issued. The NCI Agency may even accept, at its discretion, nominations after the IFB has been issued under the condition that such late nomination will not be used as the basis to request an extension to the bid closing date.
  9. Requests for participation in this competition received directly from individual companies will not be considered.
  10. Bidders will be required to declare a bid validity of 6 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 6 months, companies will be requested to 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. National authorities are advised that the IFB package is anticipated to be NATO UNCLASSIFIED.
  12. The NCI Agency is not liable for any expenses incurred by companies in conjunction with their responses to this NOI and such responses shall not be regarded as a commitment of any kind concerning future procurement of the items or services described herein.
  13. Your assistance in this procurement is greatly appreciated.

**For the Chief of Acquisition:**

*Natalia Wojciak*

Natalia Wojciak  
Contracting Officer

## Annex A – Summary of Requirements

### 1. Project Objective

- a. The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme is an NCIA Strategic Sourcing Initiative to offer best in class NATO-wide contract vehicles to quickly meet requirements for common goods and services.
- b. The e-FIT IT equipment/services IFB will establish IDIQ Delivery Order Contract(s) for COTS IT Equipment, and Server/Storage Cloud services for use at a NATO Enterprise Level and allows for multiple funding sources such as NSIP, MB, and 3rd Party purchases.

### 2. Scope of Work

- a. The requirements under this IFB are divided into Lots, referred to as Schedules. Bidders may bid on one or all of the Schedules. All equipment shall be new and not refurbished. 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 three (3) Schedules, but one bidder may separately win all three (3) Schedules. The grouping of the requirements by schedule is as follows:
  - Schedule A: Server and Storage Equipment
  - Schedule B: Apple Devices
  - Schedule C: Cloud Services for Server and Storage

### 3. Locations

- a. The Proposed Contract(s) will provide equipment and services to all authorized NATO Command Locations in Europe, North America and Türkiye; as well as, to any eligible Third Parties or any Nation which has requested the NCI Agency to function as Host Nation.

### 4. Performance Requirements

- a. The Proposed Contract(s) is envisioned to include various performance options, in terms of volume discounts against published Original Equipment Manufacturer (OEM) commercial pricelist/commercial catalogue pricing, expedited deliveries, and support.

### 5. Rapid Procurement Vehicle

- a. Rapid Procurement Vehicles, such as IDIQ, are NATO-wide contract vehicles to quickly meet requirements for Information and Communications Technology (ICT) goods and services with the aim to maximize competition and value for money. They are uniquely designed to drive standardization, acceleration of project delivery, flexibility and benefits of volume-based

discounts, while providing a quick turnaround solution to overcome service or equipment deficiencies at all levels.

- b. The IDIQ will set forth the broad requirement and will provide an overarching set of terms and conditions.
- c. The resulting lowest price, technically compliant bid would be awarded the relevant contract to complete the work detailed in the SOW through individually placed task orders. There is no guarantee of any work through the IDIQ framework.

## Annex B – Distribution List

### NATO Delegations:

|                |                 |                         |
|----------------|-----------------|-------------------------|
| Albania        | Greece          | Poland                  |
| Belgium        | Hungary         | Portugal                |
| Bulgaria       | Iceland         | Romania                 |
| Canada         | Italy           | Slovakia                |
| Croatia        | Latvia          | Slovenia                |
| Czech Republic | Lithuania       | Spain                   |
| Denmark        | Luxembourg      | The Republic of Türkiye |
| Estonia        | Montenegro      | The United Kingdom      |
| France         | Netherlands     | The United States       |
| Finland        | North Macedonia |                         |
| Germany        | Norway          |                         |

### Embassies in Brussels (Attn: Commercial Attaché):

|                |                 |                         |
|----------------|-----------------|-------------------------|
| Albania        | Greece          | Poland                  |
| Belgium        | Hungary         | Portugal                |
| Bulgaria       | Iceland         | Romania                 |
| Canada         | Italy           | Slovakia                |
| Croatia        | Latvia          | Slovenia                |
| Czech Republic | Lithuania       | Spain                   |
| Denmark        | Luxembourg      | The Republic of Türkiye |
| Estonia        | Montenegro      | The United Kingdom      |
| France         | Netherlands     | The United States       |
| Finland        | North Macedonia |                         |
| Germany        | Norway          |                         |

### NATO HQ

NATO Office of Resources, Management and Implementation Branch  
Attn: Deputy Branch Chief

Budget Committee Secretariat

### NCI Agency – Internal Distribution

Registry (for distribution)

All NATEXs