



Acquisition Directorate

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NCIA/ACQ/2022/ 06674  
25 March 2022

## Notification of Intent to Invite for Bids

### NATO Wide Global Mobile Telephony IFB-CO-115413-GMT

Estimated Value: 1 MEUR + 4 MEUR for four optional years  
Period of Performance: 1 Year Base Period + 4 (12 month) Option Years

The NATO Communications and Information Agency (NCI Agency) is responsible for the in-service support of major NATO Communications and Information Systems.

The NCI Agency has a requirement to procure and manage a Global Mobile Telephony Services from a single supplier or multiple suppliers for 11 NATO Nations (Belgium, Germany, Italy, The Netherlands, Norway, Poland, Portugal, Spain, Turkey, United Kingdom, and the United States). This shall enable NATO to communicate globally across the eleven member Nations and to manage these services centrally.

The NCI Agency anticipates issuing the formal Invitation For Bid (IFB) in the second quarter **Q2 2022**, with an anticipated bid closing date and contract award in the third quarter **Q3 2022**.

#### NCI Agency Point of Contact

Ms. Eva Benson, Contracting Officer  
E-mail: IFBCO115413GMT@ncia.nato.int



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

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

**To:** Distribution List

**Subject:** Notification of Intent to Invite for Bids for International Competitive Bidding for Global Mobile Telephony  
IFB-CO-115413-GMT

**References:** A. AC/337-D(2016)0014 dated 16 March 2016  
B. BC-D(2018)0004-FINAL dated 29 January 2018

1. In accordance with References A through B, notice is hereby given of the intent of the NATO Communications and Information Agency (NCI Agency), acting as Host Nation responsible of implementing the subject requirement to issue an Invitation for Bid (IFB) for the provision of Global Mobile Telephony services.
2. A summary of the requirements of this Invitation for Bid (IFB) is set forth in Annex B, attached to this letter. This requirement is being refined and detailed as part of the preparation of the Invitation for Bid.
3. The reference for the Invitation for Bid is IFB-CO-115413-GMT, and all correspondence concerning this IFB should reference this number.
4. For the purpose of planning, the estimated cost for the services and deliverables included within the basic scope of the intended contract is 1,00,000.00 EUR for one year base period and 1,000,000.00 EUR for each option period (12 months) when/if exercised for a total of 5,000,000.00 EUR for five years. There is no Bid Guarantee for this requirement.
5. The NCI Agency will use International Competitive Bidding (ICB) Procedures for this procurement with a bidding methodology of award to lowest price technically compliant. The successful bid pursuant to the IFB will be that bid or bids which is/are the lowest price and technically compliant in accordance with the evaluation criteria prescribed in the IFB.
6. The Contract resulting from the IFB will be a single or multiple award Firm Fixed Price (FFP) Contract(s). The requirements under this IFB are divided into 11 Lots with each Lot representing one of the eleven Nations. Offerors may quote on one, two, three or all of the Lots. Lots may not be subdivided for partial quotation purposes. Offerors may not quote on the basis of "All or Nothing" for all eleven (11) Lots, but one Offeror may separately win all 11 Lots. The NCI Agency may place one contract to cover the entire scope of the project in such a case.
7. The formal IFB is anticipated to be issued in the second quarter **Q2 2022** with an anticipated bid closing and contract award by the third quarter **Q3 2022**.
8. Bidders are advised that there will be a required bid validity of 6 months from the closing date for receipt of bids. Should the selection and award procedure extend beyond 6 months after the Bid Closing Date, firms will be requested to voluntarily extend the validity of their bids. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.

9. National responsible authorities are kindly requested that the NCI Agency be provided with Declarations of Eligibility no later than 16 May 2022 of qualified and certified firms, which are interested in bidding for this project.
10. National Authorities are advised that the IFB Package will be NATO UNCLASSIFIED.
11. The Declarations of Eligibility shall include the following information for each of the nominated firms:
  - Name of the firm and Address
  - Point of Contact
  - Telephone number
  - E-mail address
12. This information is critical to enable prompt and accurate communication with prospective Bidders and should be sent via email to the following address:

NATO Communications and Information Agency  
Attention: Ms. Eva Benson, Contracting Officer  
E-mail: [IFBCO115413GMT@ncia.nato.int](mailto:IFBCO115413GMT@ncia.nato.int)
13. It is emphasised that requests for participation in this competition received directly from individual firms cannot be considered.
14. Any inquiries with regards to this notification should be made directly to the Contracting Officer, at the primary e-mail address [IFBCO115413GMT@ncia.nato.int](mailto:IFBCO115413GMT@ncia.nato.int). In case of technical issues with the IFB email address, please inform the undersigned at [eva.benson@ncia.nato.int](mailto:eva.benson@ncia.nato.int) .
15. Your assistance in this procurement is greatly appreciated.

FOR THE CHIEF OF ACQUISITION:



Eva Benson  
Contracting Officer

**Attachment(s):**

Annex A (Distribution List)

Annex B- Summary of the Requirements

**ANNEX A**  
**Distribution List**  
**NATO Wide Global Mobile Telephony**  
**IFB-CO-115413-GMT**

**NATO Delegations:**

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
The Netherlands	1
North Macedonia	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
United Kingdom	1
United States	1

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

Albania	1
Belgian Ministry of Economic Affairs	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1

Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
The Netherlands	1
North Macedonia	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
United Kingdom	1
United States	1

**Distribution for information**

**NATO HQ**

NATO Office of Resources

Management and Implementation Branch

Attn: Deputy Branch Chief

1

Director, NATO HQ C3 Staff

Attn: Executive Co-ordinator

1

**NCI Agency Internal:**

1

**NATEXs**

All NATEXs

1

## **ANNEX B**

### **SUMMARY OF REQUIREMENTS**

#### **1. Introduction**

The NATO Communications and Information Agency (NCI Agency) is responsible for the in-service support of major NATO Communications and Information Systems. Enterprise Managed Mobility service is under the management and monitoring of NATO Digital Workplace Centre (NDW) Service Line (SL).

The NCI Agency has a requirement to procure and manage a Global Mobile Telephony Service from one or multiple suppliers. This shall enable NATO to communicate globally across eleven member Nations and to manage these services centrally.

#### **2. Background**

2.1. Wireless telecommunications services shall be provided to 11 NATO Member Nations as follows:

- Belgium
- Germany
- Italy
- The Netherlands
- Norway
- Poland
- Portugal
- Spain
- Turkey
- United Kingdom
- United States

2.2. As an option, the Contractor for Belgium shall provide wireless telecommunications services to NATO HQ (NHQ), accounting for 1000+ users.

2.3. The Purchaser may request to expand the scope of the contract to other Countries after contract Award based on NATO requirements to be evaluated on a case-by-case basis.

2.4. The Contractors shall be responsible to coordinate and assure GSM services, as required, to cover SIM card issuance and service provision, in accordance with local regulatory laws concerning mobility services provisioning (voice, data and text) to be used by NATO staff in performing their duties, in the specific Country of assignment.

#### **3. Scope**

3.1 The Contractor shall manage the issuance of the necessary SIM cards to the Customer Service Units.

- 3.2. The Purchaser currently estimates that the approximate number of subscriptions with associated SIM cards to be issued will be approximately 3500.
- 3.3. The Contractor shall provide different subscription packages for different user types. Simplified version of the subscription packages are below:
- A. Profile Plan 1 – Basic**
    - ✓ Unlimited SMS/Calls in EU
    - ✓ Unlimited SMS/Calls in USA (if the User is based in the USA only)
  - B. Profile Plan 2 – Standard**
    - ✓ Unlimited SMS/Calls in EU
    - ✓ 10 GB internet in EU
    - ✓ Unlimited SMS/Calls in USA (if the User is based in the USA only)
    - ✓ 10 GB internet in USA (if the User is based in the USA only)
  - C. Profile Plan 3 – Traveler**
    - ✓ Unlimited SMS/Calls in EU
    - ✓ 10 GB internet in EU
    - ✓ Unlimited SMS/Calls in USA (if the User is based in the USA only)
    - ✓ 10 GB internet in USA (if the User is based in the USA only)
    - ✓ 3 GB Worldwide Roaming
  - D. Profile Plan 4 – Traveler Unlimited**
    - ✓ Unlimited SMS/Calls in EU
    - ✓ Unlimited internet in EU
    - ✓ Unlimited SMS/Calls in USA (if the User is based in the USA only)
    - ✓ Unlimited internet in USA (if the User is based in the USA only)
    - ✓ 5 GB Worldwide Roaming
  - E. Profile Plan 5 - Data Plan Hotspot**
    - ✓ Unlimited GB Data in EU
    - ✓ Unlimited GB Data in USA (if the User is based in the USA only)