



NCIA/ACQ/2020/6547

3 February 2021

Notification of Intent to Request Quotations for

The Enterprise Frequent and Swift Transaction (e-FAST) Contracts Programme for the provision of Palo Alto Networks Devices & Palo Alto Networks Enterprise Support Agreement

NOI-CO-115160-EAPA

Period of Performance:

A basic period of three (3) years plus two 12-month option periods.

Overall ceiling amount of 30,000,000 EUR per schedule throughout the contract life (of 1 three-year base plus 2 one-year options (if exercised)). However, the Purchaser reserves the right to unilaterally increase the ceiling amount of each schedule past 30,000,000 EUR, if this ceiling amount is reached prior to the end of the contract life.

The NCI Agency is seeking to establish Enterprise Agreements for the entire product lifecycle of Palo Alto Networks equipment and services. Through two Schedules, the Agency will establish a preferred vehicle for the procurement of Palo Alto Networks devices (Schedule A) and the ongoing support of existing, and future, Palo Alto Networks devices through an Enterprise Support Agreement (Schedule B).

The Agency anticipates issuing the formal Request for Quote (RFQ) by Q2 2021 with an anticipated Contract Award by Q4 2021.

NCI Agency Point of Contact: Mr. Darren Corkindale

E-mail: RFQ-CO-115160-EAPA@ncia.nato.int

- To:** Distribution List
- Subject:** Notification of Intent (NOI) to establish Enterprise Agreements for the entire product lifecycle of Palo Alto Networks equipment and services.
- References:**
- A. C-M(2015)0025 – NATO Financial Regulations
 - B. AC/337-D(2016)0014 – NCIO Financial Rules and Procedures
 - C. BC-D(2018)0004 – BC Military Budget Procurement Guidance
 - D. AC/4-D(2019)0004 (INV)

1. In accordance with References A-D, notice is given of the intent of the NATO Communications and Information Agency (NCIA) to issue a Request for Quote (RFQ) to establish a Firm Fixed Price (FFP) Multiple Award Indefinite Delivery Indefinite Quantity (IDIQ) framework alongside an FFP Enterprise Agreement. These agreements will cover the entire product lifecycle of Palo Alto Networks equipment and services using multiple funding sources at the NATO Enterprise level.
2. A summary of the requirements of the RFQ are set forth in Annexes A and B attached to this letter. These requirements are currently being refined as part of the preparation of the proposed RFQ.
3. 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.
4. The reference for this e-FAST RFQ is RFQ-CO-115160-EAPA and all correspondence concerning this RFQ should reference this number.
5. The envisaged procurement procedure for this RFQ is Basic Ordering Agreement (BOA) Plus (BOA+) and based on the Lowest Priced, Technically Compliant evaluation methodology.
6. Attached to this letter at Annex C is a list of potential bidders that may be able to provide the services and equipment required for this project. This list was compiled from the companies that have an active BOA with the Agency.
7. The BOA+ procedures allow National Responsible Authorities to nominate eligible bidders in addition to the companies identified at Annex C. Any such nominations for companies that do not have an active BOA should come from the National Authorities via their Delegation/Mission to NATO, who will provide the requisite Declaration of Eligibility (DoE). Upon receipt of the DoE, the NCI Agency Contracting Officer will add the company to the Bidders List.
8. National Responsible Authorities are kindly requested to provide a list to the NCI Agency with Declarations of Eligibility, not later than **08 March 2021**, of qualified and certified companies which may be interested in receiving a Request for Quote for this project. The Declarations of Eligibility should include the following information for each of the nominated firms: **Company Name, Point of Contact, Telephone number and E-mail address**. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent to the following address:

NATO Communications and Information Agency
Attention: Mr. Darren Corkindale
e-mail: RFQ-CO-115160-EAPA@ncia.nato.int

9. Please note that requests for participation in this competition received directly from individual companies cannot be considered, unless they hold a valid BOA with the NCI Agency.

10. The successful bidder(s), pursuant to the RFQ following this NOI, will be the bid that offers the lowest price and is technically compliant in accordance with the evaluation criteria prescribed in the RFQ.
11. The final procurement structure will be detailed in the RFQ; however, for reference, the Agency is considering structuring the procurement into the following schedules:
 - a. Schedule A: Palo Alto Networks hardware: Indefinite Delivery, Indefinite Quantity (IDIQ) framework contract with up to three suppliers as part of the Agency's e-FAST programme;
 - b. Schedule B: Palo Alto Networks support: an Enterprise Support Agreement (ESA) with one supplier.
12. The aim of this procurement approach is to maximise competition and value for money; therefore, potential suppliers must be aware that receiving a place on the IDIQ framework in no way strengthens or weakens their ability to bid, or be awarded the contract for Schedule B – or vice versa. Potential suppliers are also able to bid for one or both Schedules.
13. National authorities are advised the RFQ package is anticipated to be NATO UNCLASSIFIED; however, the RFQ and the contractual documents could contain references to other NATO documents classified as NATO R3TRICTED.
14. The successful Bidder may be required to handle and store classified information up to the level of NATO S3CRET. In addition, Contractor personnel may be required to work unescorted in Class II Security areas and therefore, access can only be permitted to cleared individuals. Only companies maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting ESA contract (Schedule B).
15. The NCI Agency point of contact for all information concerning this NOI is Mr. Darren Corkindale, Senior Contracting Officer (Consultant) who can be reached at email: RFQ-CO-115160-EAPA@ncia.nato.int
16. Your assistance in this procurement is greatly appreciated.

For the Director of Acquisition:



Ijeoma Ike-Meertens
Principal Contracting Officer (Acting)

Attachment(s):

- Annex A – Schedule A: Summary of Requirements
- Annex B – Schedule B: Summary of Requirements
- Annex C – Draft Bidders List



Distribution List for NOI-CO-115160-EAPA

NATO Delegations (Attn: Infrastructure Adviser):

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- **All NATEXs**
- **NCI Agency – Internal**

Annex A – Schedule A: Palo Alto Networks hardware: Indefinite Delivery, Indefinite Quantity (IDIQ) framework Contract Summary of Requirements

1. Introduction

- 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-FAST Palo Alto Networks hardware RFQ is the second of this Programme and will establish up to three (3) IDIQ Contracts for Palo Alto Networks hardware for use at a NATO Enterprise Level.

2. Project Scope

- a. The NATO Communications and Information Agency (NCIA) potentially has growing requirements for Palo Alto Networks devices. However, the Agency currently does not have a preferred vehicle for the procurement of such devices. Therefore, Schedule A will establish an e-FAST 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. The IDIQ will provide an overarching set of terms and conditions and a broad requirement. Up to three suppliers will receive a place on this IDIQ framework.
- c. When the Agency has a requirement for Palo Alto Networks devices, a Statement of Work (SoW) will be developed and a Delivery Order competition will be run among the three suppliers on the IDIQ. The resulting lowest priced, technically compliant offer would be awarded the resulting Task Order to complete the work detailed in the SoW. Whilst it is envisaged that the Agency has growing requirements for Palo Alto Networks devices, there is no guarantee of any work through the IDIQ framework.
- d. A place on the IDIQ framework agreement will be awarded through competition. The Agency will issue the IDIQ requirements, alongside a SoW for the first Task Order to be placed under the IDIQ framework. The three lowest priced, technically compliant bids received for first Task Order will be awarded a place on the IDIQ framework. Of these three, whichever supplier has the lowest price, technically compliant bid will be awarded the first Task Order. This approach will ensure that the three lowest priced suppliers in the market will competitively be awarded a place on the IDIQ for future Task Orders, whilst simultaneously awarding the lowest priced (of the three) the first Task Order.

- e. With the IDIQ established with up to three suppliers, Palo Alto Networks device requirements during the Period of Performance will be procured via a Delivery Order competition through this IDIQ framework. For each Delivery Order competition, the lowest priced, technically compliant quote will win the resulting Task Order. This approach will ensure that the Agency receives the best prices through competition and allow the Agency to capitalise on opportune buying points (such as discounts and promotions) throughout the Period of Performance.
- f. The aim of the IDIQ framework is to ensure a broad scope; however, for indicative purposes a non-exhaustive list of potential devices/requirements could include:
 - i. Palo Alto Networks appliance (hardware or virtual), including additional virtual systems to cover the entirety of Palo Alto Networks' product portfolio;
 - ii. Palo Alto Networks initial security subscriptions/services, such as Threat Prevention, URL Filtering, Global Protect, Wildfire, DNS Security may be delivered with the appliances delivered under Schedule A;
 - iii. Additional appliances and security subscriptions/services that might become available during the Period of Performance.
- g. Subsequent Task Orders will define the full scope, although it is envisaged that all devices procured under Schedule A shall include delivery to NATO sites. All security subscriptions/services and on-going support for these devices are likely to be placed through the Enterprise Support Agreement (ESA) in Schedule B.

3. Geographical Implementation

- a. The Contractor shall supply equipment and services to all authorized NATO Command Locations in Europe and North America including any of NATO's Affiliates, upon issuance of Task Orders in accordance with the terms of the Contract. The list of existing affiliates is available at:
<http://www.nato.int/cps/en/natolive/structure.htm>.

Annex B – Schedule B: Palo Alto Networks Support: An Enterprise Support Agreement (ESA) Summary of Requirements

1. Introduction

- a. The NATO Communications and Information Agency (NCIA) is responsible for the follow-on licensing support of Palo Alto Networks appliances (physical and virtual) operated mainly by the NATO Cyber Security Centre (NCSC) and other entities within the NCIA. This Enterprise Support Agreement (ESA) covers the technical/hardware support required to operate & maintain the existing Palo Alto Networks firewalls alongside the provision & support of additional Palo Alto Networks products and security subscriptions/services required for NATO networks security. The Boundary Protection Service infrastructure, of which Palo Alto Networks equipment is a part, may evolve during the Period of Performance of the ESA. This includes the provision and support of additional products, but also the removal of no longer required products.
- b. Therefore, through this project, the NCIA is seeking to consolidate its Palo Alto Networks support requirements by establishing a contract with a Palo Alto Networks support provider. This multi-year ESA will become the Agency's preferred vehicle for the procurement of Palo Alto Networks support and will consolidate requirements from several NCIA projects. The key business benefits which the NCIA seeks to achieve from the ESA are:
 - i. To efficiently maintain the security of NCIA networks;
 - ii. Flexibility to meet changing NCIA demands;
 - iii. Ability to increase support within set percentages, at no additional cost;
 - iv. Improved, consistent, and justifiable value for money;
 - v. Visibility of products and services provided and maintained across the NCIA estate;
 - vi. Reduced overheads and faster administration.

2. Project Scope

- a. The ESA will include both firm requirements that are active upon contract award and priced options that may be exercised as needed. Interested and eligible companies may provide quotations for the whole, non-exhaustive, requirement as follows:
 - i. Palo Alto Networks appliance (hardware or virtual), including additional virtual systems;
 - ii. Palo Alto Networks security subscriptions/services, such as Threat Prevention, URL Filtering, Global Protect, Wildfire, DNS Security;
 - iii. Additional security subscriptions/services that might become available during the performance period of this SoW;
 - iv. Palo Alto Networks Panorama;
 - v. Palo Alto Networks cloud-based products, such as the Cortex or

- Prisma suite;
- vi. 30 days' on-site technical support per year.

Table 1: Indicative ESA Firewall and Management Systems Support Requirements

Premium Support
PAN-M-200
PAN-PA-220
PAN-PA-220-LAB
PAN-PA-3020
PAN-PA-3050
PAN-PA-3060
PAN-PA-3220
PAN-PA-3250
PAN-PA-3250-LAB
PAN-PA-3260
PAN-PA-500
PAN-PA-500-2GB
PAN-PA-5020
PAN-PA-5020-SSD2
PAN-PA-5020-SSD2-D
PAN-PA-5050
PAN-PA-5050-D
PAN-PA-5050-SSD2-D
PAN-PA-5220-AC
PAN-PA-820
PAN-PA-850
PAN-PA-VM-100-E30
PAN-PA-VM-100-E60
PAN-PA-VM-300
PAN-PRA-1000
PAN-PRA-25
VM-300 Bundle
PAN-PA-VM-300
Lab Bundle
PAN-PA-3250-LAB
PA-VM
PAN-PA-VM-100
PAN-PA-VM-100-E30
PAN-PA-VM-100-E60
PAN-PA-VM-100-LAB
PAN-PA-VM-300

3. Geographical Implementation

- a. The Contractor shall supply equipment and services to all authorized NATO Command Locations in Europe and North America including any of NATO's Affiliates, upon issuance of Task Orders in accordance with the terms of the Contract. The list of existing affiliates is available at:
<http://www.nato.int/cps/en/natolive/structure.htm>