



TO: All National Delegations to NATO  
Attn: Investment Adviser

CC: NATO Office of Resources  
Management and Implementation Branch

29. 10. 2017 no 13-3/17/4747

Project: NATO Cyber Range Capability 9C0121,  
Serial 2016/9IS32021

References: AC/4(PP)N(2016)0086, dated 13 October  
2016

AC/4-DS(2017)0023-DRAFT, dated 20  
October 2017

### **Notification of Intent to Invite National Competitive Bids Plus (NCB+) for the Project in Estonia**

On 17 October 2017, the Investment Committee approved the First Stage Authorisation and Authority to Issue the IFB for the abovementioned project and agreed on the procurement procedure of National Competitive Bidding Plus (NCB+). Estonia is pleased to invite all eligible firms from NATO countries to take part in the bidding process.

The scope of the project includes the following Work Packages:

- WP1 – Data Collection and Situational Awareness Capability, Blue/Ret Team tools – estimated value 1,185,249€;
- WP2 – Activity Management System – estimated value 1,090,000€;
- WP3 – Simulation Tools (Internet Simulation, Traffic Simulation, User Simulation) – estimated value 813,725€;
- WP4 – Digital Library and Storage – estimated value 694,400€;
- WP5 – Integration (Future-Proofing, Documentation, Training Curriculum and Independent Verification and Validation) – estimated value 352,800€.

This NOI conveys 5 NCB+ competitions. First IFB is planned to be issued in the end of November 2017 for the WP 5 with the Bid Closing Date in January 2018 and Contract Award in February. Following IFBs will be released in the beginning of 2018. The IFB package will be "NATO UNCLASSIFIED", however successful bidders may be required to handle classified information on the level of "NATO RESTRICTED". In addition, in case of some Work Packages where contractor personnel will be working on a security area, the contractor personnel will be required to hold individual security clearances on the level of "NATO SECRET".

Additional information about the bidding for specific Work Packages will be released when official invitations for bids will be released online on the E-Procurement registry of Estonia. The registry is accessible at <https://riigihanked.riik.ee/register/Home.html> where all the bidders will have to create user and company accounts for placing the bids.

Estonian Centre for Defence Investment governed by the Estonian Ministry of Defence is responsible of conducting all the defence related procurements. The bidding will be conducted in two phases – first phase for qualification and the phase second for placing actual bids, both lasting 30 days. All final deadlines will be set in the procurement notice itself.

All the bids and relevant documentation must be submitted through the E-Procurement registry, any other method (mail, e-mail, fax, through Permanent Representation of Estonia to NATO etc.) will not be accepted, and bids after the submission date **will be** disregarded. In case of doubt, the Centre can ask for additional or original documents also using other channels than E-Procurement registry.

If the bidders wish to dispute the contracting authority's decisions, the first step is to turn to Appeal Committee subordinated by the Ministry of Finance (Public Procurement Act §185), the second step would be turning to court. The court will not take the dispute under discussion without the Appeal Committee.

The following eligibility categories will be considered during the procurement process:

- Company turnover, absence of tax arrears, not being bankrupt or in liquidation etc, more details can be found in the Public Procurement Act § 95 section (1) and § 177;
- Security clearances of personnel - at least NATO restricted level clearances are required for at least two team members. Presentation of the Attestation of Personnel Security Clearance (APSC) will be required by the potential bidders. If the security clearances and/or APSC-s are considered classified information, these shall be sent via NSWAN.
- Depending on the Work Package professional certificates of personnel with at least one team member holding the following certificates could be required:
  - o Cisco Certified Network Associate Routing & Switching (CCNA)
  - o Cisco Certified Network Associate Security (CCNA Security)
  - o One of the following certificate or equivalent:
    - Certified Information Systems Security Professional (CISSP)
    - Certified Information Security Manager (CISM)
    - CompTIA Advanced Security Practitioner
    - GIAC Security Expert (GSE)
  - o One of the following certificate or equivalent:
    - Certified Ethical Hacking
    - Offensive Security Certified Professional
    - SANS SEC560: Network Penetration Testing and Ethical Hacking
    - SANS SEC504: Hacker Tools, Techniques, Exploits and Incident Handling
- Depending on the Work Package experience with agile development (e.g. SCRUM) could be required.

- Depending on the Work package experience with cyber defence training and exercises will be required by the personnel, being participant as training audience, exercise controller, scenario/storyline leader, environment designer or similar role.

The bidding documentations and subsequent procurement contracts will be in English. Offers and any communication to be made by bidders, and any technical data or documentation to be furnished by the contractors must be also in English. Bidders will be required to declare a bid validity of six (6) months from closing date for receipt of bids.

On the 15 November 2017 a workshop will be held in Tallinn regarding the way forward with the project. All the interested companies are invited to join the workshop in Tallinn or via video conference and provide the information of participants (name of the company, name of the participant, e-mail address, telephone number, participation in Tallinn or via video conference) to the Cyber Range project manager Mr Andri Rebane no later than 8 November 2017 via e-mail [andri.rebane@kaitseministeerium.ee](mailto:andri.rebane@kaitseministeerium.ee).

Additional information about placing the bids: [https://riigihanked.riik.ee/register/Registreerun.html?locale=en\\_US](https://riigihanked.riik.ee/register/Registreerun.html?locale=en_US) or by telephone +372 611 3693, +372 611 3703 or via e-mail: [register@riigihanked.riik.ee](mailto:register@riigihanked.riik.ee).

Website of Estonian Centre for Defence Investment and information on defence procurements: <http://www.kaitseministeerium.ee/en/organisation-contacts/centre-defence-investments/defence-procurement>.

English version Public Procurement Act can be found under the following link: <https://www.riigiteataja.ee/en/eli/505092017003/consolide>.

Yours sincerely



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