



03 Aug 2020

FC(PROC)(2020)0068

To: NATO Delegations
Attn. Secretaries of Delegations (as listed at annex 1)

Cc: As listed at annex 1

From: Procurement Officer

Subject: Request For Information (RFI) 2020-39118 – Global Security Services Framework Agreement

Ref.: A: BC-D(2017)0114 - NATO IS Procurement Manual.

Purpose

1. In accordance with the provisions of Article XXXII of the NATO Financial Regulations and Financial Rules and Procedures for the NATO International Staff (IS), we are pleased to inform you that the RFI stated above has been issued by the NATO IS Procurement Service.
2. The main purpose of the Request for Information (RFI) is to validate the procurement requirements and strategy for the establishment of a flexible Global Security Services Framework (GSSF) Agreement, in order to support security and safety requirements.
3. The RFI also serves to raise awareness among potential vendors regarding critical contract requirements for which actions must be undertaken well in advance of the formal solicitation process or the contract effective date due to the time required for the completion of such actions (e.g., establishment of subcontracts, obtaining the required NATO security clearances, etc.)
4. The intent of the Request for Information (RFI) is to gather documentation on existing market solutions and companies' capabilities and to identify a selected group of suppliers presenting solutions that could meet the Organisation's requirements. The Organisation intends to explore feasibility to establish, in the future, a framework agreement with the minimum of 3 suppliers. The Organisation wants to explore the solutions available in the market for Global Security Services and to collect information about potential service providers, their current and future resources as well as their capabilities. By doing so, the RFI sets out the rules and procedures for industry participation in this market research activity.
5. The RFI and its annexes provide instructions concerning submission of the requested RFI and requirements relevant to the establishment of a flexible GSSF Agreement.
6. The same information will be gathered from different vendors and will be used to evaluate whether NATO's requirements are aligned with market capabilities and customary terms and conditions for the type of services to be procured. The response to the RFI will also be used to improve the provisions of the solicitation of offers and to identify suppliers that may be interested in participating in this business opportunity.
7. Participation in the RFI is not mandatory. Any prospective participant that declines to respond to the RFI will remain eligible to take part in any eventual sourcing process that might take place in the future. The RFI is issued in accordance with the procedures established in the Organisation's Procurement Manual. A copy of the manual is available at: <http://www.nato.int/structur/procurement.html>.

8. An electronic version of the RFI has been posted on the NATO IS Business Opportunities web-site <https://nato.procureware.com/home>

Survey Instructions and Closing Date

9. Detailed instructions regarding the preparation, submission, and evaluation of responses are provided in the RFI document.
10. Responses will be due on **06 October 2020, at 15:00** (Brussels time).

Access to the RFI

11. To have access to the document, the firm must be registered on the portal. If they are not registered yet, they are invited to register on the portal via the following link: <https://nato.procureware.com/home>.
The registration request must be approved. The process takes at least 2 working days. A notification will be sent to the company informing them that their request to register has been validated.

12. Only firms registered on the portal can have access to the RFI and its annexes.

Point of Contact and List of Prospective Participants

13. The Point of Contact for questions and information concerning the RFI is the undersigned:

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14. We would be grateful if you could invite any eligible national firms who might be interested in this procurement action to participate in the RFI.



Laurie Husting
Procurement Officer

Annexes:
Annex 1: Distribution List