NATO EDGE 22

TECHNOLOGY IN FOCUS

Welcome

NATO Cyber Security Centre Business Opportunities

- Ian J West – Chief, NCSC
- Frederic Jordan – Head Progamme Delivery Branch, NCSC
- Tyson McWha – Principal Project Manager, NCSC
- Rebecca Benson – Principal Contracting Officer, Acquisition

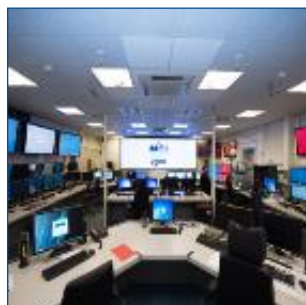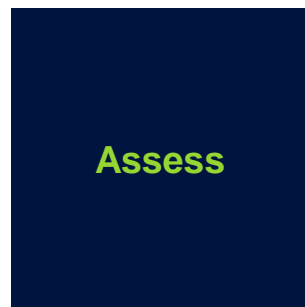# NATO Cyber Security Centre (NCSC)
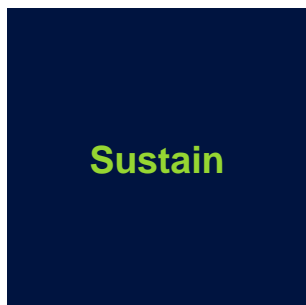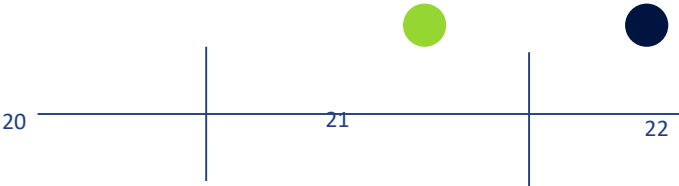

Prevent

Defend

Assess

Sustain

Inform

Opportunities that have Materialized

		EUR
UOMM – ATOS ROU	April 2023	1.3M
TOTAL		1.3M

● Projected Contract Award   ● Projected Invitation for Bid

Business Development and Opportunities for Industry 2022-2024

		EUR
Urgent Obsolescence Management Warranty Extensions	2022 - 2023	1.2M
Cyber Security System Refresh (CSSR)	2023 - 2026	41M
COTS IT Hardware for CP120 WP2	2022 - 2023	3.7M
Cyber Defense Situational Awareness Capability	2024 - 2026	6.9M
Procure and Sustain Key Management Capability	2023 - 2028*	23.7M
Enhance and Sustain IP Encryption Capability	2024 - 2028*	50.2M
Cryptographic Situational Awareness Capability	2023 - 2024	1.5M
NATO PKI Data Centre Installation	2023 - 2024	756k
User and Device Authentication	2023 - 2026	3.6M
Privileged Access Management	2023 - 2026	2.5M
CPP for Cyberspace (9A3201)	2024+	69.6M

Urgent Obsolescence Management Warranty Extensions and Additional Equipment

» Business Opportunities

➤ Technical refresh of the Network Intrusion Detection and Prevention System (NIPS) and Full Packet Capture (FPC) capabilities

» Scope

➤ Extended warranties for the following items:

  ➤ Netscout packet brokers and Juniper firewalls

  ➤ Dell and Ixia hardware

➤ Procurement of NIPS, FPC, packet broker and Juniper firewall

» Status

➤ Request to initiate procurements has been sent to the Investment Committee; authorization is pending.

22 ——— 23 ——— 24

● Projected Contract Award   ● Projected Invitation for Bid

Key Project Data

Project:
- Capability Programme 120
- WP0 - Urgent Obsolescence Management

Funding Estimate:
- € 1.2M

Timeline:
- Contract award: 4Q22
- Contract completion: 2Q23

Cyber Security System Refresh (CSSR)

» Business Opportunities

› Refresh, migrate and uplift of NATO's cyber security capabilities and supported services

» Scope

› This project addresses several cyber security capabilities that are deployed centrally and remotely, including Design, Hardware and Software Installation, Integration, Migration, Training, Support handover and Documentation

» Status

› The RFQ was published on 16th August 2022 with a closing date of 30th November 2022. Procurement methods include, Competitive Bidding including Basic Ordering Agreement plus (BOA+) and Sole Source for various parts of the projects

22   23   24

● **Projected Contract Award**   ● **Projected Invitation for Bid**

Key Project Data

Project:
- Capability Programme 120
- Work Package 1 Remaining

Funding Estimate:
- € 41M

Timeline:
- Contract award: 1Q23
- Contract completion: 1Q26

COTS IT Hardware for CP120 WP2
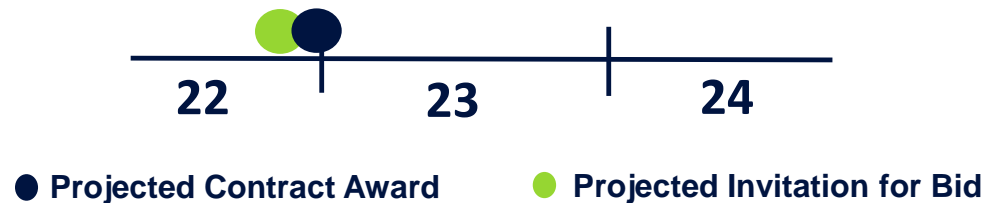
» Business Opportunities

> Refresh, migrate and uplift of NATO's cyber security capabilities and supported services

» Scope

> This project addresses the hardware refresh of the cyber security capabilities central/core hosting infrastructure, including hardware supply only, installation as an option

» Status

> A variety of procurement methods will be proposed, Competitive Bidding including Basic Ordering Agreement plus (BOA+) and Sole Source for various parts of the projects

22   **23**   **24**

● **Projected Contract Award**   ● **Projected Invitation for Bid**

Key Project Data

Project:
- Capability Programme 120
- Work Package 2

Funding Estimate:
- € 3.7M

Timeline:
- Contract award: 4Q22
- Contract completion: 2Q23

# Cyber Defence Situational Awareness Capability

>> Business Opportunities

> Enhancing the Situational Awareness capabilities of NATO CIS assets to enhance overall security posture.

>> Scope

> Augmentation of existing Cyber Defense Situational Awareness (CDSA) toolset to improve overall situational awareness and decision support, and provide enhanced event analysis.

>> Status

> Best value competition to be initiated 2Q24

22   23   24

● **Projected Contract Award**   ● **Projected Invitation for Bid**
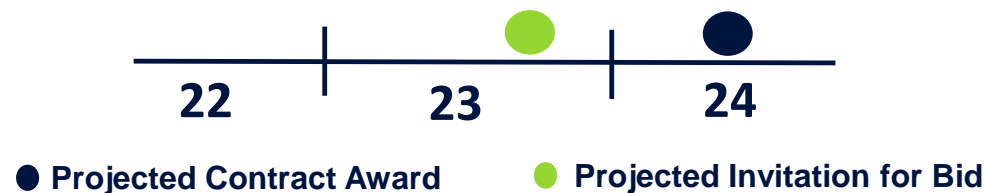
Key Project Data

Project:
- Capability Programme 120
- CIS Security Enhancements

Funding Estimate:
- € 6.9M

Timeline:
- Contract award: 2Q24
- Contract completion: 2Q26

Procure and Sustain Key Management Capability

» Business Opportunities

› Enhancing the NATO Key Management Distribution Capability (KMDC) and establishing a High Assurance Public Key Infrastructure (HACA).

» Scope

› Two Work Packages from the CP's project

  › High Assurance Certification Authority (HACA)

  › Key Management and Distribution Capability (KMDC)

» Status

› Technical Characteristics and Interoperability Specification are in development.

22   23   24   25

● Projected Contract Award   ● Projected Invitation for Bid

Key Project Data

Project:

• Capability Programme 122

• Procure and Sustain NATO Key Management Capability / High Assurance Certificate Management Capability

Funding Estimate:

• € 23.7M

Timeline*:

• Contract award: 4Q23

• Contract completion: 1Q28

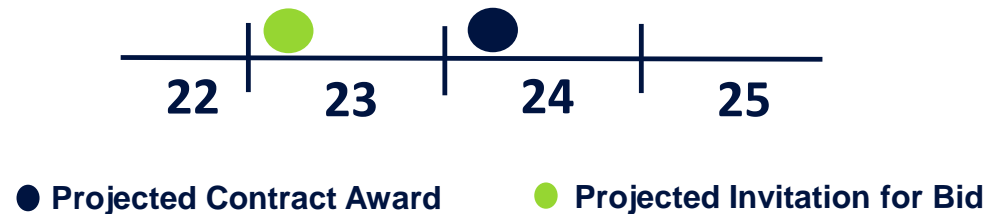# Enhance and Sustain IP Encryption Capability

» Business Opportunities

> Enhancing the NATO Cryptographic Capability. Next Generation devices will adhere to NINE* specification and provide high-speed cryptographic protection on CIS networks supporting the NATO Command Structure (NCS) and Alliance Operations and Missions (AOM).

» Scope

> Technical refresh of hardware and software, implementing NINE specification and enabling higher throughputs.

» Status

> Technical Characteristics and Interoperability Specification are in development.

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 22   23   24   25
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● **Projected Contract Award**   ● **Projected Invitation for Bid**

Key Project Data

Project:

- Capability Programme 122
- Enhance and Sustain IP Encryption Capability

Funding Estimate:

- € 50.2M

Timeline**:

- Contract award: 1Q24
- Contract completion: 3Q28

*Network and Information Infrastructure IP Network Encryptor (NINE)
** Timeline under review

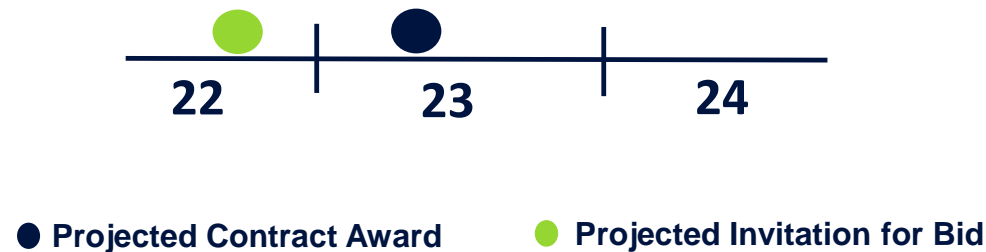# Cryptographic Situational Awareness Capability

» **Business Opportunities**

› Enhancing the Situational Awareness capabilities of NATO through the development of a Cryptographic Situational Awareness Tool

» **Scope**

› Information Management Application that ingests data from various authoritative data sources and provides the situational awareness for business and risk managers to make informed decisions

» **Status**

› RFQ to be released in 4Q22

22 — **23** — **24**

● **Projected Contract Award**   ● **Projected Invitation for Bid**

Key Project Data

Project:

- Capability Programme 122
- Procure and Sustain Cryptographic Situational Awareness Capability

Funding Estimate:

- € 1.5M

Timeline:

- Contract award: 2Q23
- Project completion: 4Q24

CPP for Cyberspace (9A3201)


Business Opportunities

- CIS Security uplifts and enhancements to maintain NATO's CIS Security posture.

Scope

- Six projects from the CPP focusing on Boundary Protection Services, refresh of existing equipment, CIS Security Monitoring, Incident Management, and Endpoint Protection

Status

- A variety of procurement methods will be proposed, Competitive Bidding including Basic Ordering Agreement (BOA) and Sole Source for various parts of the projects.

22   23   24

● **Projected Contract Award**   ● **Projected Invitation for Bid**
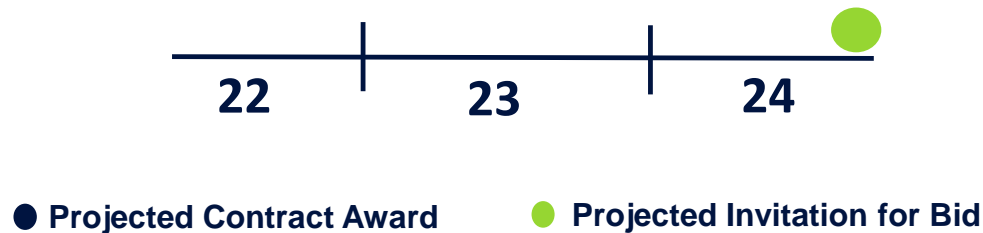
Key Project Data

Project:
- CPP for Cyberspace
- Six projects of varying scope

Funding Estimate:
- € 69.6M

Timeline:
- Contract award: 2024 and beyond
- Contract completion: Varies per project

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Thank you