



NATO Communications and Information Agency



The Association for Communications,  
Electronics, Intelligence & Information Systems Professionals



“From Assets  
to Services -  
Capability Delivery  
in the  
21th Century”

25-27 March 2014

Bucharest, Romania

**NATO C4ISR Industry Conference & TechNet International 2014**

“on the occasion of the 10th anniversary of Romania’s accession to NATO”



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

## Directorate of Infrastructure Services Business Opportunities

Dr Peter J Lenk  
Chief ITM Task Force  
Representing: Mr Dag Wilhelmsen,  
Director Infrastructure Services

# Major Opportunities 2014-2016 and beyond

| Business Opportunity                                                         | Representative     | Estimated Value |
|------------------------------------------------------------------------------|--------------------|-----------------|
| Cyber Security SL                                                            | Mr Ian West        | € 65M           |
| Core Enterprise Services SL                                                  | Ms Lillian Rossini | € 77M           |
| NII Communication Infrastructure Services SL                                 | Mr Malcolm Green   | € 618M          |
| Total Value of Business Opportunities at NCI Agency Industry Conference 2012 |                    | € 760M          |

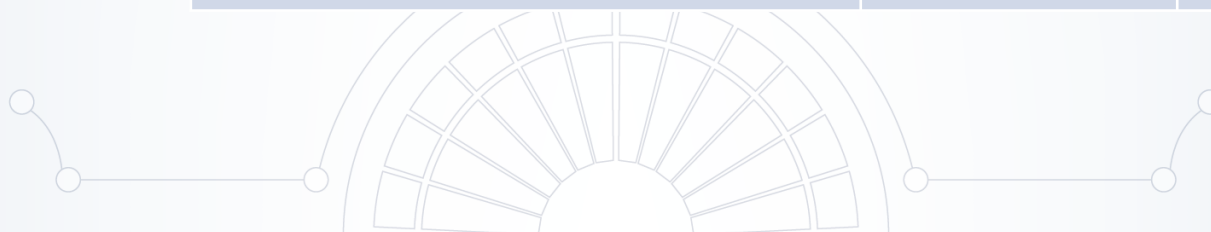
\* Additional numerous, smaller business opportunities exist: up to additional ~30% budget  
- for discussion in the breakout session -

# Core Enterprise Services Service Line



**Dr Peter Lenk**  
 Chief ITM Task Force  
 Representing Ms Lillian Rossini  
 Chief CES Service Line

| Project                                                      | IFB Timeline | Estimated Value |
|--------------------------------------------------------------|--------------|-----------------|
| NATO Information Portal                                      | 1Q 2014      | € 4M            |
| P90 – Provide NATO Messaging Service                         | 2Q 2015      | € 11M           |
| P93 – Provide Unified Communication & Collaboration Services | 2Q 2015      | € 9M            |
| P94 – Provide Web Enabling Services                          | 1Q 2015      | € 13M           |
| P95 – Provide Information Administration Services            | 2Q 2015      | € 12M           |
| P99 – Upgrade Enterprise Directory Services                  | 1Q 2015      | € 11M           |
| P100 – Upgrade Information Portal Services                   | 1Q 2016      | € 9M            |
| P102 – Information Exchange Services                         | 1Q 2015      | € 8M            |
|                                                              | <b>Total</b> | <b>€ 77</b>     |



# Cyber Security



**Mr Ian West**  
Chief Cyber Security  
Service Line

| Project                                                           | IFB Timeline               | Estimated Value |
|-------------------------------------------------------------------|----------------------------|-----------------|
| NATO Public Key Infrastructure                                    | 4Q 2014                    | € 14M           |
| Support to Cyber Defence Capability development (ACT POW, MN CD2) | 4Q 2014                    | € 3M            |
| CDXI                                                              | 2Q 2015                    | € 8M            |
| NATO NII IP Network Encryption (NINE) Devices                     | 3Q 2015<br>Specs Available | € 40M           |
| Total                                                             |                            | € 65M           |



# NII Communication Infrastructure Services



Mr Malcolm Green  
Chief Joint ISR  
Service Line

| Project                                 | IFB Timeline  | Estimated Value |
|-----------------------------------------|---------------|-----------------|
| NATO Communication Infrastructure (NCI) | 2Q 2014 IFB   | € 50M           |
| Service Management & Control (SMC)      | 3Q 2013       | € 8M            |
| BRASS                                   | 2Q 2014 IF(s) | €16M            |
| NATO SATCOM                             | 2017 IFB(s)   | € 500M          |
| DCIS for Small NRF HQs                  | 2Q 2014 IFB   | € 44M           |
| Total                                   |               | € 618M          |

