



**NOTIFICATION OF PROCUREMENT OPPORTUNITY (NOPO)
Pre-Solicitation Notice
NATO Competitive Procurement**

Gamification Solutions for Cyberspace Warfare Development

ACT Reference #: RFP-ACT-SACT-26-65

Date of NOPO Publication: 06/09/2026

Anticipated Solicitation Release Date: 06/25/2026

Anticipated Solicitation Closing Date: 08/03/2026

Anticipated Contract Award Date: 08/31/2026

Point of Contact:

Supreme Allied Commander Transformation
BUDFIN – Purchasing and Contracting Branch
Attn: ACT Contracting Officer
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Norfolk, Virginia, USA 23551-2490
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Introduction

HQ SACT intends to issue a Request for Proposal (RFP) for industry support to identify, design, prototype, and iteratively develop innovative visualization, User Interface/Experience (UI/UX), and gamified interaction approaches in support of NATO Cyberspace Warfare Development, with special emphasis on Cyberspace Situational Awareness (CySA) products and workflows – particularly the Recognized Cyber Picture (RCyP) and Cyber Adversarial Picture (CyAP) – and, subject to the exercise of contract options, expansion to Cyberspace Command and Control (CyC2) workflows and products.

The objective will be, based on initial scoping and concept design, to deliver a phase based standalone, runnable game package that enables ACT to replay the generation, validation and dissemination of the above products, with the main purpose of supporting workshops, experimentation, concept development, exercises and related activities.

The ACT hereby notifies the following Procurement Opportunity in accordance with the Procedure for NATO Competitive Procurement. This notification is issued to foster open and fair competition among eligible vendors from participating nations.

This notification does not constitute a commitment to award a contract. This Procurement Opportunity is still pending validation of funding.

To award the contract(s), the ACT will apply a Sealed Bidding Procedure in accordance with the Procurement Policy for NATO Common Funding.

The contract will be awarded as a fixed-price contract with the following estimated period of performance per Lot:

- A base (WP1) period of performance from the award date (estimated 31 August 2026) through 11 December 2026,
- Three (3) option periods may be added:
 - Option 1 (WP2): ~10 weeks;
 - Option 2 (WP3): ~12 weeks;
 - Option 3 (WP4): ~6 weeks;

The estimated total contract value, inclusive of options, is **USD 350,000**.

Vendors are invited to review the requirements described herein and to register for participation through the appropriate national authority of the prime vendor's nation of origin. Vendors may form partnerships or sub-contractor relationships; however, all vendors, whether prime, partner, or sub-contractor, shall meet all identified eligibility requirements for participation.

Declarations of Eligibility shall be sent to hqsact.contracting@nato.int by **22 JUNE 2026, 0900 hours**, Eastern Standard Time, Norfolk, Virginia. E-mail subject shall include the Procurement Opportunity information along with company name (for example: **RFP-ACT-SACT-26-65 Company XYZ**)

This opportunity reflects NATO's commitment to transparency, equal treatment of suppliers, and the efficient delivery of goods, works, and services in support of NATO missions and participating

nations. All eligible and responsible sources may submit a proposal, if and once RFP is published, which shall be considered by the ACT.

1. Title of Procurement Opportunity

Gamification Solutions for Cyberspace Warfare Development

2. Description of Requirement

NATO is currently developing and orchestrating a number of capabilities in support of cyberspace operations (network operations and cyber security, defensive, offensive and cyber Intelligence, Surveillance, and Reconnaissance operations). The special characteristics of cyberspace as a domain of operations challenge the design and components of traditional products in other domains, such as the recognized (air/land/maritime) picture or the adversarial picture, among others. While user requirements capture and validation prototypes have informed the development of these products, gamification is perceived as a better tool to consolidate product design and development, validation and training of the applicable user community.

The contractor will provide analysis, design, and development support to create and operationalize a Minimum Viable Product (MVP) to gamify the development of cyber products and the process of developing them. The effort will be focused on the development of the Recognized Cyber Picture (RCyP), the Cyber Adversarial Picture (CyAP) and the development of Cyber Command and Control (CyC2) artifacts (such as mission operational design, mission assurance, assessments, Courses of Action (CoA), orders, execution dashboards, etc.). It will also aim to demonstrate visualization and gamification concepts for NATO cyberspace warfare development use cases. The work will primarily focus on CySA workflows/products (including RCyP and CyAP) and may, via options, extend to CyC2 workflows/products.

The requirement is expected to be structured as one base Work Package (WP) and up to three optional WPs that may be exercised at ACT's discretion:

- WP1 (Base): Based on ACT concepts, develop a CySAS UI/UX concept package for CySAS workflows and products (RCyP/CyAP, plus supporting components), including mock-ups/wireframes and associated design rationale. Also, specify WP2 scope and products in detail.
- WP2 (Option): Based on WP1 products (including the WP scope) develop a CySAS development game, including a specification/design, and a playable demonstrator. Also, specify WP3 scope and products in detail.
- WP3 (Option): Deliver a fully functional MVP runnable, playable game for CySAS, stand-alone and ready to use in isolated NATO networks, without any external dependencies. Also, specify WP4 scope and products in detail.
- WP4 (Option): Based on ACT concepts, develop a Cyber C2 UI/UX concept package addressing CyC2 workflows/products. Also, specify a future line of development to turn the Cyber C2 UI/UX into a MVP game.

3. Vendor Eligibility

- 3.1. Participation in this Procurement Opportunity is restricted to vendors from NATO member nations.

- 3.2.** Vendors must demonstrate the financial, technical, and professional capacity to deliver Gamification Solutions for Cyberspace Warfare Development, including an MVP:
- (a) Previous and significant experience in design and development of sophisticated military-oriented data/information visualization and UI/UX concepts and prototypes.
 - (b) Previous and significant experience in the design and development of sophisticated (war)games, including multi-role players, dynamic orchestration of activities, automatically generate injects and evaluation and assessment functionality.
 - (c) Precious experience in game design/development for military organizations.

4. Access to Solicitation Documentation

Interested vendors, officially registered by national authorities with a Declaration of Eligibility, may participate in and receive the link to the solicitation documentation for this Procurement Opportunity by email when the solicitation is released on <https://www.act.nato.int/opportunities/contracting/>

5. Language of Solicitation and Bid Submission

- 5.1.** Solicitation Documentation and Proposal Submission Language: English.

For the Financial Controller:

[Original Signed By]

Catherine GIGLIO
HQ SACT Acting Head of Contracts

Annexes:

- A: Declaration of Eligibility for NATO Competitive Procurement
- B: Distribution List

End of Notification

Annex A – Declaration of Eligibility for NATO Competitive Procurement

Date:

Declaration of Eligibility for NATO Competitive Procurement

To: ACT Procurement Authority

Subject: Declaration of Eligibility for NATO Competitive Procurement

Reference: RFP-ACT-SACT-26-65 - Gamification Solutions for Cyberspace Warfare Development.

With reference to the above-mentioned NATO Competitive Procurement (NCP) opportunity, the following *[insert Country of Origin]* vendor has expressed an interest in receiving the solicitation document:

- Vendor Name:
- Address:
- Point of Contact / Title: Mr./Ms.:
- Email Address:
- Phone #:

I certify that this vendor has the necessary financial, technical, and professional competence to be admitted by the Government of *[insert Country of Origin]* as a bidder were it responsible for awarding a contract of this nature. The vendor listed above is security cleared to the level of this procurement opportunity.

Extension to Other NCP Opportunities. In addition to the referenced project, this Declaration of Eligibility may be used for other ACT NCP opportunities and is valid for the vendor in paragraph 1 for a period of three (3) years, unless rescinded in writing by the National Responsible Authority of *[insert Country of Origin]*.

Check one:

Yes

No

Note to Vendor: If "Yes" is checked, then present this Declaration of Eligibility for expressed interest in other ACT NCP Opportunities.

Signature

[Name of National Responsible Authority]

[insert Country of Origin]

Annex B – Distribution List

NATO Delegations:

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	Lithuania	Spain
Denmark	Luxembourg	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	

Embassies in Brussels (Attn: Commercial Attaché):

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	Lithuania	Spain
Denmark	Luxembourg	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	