



SCIENCE & TECHNOLOGY ORGANIZATION
CENTRE FOR MARITIME RESEARCH AND EXPERIMENTATION

ORGANISATION POUR LA SCIENCE ET LA TECHNOLOGIE
CENTRE DE RECHERCHE ET D'EXPÉRIMENTATION MARITIME

Request For Quotation

RFQ CMRE-26-015

Upgrade of Pure Storage

Amendment no.1 dated 05 August 2026

Date of issue: Wednesday, 05 August 2026

Date of closing: Monday, 17 Aug 2026 – 10:00 hrs
CEST

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Part I Bidding Instructions

1 General

1. This Request for Quotation (RFQ) intends to solicit quotes for the upgrade of Pure Storage Flash Array C50 R4 with additional storage capacity.
2. The objective is to procure a capacity upgrade of 186 TB raw - 10 x 18.6TB including support maintenance until the expiring system date (March 2027). Bidders shall refer to the Technical Specification at part II of this RFQ for the detailed requirements.
3. This solicitation is expected to result into a Firm Fixed Price contract in accordance with the (CMRE) Terms & conditions; Contract award is contingent upon funding availability.
4. STO-CMRE Standards Terms & Conditions dated May 2026 are applicable to this procurement and can be viewed and/or downloaded from the CMRE website at www.cmre.nato.int/general-information.

2 Classification

1. This Request for Quotation (RFQ), as well as the prospective resulting contract - are NATO UNCLASSIFIED documents.

3 Definitions

1. The term "Bidder" shall refer to the bidding entity that has completed a bid in response to this RFQ.
2. The term "Contracting Authority" or "Contracting Officer" (CO) designates the official who executes this RFQ and will award and administer the resulting contract on behalf of the CMRE.
3. "Contracting Officer's Technical Representative" or "COTR" is the official who is appointed by the CO to assist in the technical management and day-to-day supervision of the resulting contract.
4. The term "Contractor" shall refer to the bidding entity to whom the contract is awarded.
5. The term "day(s)" as used in this RFQ shall, unless otherwise stated, be interpreted as meaning calendar days.
6. The term "NATO" shall refer to the North Atlantic Treaty Organisation.
7. The "Prospective Bidder" shall refer to the entity that has indicated thereon its intention without commitment, to participate in this RFQ.
8. The term "CMRE" shall refer to NATO Science & Technology Organisation – Centre for Maritime Research and Experimentation.

4 Eligibility

This RFQ is open to governmental or commercial entities:

1. Established in a North Atlantic Treaty Organisation Alliance member nation.
2. Working in the required field and legally authorised to operate in the country or countries in which this contract is to be performed at the time of bidding.

5 Duration of the Contract

1. The contract awarded shall be effective upon date of award.
2. Delivery date: **no later than 13 weeks from date of contract award.**

6 Exemption of Taxes

All prices and rates quoted shall be exclusive of any taxes and duties from which STO-CMRE is exempt pursuant to the provisions of "Agreement on the status of the North Atlantic treaty Organization, National Representatives and International Staff" (Ottawa Agreement), Articles IX and X and the Italian law ART. 72 of the D.P.R. 26/10/1972 n. 633 and subsequent modifications.

7 Amendment or Cancellation of the Solicitation

1. CMRE reserves the right to amend or delete any one or more of the terms, conditions, or provisions of the RFQ prior to the date set for bid closing. A solicitation amendment or amendments shall announce such action.
2. CMRE reserves the right to cancel, at any time, this RFQ either partially or in its entirety. No legal liability on the part of CMRE shall be considered for recovery of costs in connection to bid preparation. All efforts undertaken by any bidder shall be done considering and accepting, that no costs shall be recovered from CMRE.

8 Bidders requests for clarifications

1. In case of perceived ambiguities found in this solicitation, Prospective Bidders shall seek clarification at their earliest convenience. Any explanation regarding the meaning or interpretation of this RFQ, terms, clauses, provisions or specifications, shall be requested in writing from the Contracting Officer. The Contracting Officer must receive such requests for clarification no later than 5 (five) working days prior to the bid closing date.
2. Information in response to inquiries / requests for clarification to a prospective bidder shall be furnished to all prospective bidders by e-mail. All addendums and any necessary solicitation amendment(s) shall be incorporated into this RFQ. Oral Interpretations shall not be binding.

9 Bid Closing Date

1. Bids shall be submitted by **10.00 hours, local time, 17 August 2026**. Bids received after the stated date and time, will not be considered.
2. Send bids via e-mail as Adobe® .pdf file(s) to: Contracting@cmre.nato.int

NOTE: Please DO NOT send your bid to any other e-mail address otherwise your bid may be determined non-compliant with this RFQ.

10 Bid Validity

Bids shall remain valid until 31 August 2026. Shorter bid validity periods may be accepted at the sole discretion of CMRE. CMRE reserves the right to request an extension of bids' validity. Bidders shall be entitled to either grant or deny this extension of bids' validity. If the Bidder declines to extend the validity period, CMRE may treat the bid as withdrawn.

11 Content of Quotations

The entire quotation shall be split in 2 packages:

1. The Financial quotation containing :
 - a. Price Quotation (schedule of prices Annex 3 for Price quotation).
2. Admin and Technical quotation containing:

- a. CMRE Solicitation T&Cs Compliance statement (See Annex 2)
- b. Technical submittals: list of proposed items.
- c. Technical Compliance matrix (See Annex 4).

12 Quotation Submission

1. Quotations shall be submitted electronically in two separate PDF documents; one containing the Admin/Technical submittals and one containing the Financial Quotation, to: Contracting@cmre.nato.int
2. Email subject shall include the solicitation number along with company name (for example: RFQ CMRE-26-015_Admin/Tech_ABC Inc. / RFQ CMRE-26-015_FIN_ABC Inc.). Allow sufficient time in your submission should you encounter email size challenges or else.
3. Price quotations shall be in EURO (€) currency.
4. Prices shall be on a Firm Fixed Price Basis and include any relevant discount schedule.
5. No oral bids or oral modifications or telephonic bids will be considered.
6. It is the ultimate responsibility of a prospective bidder to ensure that all quotation submissions are reviewed for compliance in order to meet the RFQ required technical, contractual and administrative specifications.

13 Late Quotations

1. It is solely the bidder's responsibility to ensure that the quotation reaches CMRE prior to the established closing date and time. Only if it can be unequivocally demonstrated that the late arrival of the quotation package was the result of NATO staff negligence (mishandling) shall the bid be considered, as long as it is received before an award is made.
2. A delay in email exchange due to the server or size restrictions does not constitute a delay attributable to NATO.

14 Quotation Withdrawal

A bidder may withdraw their quotation up to the date and time specified for bid closing. Such a withdrawal must be communicated in writing via email addressed to the CMRE Contracting Officer.

15 Quotations Evaluation

1. The evaluation of quotations and determination as to the responsiveness and technical adequacy or technical compliance of the products or services requested, shall be the responsibility of CMRE. Such determinations shall be consistent with the evaluation criteria specified in the RFQ.
2. CMRE is not responsible for any content that is not clearly identified in any quotation package.
3. Quotations shall be evaluated and awarded based upon the **lowest priced, technically compliant bid**. The following factors will be considered:
 - a. Successful administrative submission of bid packages as requested in paragraph 11.
 - b. Successful determination of Technical Compliance. An offer will be considered technically compliant if it clearly confirms, as a minimum, the following:
 - i. The technical submission meets or exceeds the technical requirements set out in Part II, Technical Specification.

- c. Acceptance of RFQ's Terms and Conditions (see Annex 2).

16 Quotations Clarification

During the entire evaluation process CMRE reserves the right to discuss any bid in order to clarify what is offered and interpretation of language within the bid to resolve potential areas of concern. In no case will Bidders be allowed to change their price bid.

17 Award

1. CMRE intends to award a firm fixed price contract to the Bidder whose quotation represents the Lowest Priced Technically Compliant offer to NATO.
2. CMRE reserves the right to negotiate minor deviations to the listed terms and conditions to this RFQ, if/as required.
3. Award is expected by 31 Aug 2026.

18 Communications

All communication related to this RFQ, between a prospective bidder and CMRE shall only be through the CMRE Contracting Officer. Designated contracting staff shall assist the CMRE Contracting Officer in the administrative process. There shall be no contact with other CMRE personnel regarding this RFQ. Such adherence shall ensure Fair and Open Competition with equal consideration and competitive footing leverage to all interested parties.

19 CMRE Point of Contact

All correspondence and enquiries relevant to this RFQ, shall be addressed to the CMRE Contracting Office at the following email address: Contracting@cmre.nato.int

Part II Technical Specifications

1. Introduction

CMRE currently owns a Pure Storage FlashArray C50 R4, which requires an expansion of its storage capacity. Accordingly, we need to procure a 186 TB raw capacity upgrade, comprising 10 x 18.6 TB flash modules, with support and maintenance coverage co-termed with the existing system support expiry date in March 2027.

2. Description and quantities

Description	Product Code	Quantity
10 Flash modules x 18.6 TB – Data Pack	DFMc-DP-186TB-10x18.6TB	1
Support maintenance for Data Pack 9 months Support maintenance for Data Pack 18 months	DFMc-DP-186TB, 1MO,PRM,FND	9 18
No return service	FA-C-NRSSD \$/TB/MO	1674 3348
Installation services	Professional Services for Installation & Configuration	1

Important note to Bidders: All hardware and services supplied under this competition must be sourced through authorised and verifiable Pure Storage partners. Products must be new, genuine, and covered by the manufacturer's official warranty applicable in the delivery region.

Annex 1: Quotation Content Checklist

Quotation Content Checklist

Bidders shall ensure the following information and/or documents are included in their bid:

- ☐ Bidder's name, address, POC, Contact numbers, email address.
- ☐ Compliance Statement (Annex 2)
- ☐ Price Quotation (Annex 3)
- ☐ Technical Compliance matrix (See Annex 4).

Annex 2: T&Cs Compliance Statement

A. CMRE SOLICITATION T&Cs COMPLIANCE STATEMENT

1. It is hereby stated that our Company has read, understood and will comply with all the documentation, terms & conditions which form part of **RFQ CMRE-26-015**, to include - more specifically – the following:
 - a. The Statement of Work, Part II.
 - b. The CMRE Standards Terms and Conditions dated May 2026, which are applicable to this procurement and located on the CMRE website at <https://www.cmre.nato.int/general-information> .
2. The Bidder certifies that the quotation submitted in response to the referenced solicitation is fully compliant with the provisions of **RFQ CMRE-26-015** and the intended contract with the following proposed MINOR exception(s) - if any; such exemptions are considered by the Bidder non-substantial to the CMRE solicitation provisions issued:

Clause / Reference	Description of Proposed Minor Deviation

Company: _____ Signature: _____

Name & Title: _____ Date: _____

3. Important notice:
 - a. Bidders quotations must be based on full compliance with the terms, conditions and requirements of the RFQ and all future clarifications and/or amendments.
 - b. The bidder may offer variations in specific implementation and operational details provided that the functional and performance requirements are fully satisfied.

- c. In case of conflict between the compliance statement and the detailed evidence or explanation furnished, the detailed evidence/comments shall take precedence/priority for the actual determination of compliance.
- d. Minor or non-substantial deviations may be accepted by CMRE, while substantial changes will result in potential administrative non-compliance at CMRE's full and exclusive discretion.

Annex 3: Price Quotation

PRICE QUOTATION

1. Bidders shall provide an all-inclusive, lump-sum Firm Fixed Price (FFP) by filling out the "Total Price" box in the Schedule of Prices.
2. The prices shall be tax and duty free.
3. The prices shall be expressed in Euro.

Schedule of prices

No.	Description/Deliverables	Unit of Issue	Total Price (€)
1	Upgrade of Pure Storage as per specs in Part II, Technical Specifications	Lump-sum	

Quotation validity: This price quotation is valid up until 31 Aug 2026. If a different price validity term is offered, please indicate it here: _____

Please note that if less than 31 Aug, CMRE reserves the right to determine the bid as not compliant.

Authorizing Company Official:

Printed Name: _____

Position: _____

Authorizing Company (Signature): _____

Date: _____

Annex 4: Technical Compliance Matrix

TECHNICAL COMPLIANCE MATRIX

Compliance Matrix to the STATEMENT OF WORK: Bidders' technical quotation will be assessed based on the criteria mentioned in the following table:

No	ITEM	COMPLIANT/ NOT COMPLIANT
1	Technical submittals: list of proposed items	

(End of RFQ)