|  |  |
| --- | --- |
| Annex 1: RFI SUBMISSION FORM | |
| ITT Ref: | ECMWF/ITT/2025/381 (RFI) |
| ITT Title: | Network Security Layer |

* All data included in this form must concern only the legal entity submitting the proposal.

# SUBMITTED by

|  |  |
| --- | --- |
|  | **Name of legal entity submitting the proposal** |
| **Title** |  |
| **Legal form** |  |
| **Company registration number** |  |
| **Place of registration** |  |
| **VAT number (if applicable)** |  |
| **Shareholding and parent organisation name[[1]](#footnote-1)** |  |

# CONTACT PERSON (authorised representative of the legal entity above)

|  |  |
| --- | --- |
| **Name & Position** |  |
| **Business Address** |  |
| **Telephone** |  |
| **e-mail** |  |

# 2nd CONTACT PERSON (Commercial contact)

|  |  |
| --- | --- |
| **Name & Position** |  |
| **Business Address** |  |
| **Telephone** |  |
| **e-mail** |  |

# ECONOMIC AND FINANCIAL CAPACITY

Please provide the following financial data on your organisation.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | ***Complete using annual accounts*** | | |  | ***Only complete if annual accounts are not yet available*** | |
| **Financial data**  *The dates of the data requested in this table must be considered in line with the RFI closing date.* | **2 years before last year**  **<**specify**>**  **EUR**  *(in thousands)* | **Year before last year**  **<specify>**  **EUR**  (in thousands) | **Last year [1]**  **<specify>**  **EUR**  (in thousands) | **Average [2]**    **EUR**  *(in thousands)* | **Last year estimate**  **<**specify**>**  **EUR**  **\*\***  *(in thousands)* | **Current year estimate**  **<**specify**>**  **EUR**  **\*\***  *(in thousands)* |
| Annual income, excluding this contract [3] |  |  |  |  |  |  |
| Annual Profit or Loss |  |  |  |  |  |  |
| Annual operating income [4] |  |  |  |  |  |  |
| Annual operating Profit/Loss [5] |  |  |  |  |  |  |
| Net worth (total assets minus total liabilities) |  |  |  |  |  |  |
| Current Assets [6] |  |  |  |  |  |  |
| Current Liabilities [7] |  |  |  |  |  |  |
| Current ratio (current assets/current liabilities) |  |  |  |  |  |  |
| Please state exchange rate used to translate annual accounts into Euro (where required) |  |  |  | Not applicable |  |  |
| Unqualified external audit opinion (Yes/No) [8] & [9] *If “Not Applicable” please include relevant explanation below. If “Qualified audit opinion”, please include a copy of the audit report, and any actions taken as a result below.* |  |  |  | Not applicable | Not applicable | Not applicable |
| Comment / Explanation *(including reasons for a 'Not Applicable' or 'Qualified audit opinion')* |  | | | | | |

|  |
| --- |
| *[1] Last year = last accounting year for which the entity's accounts have been closed.* |
| *[2] Amounts in the ‘Average’ column are the mathematical average of the amounts entered in the three preceding columns of the same row.* |
| *[3] Revenue from the sales of goods and services including any income from interest, gains on sales of assets, other financial income, …* |
| *[4] Revenue from the sales of goods and services. This excludes any income from interest, gains on sales of assets, other financial income, …* |
| *[5] Difference between the Annual Operating income and the costs of goods sold and other operating expenses such as payroll, employee benefits and pension contributions, transportation and travel, amortization and depreciation, rent, repairs…* |
| *[6] A balance sheet account that represents the value of all assets that are reasonably expected to be converted into cash within one year in the normal course of business. Current assets include cash, accounts receivable, inventory, marketable securities, prepaid expenses and other liquid assets that can be readily converted to cash.* |
| *[7] A balance sheet account that represents a company's debts or obligations that are due within one year. Current liabilities appear on the company's balance sheet and include short term debt, accounts payable, accrued liabilities and other debts.* |
| *[8] A qualified opinion is a statement issued after an audit is completed by a professional auditor, suggesting that the information provided is limited in scope and/or the company or organisation being audited has not maintained accounting principles.* |
|
| *[9] An unqualified opinion is a statement issued after an audit is completed by a professional auditor, conveying that there is a positive opinion about the financials as a whole without any limitations or reservations.* |
|

# STAFF RESOURCES

1. Please state the total number of staff, providing a basic breakdown of how they are deployed both by function within region.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Current staff numbers** | | | **Skills/Functions** | **Location** |
|  | **Overall** | **Relevant fields to the response** |
| Permanent staff |  |  |  |  |
| Other staff |  |  |  |  |
| Total |  |  |  |  |

1. Please set out any key skill or employee dependencies and the availability of replacement skills in those areas, which should take into account the possible requirement for support at short notice:

|  |
| --- |
|  |

# EXPERIENCE AND REFERENCES

Please fill in the table below to summarise your experience with a minimum of two (2) project examples related to the work described in ECMWF’s RFI. These projects must have been carried out in the last 3 years. You may copy and multiply the table below for each project example.

ECMWF reserves the right to seek references from one or all these customers and/or to request for documentary evidence at any stage of the process. Respondents must nominate an individual who can be consulted by ECMWF to verify the quality of the work undertaken by the respondent. Such consultations may take place at any time after receipt of responses.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Project title** | **Location** | **Contract value (indicate currency)** | **Annual contract value**  **(indicate currency)** | **Name of customer** | **Dates (start/end)** | **Contact name and details**  **(for reference)** |
|  |  |  |  |  |  |  |
| **Detailed description of project** | | | | **Type and scope of services provided** | | |
|  | | | |  | | |

# EXECUTIVE SUMMARY

*Please limit this to no more than is necessary and a maximum of 1000 words as Times New Roman, Minimum Font Size 11 points.*

# ADMINISTRATIVE AND LEGAL INFORMATION:

|  |  |  |
| --- | --- | --- |
| **Ref** | **Question** | **Answer** |
| A1 | **Insurance**  Please provide details of your current insurance policy and those that are intended to be in place for the duration of the proposed contract, namely:   * public liability * products liability * employer's liability * professional indemnity |  |
| A2 | **Standards and procedures**   * Please provide a list of any quality related accreditations or certifications (i.e. ISO45001 or similar) you hold. |  |
| A3 | * Please provide a short overview of your “Health and Safety” and “Environmental” policies and their implementation |  |
| A4 | **Terms and conditions of contract**   * Please confirm your acceptance of ECMWF’s arbitration clause as specified in “Section 3 3. Terms and Conditions - Arbitration and VAT” of the main RFI document. | *Yes, we confirm/No, we cannot confirm* |

# TECHNICAL INFORMATION:

*Please limit the response to each question to no more than is necessary and a maximum of 1000 words per question, words as Times New Roman, Minimum Font Size 11 points.*

*Please ensure that the content of the section(s) listed in the following column is (are) fully addressed in the response: “Relevant section(s) in the Instructions and Specifications document.”*

|  |  |  |  |
| --- | --- | --- | --- |
| **Ref** | **Question** | **Relevant section(s) in the Instructions and Specifications document** | **Answer** |
| T1 | Describe the approach you would use to address all ECMWF’s requirements. | 5 |  |
| T2 | List the hardware and software components of the platforms you would use to address all ECMWF requirement.  For each proposed platform, the information should include the following:   * The vendor’s name; * The name of the platform; * The hardware component (when applicable) * The software component * Associated services (when applicable) * Relevant data sheets (where applicable) * Relevant architecture guides (where applicable)   More than one platform could be proposed to address a specific ECMWF requirement, in which case the preferred one must be clearly identified. | 5 |  |
| T3 | Specify your level of partnership/certification with each vendor used to address ECMWF requirements. | N/A |  |
| T4 | Are you certified to provide professional services (installation, configuration, support, training) for the proposed platform. | N/A |  |
| T5 | Do you provide vendor-backed warranty and hardware replacement services. | N/A |  |
| T6 | Do you offer pre-sales engineering or PoC  support before purchase decisions. | N/A |  |
| T7 | State the RIB scale figures for each proposed platform, i.e. how many IPv4 and IPv6 prefixes can be installed in master and per-VRF routing tables | 5 |  |
| T8 | State the FIB scale figures for each proposed platform i.e. how many IPv4 and IPv6 next hopes can be installed in the forwarding table | 5 |  |
| T9 | State the number of BGP neighbours supported by each proposed platform | 5.1.2 |  |
| T10 | Explain how each proposed platform can be integrated into a routed environment where endpoints reside in different VRFs and the appliance is expected to apply security controls to inter-VRF traffic | 5.1.2 |  |
| T11 | For each proposed platform, state if all the features are supported equally when configured in default and non-default VRFs | 5.1.2 |  |
| T12 | State if each proposed platform supports inspection of VXLAN – encapsulated traffic without decapsulation | 5.1.2 |  |
| T13 | State if each proposed platform supports each of the following BGP AFI/SAFI:   * IPv4 Unicast (1/1) * IPv4 Multicast (1/2) * IPv6 Unicast (2/1) * IPv6 Multicast (2/2) * L2VPN EVPN (25/70) | 5.1.2 |  |
| T14 | State if each proposed platform has the capability to exchange NLRI belonging to multiple VRFs / address families over a single IPv4 / IPv6 BGP peering and explain possible implementations | 5.1.2 |  |
| T15 | For each proposed platform, state the maximum supported bandwidth, in Gigabits per second, of a single IPv4/IPv6 TCP flow | 5.1.1 |  |
| T16 | For each proposed platform, state how any Application-Specific Integrated Circuits (ASICs), internal switches and internal interconnects may affect or limit latency and bandwidth of a single IPv4/IPv6 TCP flow | 5.1.1 |  |
| T17 | Explain how each proposed platform can optimise handling of Elephant / Whale flows e.g. analyse initial few packets of TCP/UDP conversation to establish if it would be permitted by configured security policy and then offload it either internally or to the wider network, to improve high-bandwidth flow performance | 5 |  |
| T18 | For each proposed platform, describe its clustering and failover capabilities, including the maximum number of nodes supported in a cluster, the supported failover mechanisms, and the expected recovery time (in seconds) to ensure service continuity. | 5 |  |
| T19 | In the DC environment, what is the performance impact when all advanced features are enabled simultaneously on the proposed firewall platform, i.e.: IDS/IPS, SSL Decryption, SSL VPN, VPN IPSEC, WAF? | 5.1.1.1 |  |
| T20 | In the Offices environment, what is the performance impact when all advanced features are enabled simultaneously on the proposed firewall platform, i.e.: application control, SSL VPN, VPN IPSEC and Web Filtering? | 5.1.1.2 |  |
| T21 | How does the firewall platform integrate with identity providers for user-aware rules (AD, Azure AD, LDAP)? | 5.1.2 |  |
| T22 | How does the firewall platform enforce segmentation across hybrid environments (on-prem, cloud, containerized workloads)? | 5.1.1 |  |
| T23 | For each proposed platform, describe the firewall state synchronization capabilities, including:   * The maximum number of sessions that can be synchronized * The supported synchronization mechanisms * The expected latency (in milliseconds) for state updates between nodes.   In addition, please clarify which information is kept in sync (e.g., state tables, routing tables, security policies, user sessions, etc.). | 5 |  |
| T24 | Application Control   1. How granular is the application control (specific functions within apps, not just app-wide blocking)? 2. How are evasive applications handled (custom ports, encryption, tunnelling)? 3. Can application control be tied to user/group identity for contextual policies? 4. How are shadow IT applications detected and reported? | N/A |  |
| T25 | Intrusion Detection System/Intrusion Prevention Systems (IDS/IPS)   1. How does the IDS/IPS distinguish between true threats and false positives, and what is the measured false positive rate in customer deployments? 2. What detection methods are used (e.g., signature-based, behavioural, anomaly detection, ML)? 3. How quickly are new signatures/updates released after a new vulnerability or exploit is discovered? 4. Can IPS policies be tuned per application/service without impacting network performance? 5. What visibility/reporting does it provide? 6. Can alerts be integrated with SIEM/SOAR platforms for automated response? | N/A |  |
| T26 | SSL Decryption   1. What is the maximum throughput the proposed platform supports with SSL/TLS decryption enabled? 2. How are privacy concerns managed? 3. Which ciphers, TLS versions, and modern protocols (QUIC/HTTP3) are supported? 4. Can decryption be selectively applied (per user, app, or group) without blanket interception? | N/A |  |
| T27 | SSL VPN   1. How is certificate lifecycle (issuance, renewal, revocation) managed within the SSL VPN platform? 2. What authentication factors can be combined with certificates (MFA, device posture, biometrics)? 3. What performance can users expect when connecting via high-latency or low-bandwidth links? 4. How is split-tunnelling vs. full-tunnel traffic managed securely? 5. What operating systems / access methods are supported? | N/A |  |
| T28 | VPN IPSEC   1. What is the maximum throughput per tunnel and number of concurrent tunnels supported? 2. How does the proposed platform handle failover/redundancy in multi-site deployments? 3. What cipher suites are supported? 4. How is the performance affected by choice of cypher suite? 5. Can policies dynamically adapt based on endpoint identity or security posture? | N/A |  |
| T29 | Web Application Firewall (WAF)   1. How does the proposed WAF platform protect against OWASP Top 10 vulnerabilities without extensive manual tuning? 2. Provide examples of how the WAF adapts to new application deployments (cloud-native, APIs, CI/CD)? 3. How does it handle encrypted traffic and API security? 4. What visibility/reporting does it provide? | N/A |  |
| T30 | Web Filtering   1. What sources (threat intelligence feeds, URL categorization engines, reputation databases) are used to maintain filtering accuracy? 2. How are encrypted traffic filtering handled without degrading performance (e.g.: HTTPS)? 3. Can policies be applied per user/group/application rather than only by IP? 4. How are uncategorized or newly registered domains handled (often abused in phishing/malware campaigns)? 5. What visibility/reporting does it provide? | N/A |  |
| T31 | Describe any other platform that does not specifically address one of ECMWF requirements but could be considered in the context of this RFI.  For each proposed platform, the information should include the following:   * The vendor’s name; * The name of the platform; * The hardware component (when applicable) * The software component * Associated services (when applicable) * Relevant data sheets (where applicable) * Relevant architecture guides (where applicable) | N/A |  |
| T32 | Describe any other aspect that you would like to bring to the attention of ECMWF that could be important to know in the context of this RFI. | N/A |  |

# FINANCIAL AND NON-TECHNICAL INFORMATION:

*Please limit the response to each question to no more than is necessary and a maximum of 2000 words per question, words as Times New Roman, Minimum Font Size 11 points.*

*Please ensure that the content of the section(s) listed in the following column is (are) fully addressed in the response: “Relevant section(s) in the Instructions and Specifications document.”*

*All prices must be quoted in Euros (€)*

|  |  |  |  |
| --- | --- | --- | --- |
| **Ref** | **Question** | **Relevant section(s) in the Instructions and Specifications document** | **Answer** |
| F1 | Describe the pricing model applied for each proposed platform. | 5 |  |
| F2 | Provide Recommended Retail Price (RRP) information for each proposed platform.  If more than one platform is proposed to address a specific ECMWF requirement, then pricing must be provided for each platform.  This information must include the pricing of all the elements required by each proposed platform.  The pricing information should include the following:   * All equipment and hardware; * All software licences; * All software subscriptions for a period of one (1) year and three (3) years (when applicable); * All maintenance and support for a period of one (1) year and three (3) years (when applicable); * Delivery to ECMWF premises in Bologna, Reading and Bonn (when applicable); * Documentation and training (when applicable). | 5 |  |
| F3 | Provide Recommended Retail Price (RRP) information for alternative maintenance and support options for each proposed platform if deemed relevant for a period of one (1) year and three (3) years | 5 |  |

1. If the respondent is a subsidiary, please provide complete and accurate information on the respondent's shareholding and full details of its parent organisations up to and including the ultimate parent organisation [↑](#footnote-ref-1)