



## **Request for Expression of Interest Physical Security Platform**

### **Background**

The International Atomic Energy Agency (hereinafter referred to as the “IAEA” or the “Agency”) is widely known as the world’s “Atoms for Peace and Development” organization within the United Nations (UN) family.

Established in 1957 as the world’s centre for cooperation in the nuclear field, the IAEA works together with its Member States and multiple partners worldwide to promote the safe, secure and peaceful use of nuclear technologies.

Detailed information about the work of the IAEA is available at [www.iaea.org](http://www.iaea.org)

### **1. Physical Security at the IAEA**

The IAEA is utilizing a Physical Security Platform (PSP) which was deployed in 2007 at the IAEA Headquarters (Vienna, Austria) and later rolled out across the Agency’s premises in Seibersdorf (Austria). IAEA Safeguards Office of Information and Communication Systems (SGIS) is responsible for providing physical and information security services.

For the purpose of this Request for Expression of Interest (EOI), the focus is on the IAEA Headquarters, where approximately 900 doors of various types are protected by the PSP. Two proprietary platforms currently provide access-control and intrusion\alarm management functionality. Additionally, there is a video surveillance system (Milestone X-Protect) which is integrated with the alarm management platform. Together, these three components make up the IAEA’s PSP.

Existing peripherals consist of proximity cards, Wiegand enabled card readers, electronic locks, motion detectors, magnetic contacts, strobes and sirens.

### **2. Identification of a Business Need**

It has been more than ten years since the design and implementation of the current PSP. Considering this, IAEA would like to explore whether a more secure, non-proprietary (open), architecturally simpler and more cost-efficient on-premise solution can be identified and deployed.

This EOI is targeted towards manufacturers, authorized resellers and system integrators (hereinafter referred to as “Vendors”) to provide information on their PSP.

The preferred PSP shall fulfil the following criteria:

1. Standards based;
2. Non-proprietary and supports an open architecture;
3. Internet Protocol based;
4. Integrates access-control, intrusion detection and alarm management functionality; and
5. Has multiple regional support and maintenance options available.

To reduce associated costs, the preferred scenario would allow for the reuse of most of the peripherals mentioned in the section above. The IAEA might also consider adopting new proximity cards and card readers based upon open standards (e.g. Open Supervised Device Protocol (OSDP)) if such a migration were shown to result in benefits, such as greater confidence for detecting potential tampering scenarios and associated cost savings in other areas (wiring\intrusion detection).

### **3. Overview of the Process**

The IAEA plans the selection and deployment of a new PSP through the two phases approach:

#### **Phase I – Request for Expression of Interest**

1. IAEA solicits Vendors to provide an “Expression of Interest”;
2. IAEA fields and answers any Vendor questions where clarification is needed;
3. IAEA receives responses from Vendors who are interested in being considered;
4. IAEA evaluates the Vendor platforms against predefined criteria, including Vendor qualification and platform demonstration, and verifies integration claims with existing equipment where uncertainty exists (locks, readers, strobes, sirens, motion detectors);
5. IAEA identifies and short-list Vendors to participate in the Request for Proposal (RFP); and
6. IAEA issues an RFP to the short-listed Vendors.

#### **Phase II – Request for Proposal**

1. IAEA facilitates an on-site visit for the selected Vendors to inspect IAEA premises (e.g. wiring, layout, distances etc.);

2. Selected Vendors will be requested to provide detailed technical proposal for migrating one floor (70-80 doors) to their proposed PSP, including a fixed price cost for conducting pilot which shall include:

- a) Hardware controllers;
- b) Software\Licenses; and
- c) Labour effort and timeline.

Although the pilot may consist of between 70-80 doors, if the benefits are understood to be significant, the platform would need to be scalable and accommodate approximately 900 doors. Proposals should consider all aspects of implementing the integrated access-control, intrusion and alarm management system for a single floor, consisting of approximately 70-80 doors and considering IAEA's existing requirements, wiring, and peripherals.

3. Include cost estimates for migrating the remaining floors\doors in the event the platform is selected;
4. Projection of ten year "running cost" for the platform; and
5. Based on the information provided, IAEA performs combined technical and commercial evaluation and identifies a Vendor whose bid is offering the best value for money

As a result of the RFP, a Contract will be awarded and will contain two stages: Stage I – Pilot project of limited scope (70-80 doors) and if acceptable, Stage II – Facility migration to the new platform.

#### **4. Scope of the Request for Expression of Interest**

The scope for Phase I – EOI is to:

1. Inform the IAEA of your company's desire to participate;
2. Provide the completed Questionnaire (Vendor Qualification, Mandatory Requirements, Quality Requirements and Compatibility Matrix);
3. Include (non-financial) information on how your company would propose migrating a single floor as part of a pilot;
4. Include a description of how your company's licensing model is structured (without financial information);
5. Explain how the security of your company's proposed integrated platform will detect tampering scenarios;
6. Be prepared to demonstrate your company's platform and provide assurance for compatibility with peripherals; and
7. Be ready to participate in Phase II – RFP if short-listed.

## 5. Request for Expression of Interest Guidelines

### 5.1. EOI closing Date and Time

Please submit your company's response to this EOI by **15 April 2020 17:00HRS Vienna, Austria**.

Kindly submit your company's response to this EOI by addressing points 1–7 listed in the above paragraph "Scope of the Request for Expression of Interest".

### 5.2. IAEA Point of Contact

All correspondence and questions relating to this EOI should be addressed to the following point of contact by email:

Yury Golovkov (Mr)  
Procurement Officer  
IAEA Office of Procurement Services  
Email: [y.golovkov@iaea.org](mailto:y.golovkov@iaea.org)

### 5.3. Company and Product Presentations

Companies participating in this EOI may be requested to arrange a general presentation of their company and arrange for a demonstration of their product to the IAEA (e.g. via WebEx or on-site) or give the IAEA the opportunity of a trial use of the product. Any company presentations, demonstrations or trials shall be at the company's expense.

### 5.4. Non-Binding

This EOI does not constitute a solicitation. At no point shall any exchange of communication be understood to be contractually binding. The IAEA reserves the right to change or cancel the requirement at any time during the EOI.

Submitting a reply to this EOI does not automatically guarantee that your company will be considered for receipt of the solicitation when issued.