



NATO e-FIT Schedule D

COTS IT Equipment and Cloud Services

Frequently Asked Questions

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WHAT IS NATO E-FIT?

The e-FIT (Enterprise Framework for IT) framework allows NATO organisations and NATO member states to rapidly acquire IT products and services through an established contract model.

Schedule D, titled “COTS IT Equipment and Cloud Services,” is designed specifically for private cloud infrastructure—covering platforms, software solutions, and services. As NATO states: *“The primary objective of this e-FIT Framework Contract is to purchase on-premises private cloud managed services if and when required.”*

WHY DOES IT MATTER?

Any NATO organization and NATO member state can leverage the e-FIT framework to rapidly procure defense solutions to meet their requirements. The e-FIT program reduces bureaucracy to help NATO nations deploy critical defense cloud solutions at the speed of mission.

- Mission owners can rapidly procure defense solutions required for their operations.
- If your national procurement process is complex or/and requires a long timeline, e-FIT provides an accelerated route to deploy solutions, at the speed.

WHAT IS THE VALUE PROPOSITION OF E-FIT?

The e-FIT framework streamlines a fast private cloud procurement process—including Oracle and partner edge or dedicated cloud solutions—for NATO organisations and NATO member states.

Key benefits include:

- **Pre-competed procurement:** NATO has already approved prime vendors, enabling fast acquisition.
- **Rapid timeline:** Task Order RFQs close in 14 days; award is based on the Lowest Priced Technically Compliant (LPTC) method.
- **Local delivery partner option:** Buying organisation can nominate a trusted integrator to work with the prime for local delivery.
- **Defense eco-system:** e-FIT task orders can also leverage Oracle’s global partner network and defense ecosystem, empowering the mission with continuous innovation rapidly, securely, and at scale.
- **Mission fit:** Solutions can support both Oracle and non-Oracle software stacks at the tactical edge, provided they run on private cloud and meet workload classification requirements.
- **Deployment at any classification level:** Solutions can be deployed at the classification level required and authorized by the end user if procured for a nation’s own defense networks, or at NATO-Unclassified through NATO-Restricted when hosting, controls, and operations meet NATO D32 expectations, and up to secret following member states accreditation process.



WHAT CAN BE PROCURED THROUGH E-FIT SCHEDULE D

Any software or/and managed services (including third-party ISVs and defense solution providers) **that run on Oracle's private-cloud** can be procured through e-FIT Schedule D. End users define their requirements by their task order, which includes the following Oracle products:

Oracle Cloud Infrastructure:

- Oracle Compute Cloud@Customer (connected to OCI Region)
- Oracle Compute Cloud@Customer (C3i), for disconnected and air-gapped deployments
- Oracle Exadata Cloud@Customer (for Oracle Databases)
- Oracle Roving Edge Infrastructure (for tactical Edge use cases or application)

Oracle Platform¹:

- Oracle Database, Autonomous Database
- Exadata and Analytics

¹Note: All solutions must run on private cloud infrastructure. Client-validated use cases are required.

Oracle Customer Success services

Any Oracle partner solution that runs on Oracle private cloud

WHO IS ELIGIBLE AND WHAT ARE THE QUALIFICATION CRITERIA?

- **Eligible organizations:** All NATO member states and its respective military organisations, NATO organisations.
- **Solution requirements:** Solutions must run on, or explicitly require, private cloud infrastructure.
- **Funding:** The end client must have available budget/funding. e-FIT helps accelerate procurement efforts
- **Procurement channel:** The end user must be willing to use NATO procurement channels. Split-procurement models are also supported.
- **Integrator requirement:** the e-FIT framework was awarded to selected partners. Oracle's private cloud is included in the framework awarded to Fujitsu. A delivery partner should engage with selected partners in scoping and agreeing on the services for an end client's need. The services will be defined and agreed in a Statement of Work (SOW) and included in a Task Order, which a selected e-FIT partner will submit to NCIA as a response to the NCIA mini-competition.

WHAT CLASSIFICATIONS CAN SOLUTIONS SUPPORT THROUGH E-FIT?

Solutions can be deployed at classification levels authorized by the end user's environment and host country accreditation.



- **Schedule D** supports deployments from **unclassified** to **NATO Restricted** (if D32 controls are met), or **up to Secret**, provided the environment is accredited accordingly.

WHAT NON-ORACLE PRODUCTS AND SERVICES CAN BE PROCURED THROUGH E-FIT?

Any software or managed service that runs on the procured private cloud stack can be included under a Task Order. The examples below illustrate some of current defense needs that require private cloud.

WHAT ARE EXAMPLES OF DEFENSE USE CASES

e-FIT framework catalog includes Oracle Cloud and AI deployments, which combined with broad Oracle Defense Technology eco-system can address many Defense needs.

1. Drones Control and Defense

Command and orchestrate drone fleets across complex terrains with secure, mission-ready control, leveraging AI-driven autonomy in GPS-denied environments. Stream live intelligence, automate critical tasks, and ensure rapid situational awareness, use computer vision disconnects at the edge and federated AI learning across the battlespace—all while safeguarding communications for persistent defense superiority

2. Movable Digital Workplace at Battlefield

Deploy a secure digital workplace at the tactical edge with disconnected private cloud infrastructure like Oracle Cloud@Customer or Private Cloud Appliance. Empower real-time collaboration and data sharing with OCI-compatible tools, ensuring data residency and robust security even in contested environments.

3. Tactical Communication Continuity

Bearer-agnostic edge devices empower forces with assured, real-time connectivity for distributed command and control through robust 5G and multi-channel communications, ensuring continuity even in contested environments. Secure and synchronize critical data between tactical edge and core with integrated solutions.

4. Rapid Deployable GPU-enabled Compute

Deploy portable, GPU-enabled systems at the tactical edge including operating on a ship or aircraft with Oracle Roving Edge or Compute Cloud@Customer to deliver high-performance AI-driven analytics, imagery processing, and real-time decision support anywhere the mission demands. Accelerate critical tasks on land, sea, air or across the electromagnetic spectrum with robust, disconnected compute capabilities.

And many more.

WHAT IS THE END-TO-END PROCESS FOR AN E-FIT ORDER?

1. **Requirement identification:** The client, integrators, and solution providers define needs and prepare a technical design/Statement of Work (infrastructure, software, and services).



2. **Request submission:** The end client submits requirements to NCIA (NATO), at general.acquisition@ncia.nato.int, which launches a mini-competition among the pre-selected e-FIT Schedule D partners for Task Order.

3. **Vendor response:** Partners have a 14-day window to respond. NCIA (NATO) compiles offers and shares them with the client for review and sign-off.

4. **Award and delivery:** NCIA (NATO) will provide the signed Task Order to the awarded partner, who then begins the execution of Task Order: delivery of components and the work described in SOW.

WHO CAN I CONTACT FOR MORE INFORMATION?

For questions about the e-FIT framework, business opportunities, or introductions to Oracle and our partners, please fill in this form <https://engage.oracle.com/contactus>. Include your organization's name and a brief description of your inquiry so we can connect you with the right expert.

