301036

Information session on ESTDEV's framework procurement for cybersecurity matters and services
17 Nov 2025

Siim Alatalu
Project manager

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Why

- ESTDEV is increasingly implementing digitalisation and cyber security projects around the world

- Growing number of international donors and partners

- Since September 2025 ESTDEV has European Commission accreditation for managing and implementing EU funds

- As an example, ESTDEV implements the CURE™ cybersecurity project under the Tallinn Mechanism
  - Tallinn Mechanism is a coordination mechanism for civilian sector cybersecurity support to Ukraine established in December 2023
  - Aims to strengthen Ukraine's long-term systematic preparedness and resilience against cyber threats.
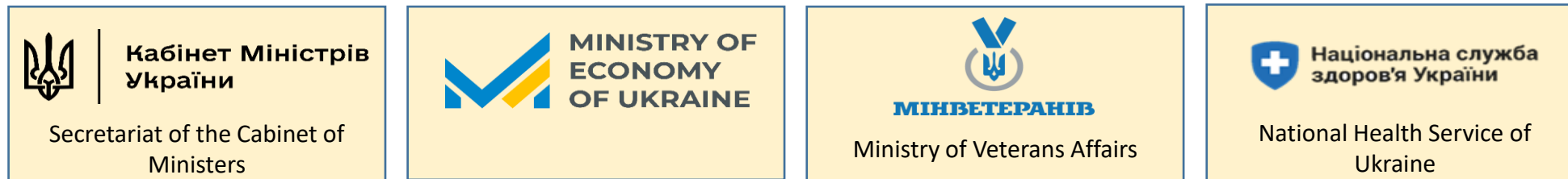
2024

24 MEUR annual turnover

60% of investments to Ukraine

34 staff + 77 experts from public and private entities, and CSO-s

Example project - CURE™

Recipients

Kабінет Міністрів України — Secretariat of the Cabinet of Ministers	MINISTRY OF ECONOMY OF UKRAINE	МІНВЕТЕРАНІВ — Ministry of Veterans Affairs	Національна служба здоров'я України — National Health Service of Ukraine

Outputs

- Secure and resilient cybersecurity infrastructure established for selected critical Ukrainian government institutions
- Improved institutional cybersecurity governance and capacity to manage threats in selected Ukrainian government institutions
- Increased compliance with international cybersecurity standards

Funding & implementation

- Swedish development cooperation agency Sida & ESTDEV, 2025-2027

Sida

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What

On Nov 13th ESTDEV published a framework procurement which over the next 4 years will enable us to deliver:

- Lot 1: Information and cybersecurity consulting services

- Lot 2: Information and cybersecurity software analysis, development and applications

- Lot 3: Various IT and cybersecurity infrastructure components, installation and configuration

Country Eligibility

- 27 EU Member States
- Albania
- Armenia
- Australia
- Bosnia
- Canada
- Colombia
- Costa Rica
- Ecuador
- El Salvador
- Guatemala

- Honduras
- Iceland
- Israel
- Japan
- Rep.of Korea
- Kosovo
- Liechtenstein
- Moldova
- Montenegro
- New Zealand
- Nicaragua

- North Macedonia
- Norway
- Panama
- Peru
- Serbia
- Switzerland
- Taiwan
- Ukraine
- United Kingdom

Qualification Requirements for Company

Lot 1
- Average annual **turnover** min 1 MEUR

Lot 2
- Average annual **turnover** min 1 MEUR

Lot 3
- Average annual **turnover** min 4 MEUR

Lot 1
- Completed at least 3 Lot-specific **reference projects** with minimal value 50,000 EUR+VAT

Lot 2
- Completed at least 3 Lot-specific **reference projects** with minimal value 100,000 EUR+VAT

Lot 3
- Completed at least 3 Lot-specific **reference projects** with minimal value 200,000 EUR+VAT

Note: ESTDEV will conduct checks for the exclusion of any sanctioned entities.

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Team Requirements by position

Lot 1

- Project Manager
- Consultant

Lot 2

- Project Manager
- Consultant
- Expert

Lot 3

- Project Manager
- Architect
- System administrator

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Team requirements by skills & experience

- 60 months of work experience as a project manager/consultant/expert/architect/sysadmin in the field of information and cyber security.

- Experience in the given role in at least 10 information and cyber security projects, of which at least 5 must be international.

- Projects must have been completed within the last 5 years.

- At least 5 projects must have a minimum financial volume of 50000 euros (excluding VAT).

- In at least 5 projects, the consultant's time contribution must be at least 100 hours.

- Project manager's language proficiency in English must be at least at the C1 level.

- More specific requirements may be included in individual minitenders.

Dates & process

- Tender information available at EU TED: https://ted.europa.eu/en/notice/-/detail/754594-2025 ref. **754594-2025 – Competition**

- Official channel for making bids will be the Estonian Public Procurement Register https://riigihanked.riik.ee/rhr-web/#/procurement/9390245/general-info – or search for reference **301036**

- Deadline for bids – **16 Dec 2025 12:00 Estonian time**
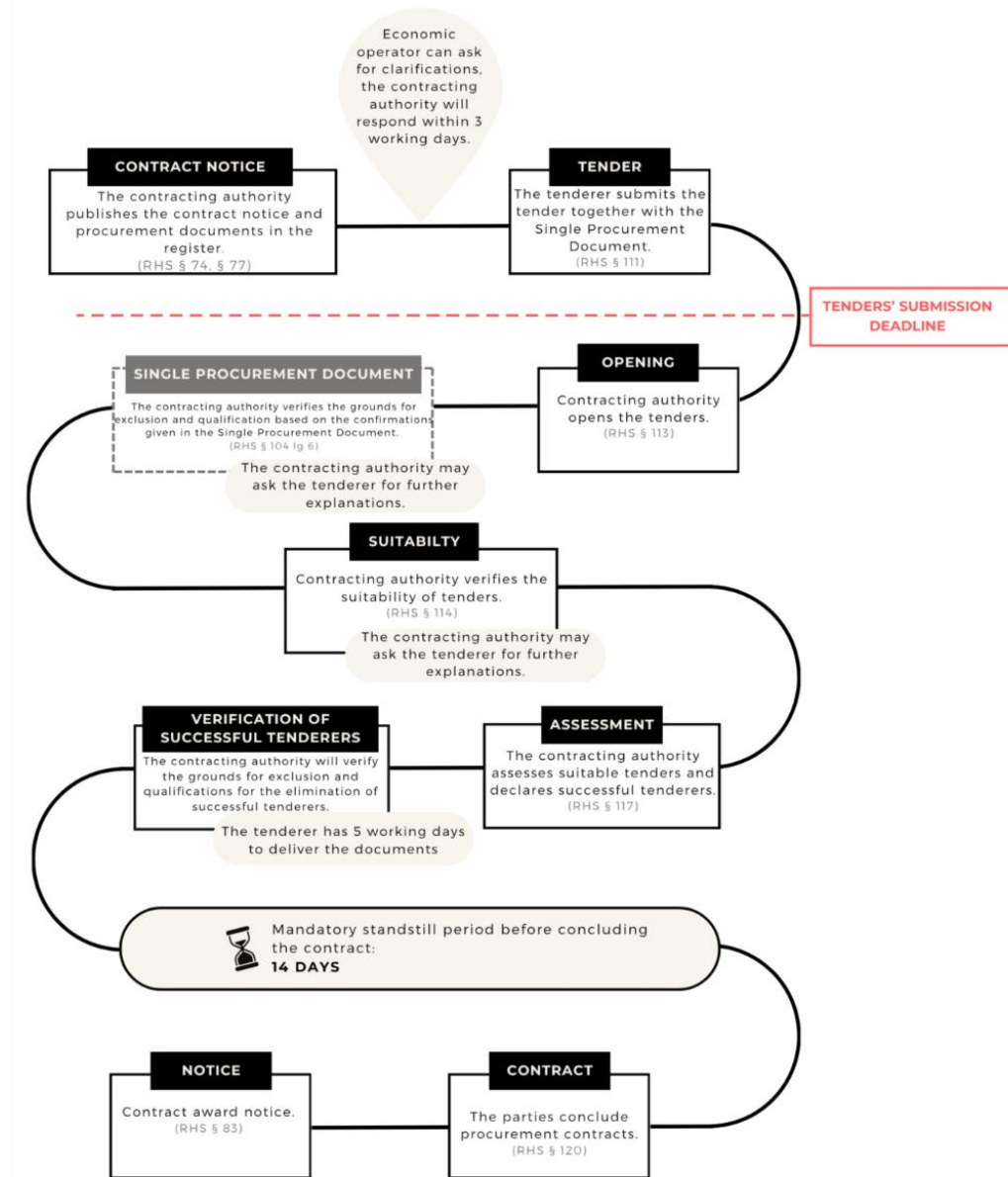
How

- Where is the framework procurement?
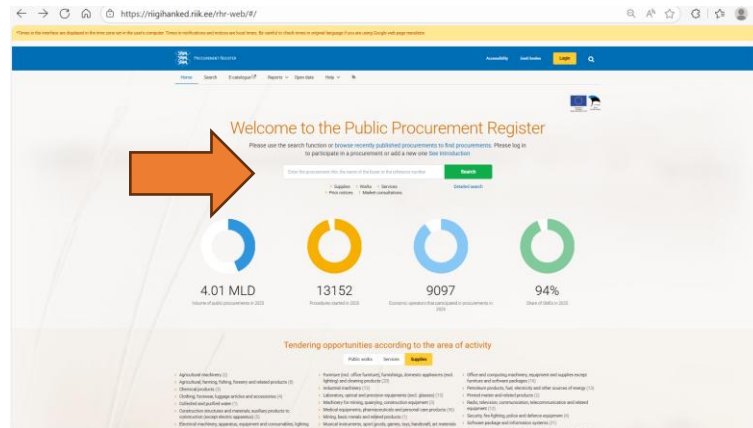
- How can I register my interest?

- Where can I find & download the docs?

- How to make the bid?

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How

- Video tutorial for using the Estonian Public Procurement Register

[5. Video guide to Tenderers EN - YouTube](#)

Who

- All procurement-related questions are to be addressed via the Public Procurement Register

- Official Point of Contact: Ms. Merily Tamm, merily@abmatteus.ee

- Project manager for CURE™ Mr. Siim Alatalu, siim.alatalu@estdev.ee

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Thank you