



# 301036

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

**Siim Alatalu  
Project manager**



**estdev**  
From the people of Estonia

# 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 - CURÆ™

## Recipients



## 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



estdev  
From the people of Estonia

# 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.



# Team Requirements by position

## Lot 1

- Project Manager
- Consultant

## Lot 2

- Project Manager
- Consultant
- Expert

## Lot 3

- Project Manager
- Architect
- System administrator



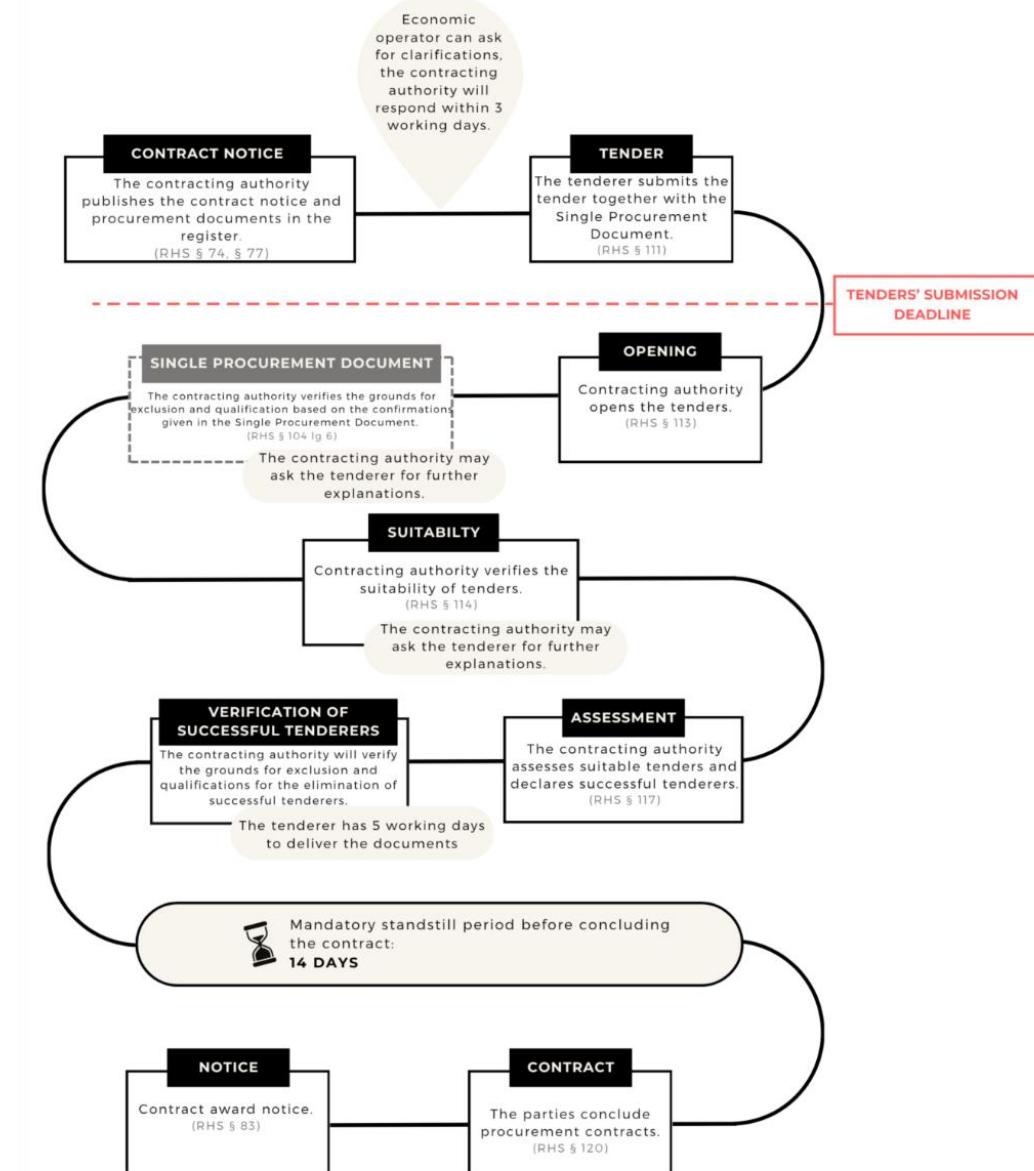
# Team requirements by skills & experience

- 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?

- Where can I find & download the docs?

Info- ja kulttuurivaltakunnan alased asjaj ja teenused

Document: Rakennusneuvottelu ajastettuna (PDF)

Download the document

Documents

Procurement documents are available according to the user rights and placement status. Procurement documents are publicly available. Outcome documents (decisions) are available to the interested parties that participated in the procedure after the procuring entity has notified the participants.

View all documents | View all documents | View all documents

Procurement documents

Procurement documents are defined in Estonia according to the Law no. 1. The State may provide the mandate. See Contract Notice if available on the tab "Notice".

Title	Date	Version	Visibility	Action
Rakennusneuvottelu ajastettuna (PDF)	Published	0	Public	18.11.2020 09:00
PEU-1/2 - Viidessä vuoden mukaan määritellään jo tänä vuonna (PDF)	Published	2	Public	18.11.2020 09:01
Rakennusneuvottelu ajastettuna (PDF)	Published	0	Public	18.11.2020 09:01
Rakennusneuvottelu ajastettuna (PDF)	Published	1	Public	18.11.2020 09:01
Rakennusneuvottelu ajastettuna (PDF)	Published	1	Public	18.11.2020 09:01
Rakennusneuvottelu ajastettuna (PDF)	Published	1	Public	18.11.2020 09:01
SL-1/2 - Viidessä vuoden mukaan (PDF)	Published	0	Public	18.11.2020 09:01
SL-1/2 - Viidessä vuoden mukaan (PDF)	Published	1	Public	18.11.2020 09:01
Rakennusneuvottelu ajastettuna (PDF)	Published	1	Public	18.11.2020 09:01
PEU-1/2 - Viidessä vuoden mukaan (PDF)	Published	1	Public	18.11.2020 09:01

Previous Next Mail

Download all available procurement documents Download selected documents

- How can I register my interest?

  RIIGI AUTENTIMISTEESEUS

ID-card      Mobile-ID      Smart-ID      EU eID

### European Union member state's eID

To log in to **Riigihangete register (RHR)** please select the country of your eID and click "Continue". You will be redirected to your country's identity provider for authentication.

State:

- Portugal
- Slovakia
- Slovenia
- Spain
- Sweden

[Return to service provider](#)

- How to make the bid?



# PROCUREMENT REGISTER

Home Desktop Search E-catalogue Settings Reports Open data Help

Accessibility Eesti keeles    

Silm Asetus Erikois Asetus 12.11.2025 12:37:08

# How

- Video tutorial for using the Estonian Public Procurement Register

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



**estdev**  
From the people of Estonia

# Who

- All procurement-related questions are to be addressed via the Public Procurement Register
- Official Point of Contact: Ms. Merily Tamm, [merily@abmatteus.ee](mailto:merily@abmatteus.ee)
- Project manager for CURE™ Mr. Siim Alatalu, [siim.alatalu@estdev.ee](mailto:siim.alatalu@estdev.ee)



Aitäh

Thank you



estdev  
From the people of Estonia