



ΕΛΛΗΝΙΚΗ ΔΗΜΟΚΡΑΤΙΑ  
Μόνιμη Αντιπροσωπεία της Ελλάδος  
στο ΝΑΤΟ

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Βρυξέλλες, 14 Απριλίου 2022  
**Α.Π.:** 2086

**ΠΡΟΣ:** **ΥΠΟΥΡΓΕΙΟ ΕΘΝΙΚΗΣ ΑΜΥΝΑΣ**  
- ΓΔΑΕΕ/ΔΑΕΤΕ (μ.η.)

**ΚΟΙΝ.:** **ΥΠΟΥΡΓΕΙΟ ΕΞΩΤΕΡΙΚΩΝ** **ΓΕΕΘΑ**  
- κ. Δ' Γενικό Διευθυντή - Γ2 Διεύθυνση  
- Δ2 Διεύθυνση  
**ΥΠΟΥΡΓΕΙΟ ΑΝΑΠΤΥΞΗΣ**  
- Γενική Γραμματεία Εμπορίου (μ.η.)  
- Γενική Γραμματεία Βιομηχανίας/  
Διεύθυνση Διεθνών Βιομηχανικών  
Σχέσεων (μ.η.)  
**ΤΕΧΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΛΛΑΔΟΣ**  
- Διεύθυνση Επαγγελματικής  
Δραστηριότητας (μ.η.)

**ΘΕΜΑ:** Αίτηση Έρευνας Αγοράς MS-115683- EMS CLS για το Αντικείμενο "Contractor Logistic Support (CLS) for NATO Satellite Communications (SATCOM) Electronic Protective Measures (EPM) Modem System (NATO-EMS)"

Διαβιβάζεται, συνημμένως, αίτηση ΝCΙΑ για συμμετοχή Βιομηχανίας σε έρευνα αγοράς (Market Survey/MS) για εν θέματι αντικείμενο.

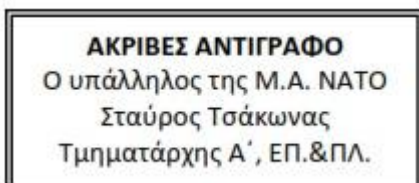
Καταληκτική ημερομηνία υποβολής προτάσεων ορίζεται η **6<sup>η</sup> Μαΐου τ.έ., 17:00 τ.ώ.**

Ενδιαφερόμενοι δύνανται να αναζητήσουν πληροφορίες μέσω καθοριζομένου σημείου επαφής (Point of Contact/POC, βλ. παρ. 8 αιτήσεως).

Παρακαλούμε για ενέργειές σας προς ενημέρωση Βιομηχανίας.

Λ Α Μ Π Ρ Ι Δ Η Σ

Συν. σελ.:11





NCIA/ACQ/2022/6714  
6 April 2022

## **Market Survey - Request for Information**

**Project “Contractor Logistic Support (CLS) for NATO Satellite Communications (SATCOM) Electronic Protective Measures (EPM) Modem System (NATO-EMS)”**

**NCI Agency Reference: MS-CO-115683-EMS CLS**

NCI Agency is seeking information from Nations and their Industry regarding the availability of providers that are able to meet NATO’s requirements related to specific Contractor Logistics Support (CLS) services.

**NCI Agency Points of Contact**  
**Principal Contracting Officer (PCO) Mrs. Tiziana Pezzi**  
**Action Officer: Estefania Nunez**

E-mail: [estefania.nunez@ncia.nato.int](mailto:estefania.nunez@ncia.nato.int)

To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey**  
**Request for Information MS-CO-115683-EMS CLS**

1. NCI Agency requests the assistance of the Nations and their Industry to identify providers that are able to meet NATO’s requirements related to Contractor Logistics Support (CLS) services for NATO Satellite Communications (SATCOM) Electronic Protective Measures (EPM) Modem System (NATO-EMS). This Market Survey is being issued to identify possible service suppliers and to identify any limitations or conditions that may need to be met before potential suppliers are able to submit bids for services in this area.



NATO Communications  
and Information Agency  
Agence OTAN d’information  
et de communication  
Avenue du Bourget 140  
1140 Brussels, Belgium  
[www.ncia.nato.int](http://www.ncia.nato.int)

2. A summary of the requirements is set forth in the Annex B attached hereto. Respondents are requested to reply via the questionnaire at Annex C. Other supporting information and documentation (technical data sheets, marketing brochures, catalogue price lists, descriptions of existing installations, etc.) are also desired.
3. The NCI Agency reference for this Market Survey Request is **MS-CO-115683-EMS CLS**, and all correspondence and submissions concerning this matter should reference this number.
4. In addition to the firms noted in Annex D of this letter (who are current holders of Basic Ordering Agreements (BOA) with the NCI Agency), the NCI Agency requests the broadest possible dissemination by Nations of this Market Survey Request to their qualified and interested industrial base.
5. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the staff indicated at Paragraph 8 of this Market Survey Request). Respondents are invited to carefully review the requirements in Annex B.
6. Responses shall in all cases include the name of the firm, telephone number, e-mail address, designated Point of Contact, and a NATO UNCLASSIFIED description of the capability available and its functionalities. This shall include any restrictions (e.g. export controls) for direct procurement of the various capabilities by the NCI Agency. Non-binding product pricing information is also requested as called out in Annex C.
7. Responses are due back to the NCI Agency no later than **17:00 Brussels time 06 May 2022**.
8. Please send all responses either via post or email to the following NCI Agency Action Officer:  
  
To Attention of: Mrs. Estefania Nunez  
  
Postal address: NCI Agency  
Acquisition Directorate  
Boulevard Leopold III  
B-1110 Brussels  
Belgium  
  
E-mail: Estefania.Nunez@ncia.nato.int
9. Product demonstrations or face-to-face briefings/meetings with industry are not foreseen during this initial stage. Respondents are requested to await further instructions after their



submissions and are requested not to contact directly any NCI Agency staff other than the POC identified above in Paragraph 8.

10. Any response to this request shall be provided on a voluntary basis. Negative responses shall not prejudice or cause the exclusion of companies from any future procurement that may arise from this Market Survey. Responses to this request, and any information provided within the context of this survey, including but not limited to pricing, quantities, capabilities, functionalities and requirements will be considered as information only and will not be construed as binding on NATO for any future acquisition.

11. The NCI Agency is not liable for any expenses incurred by firms in conjunction with their responses to this Market Survey and this Survey shall not be regarded as a commitment of any kind concerning future procurement of the items described.

12. Your assistance in this Market Survey request is greatly appreciated.

FOR THE CHIEF OF ACQUISITION:

Tiziana  
Pezzi

Digitally signed by  
Tiziana Pezzi  
Date: 2022.04.08  
15:05:28 +02'00'



Mrs. Tiziana Pezzi  
Principal Contracting Officer

Enclosures:

Annex A (Distribution List)

Annex B (Market Survey Request - Summary of Requirements)

Annex C (Market Survey Request - Questionnaire)

**ANNEX A****Distribution List for Market Survey Request for Information****MS-CO-115683-EMS CLS**

Potential Industrial Suppliers (NCI Agency BOA Holders)	1
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**NATO Delegations** (Attn: Investment Adviser):

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
Netherlands	1
Norway	1
North Macedonia	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
The United Kingdom	1
The United States of America	1

<b><u>Belgian Ministry of Economic Affairs</u></b>	1
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**Embassies in Brussels** (Attn: Commercial Attaché):

Albania	1
Belgium	1
Bulgaria	1
Canada	1

Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
Netherlands	1
North Macedonia	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
The United Kingdom	1
The United States of America	1

## ANNEX B

### Summary of Requirements

The requirement is to provide Contractor Logistic Support (CLS) for the NATO Satellite Communications (SATCOM) Electronic Protective Measures (EPM) Modem System (NATO-EMS). This system has been manufactured by Thales Communications & Security and has been customised for NATO. The CLS includes both Hardware (HW) and Software (SW). The CLS period will cover a three year base period (1 January 2023 through 31 December 2025), with three one year option periods if/when exercised.

NATO-EMS consists primarily of 2 variants of modems:

- 8U EMS Modem Rack Assembly , each supporting up to 6 duplex circuits with serial digital interface, (one circuit requiring one channel unit)
- 1U chassis, also called EMSe modem, each supporting either one duplex serial link in circuit mode, or point-multipoint links (1 transmit and 4 receive channels per EMSe modem) using Ethernet interface in IP mode.

The 8U EMS Modem Rack and the 1U EMSe are interoperable in the circuit mode (serial).

All EMS modems are using Frequency Hopping Waveforms defined in STANAGs 4606 Edition 2 and 3.

These provide the Super High Frequency (SHF) Anti-Jam (AJ) SATCOM Network Modem capability within NATO SATCOM. It is used at four Satellite Ground Stations (SGS also known as SAC – Satellite Anchor Component) of the NATO static environment and in 30 deployable units – Transportable Satellite Ground Terminals (TSGT).

Control, configuration and cryptographic key generation software run on workstations and laptops running MS Windows 7, associated to the Modems

The requested CLS support and maintenance activities consist of the following:

1. Hardware support – 3<sup>rd</sup>/4<sup>th</sup> line repair or replacement of faulty modules (30 equipment repairs per year).
2. Software Support – this consists of troubleshooting, helpdesk (during working hours), implementation of SW patches and updates. Contractor will supply patches for all third party SW. SW upgrades will be subject to a separate purchase order (PO).

3. Configuration Management (CM) including Obsolescence Management (OM)
4. On-Site Intervention - Contractor should have the ability to perform on-site interventions and repairs on an occasional basis at the system locations, all based within European NATO countries. Personnel will require a NATO security clearance.
5. One training course per year is required at each of these four levels: engineer; technician; operator; crypto production. Training courses should cover operation and maintenance of the two variants of modems.
6. The expected contract award for this project is September 2022.



**ANNEX C**  
**Questionnaire**

Organisation name:

Contact name & details within organisation:

**Notes**

- Please **DO NOT** alter the formatting. If you need additional space to complete your text then please use the 'Continuation Sheet' at the end of this Annex and reference the question to which the text relates to.
- Please feel free to make assumptions, *HOWEVER* you must list your assumptions in the spaces provided.
- Please **DO NOT** enter any company marketing or sales material as part of your answers within this market survey. But please submit such material as enclosures with the appropriate references within your replies. If you need additional space, please use the sheet at the end of this Annex.
- Please **DO** try and answer the relevant questions as comprehensively as possible.
- All questions within this document should be answered in conjunction with the summary of requirements in Annex B.
- All questions apply to Commercial or Government respondees as appropriate to their Commercial off the Shelf (COTS) or Government off the Shelf (GOTS) products.
- Cost details required in the questions refer to Rough Order of Magnitude (ROM) Procurement & Life Cycle cost, including all assumptions the estimate is based upon:
  - Advantages & disadvantages of your product/solution/organisation,
  - Any other supporting information you may deem necessary including any assumptions relied upon.

**Questions**

1. Do you currently have any support agreement in place with Thales in relation to the EPM Modem System or to their generic “Modem 21” product line, including Hardware and Software support as described in Annex B?

2. Are your Engineering and Technical practices compliant and certified by DGA (Direction Générale de L'Armement - France)?

3. Do you have the facilities to run a call centre to provide engineering and technical support during standard business working hours?

4. Do you have experience supporting Cisco- and Microsoft-based systems?

5. What type of related professional certifications do your engineers and technicians have?

6. Do you have the ability to perform on-site interventions and repairs, on an occasional basis, within NATO countries?

<b>Continuation Sheet</b>	Page
Please feel free to add any information you may think that may be of value to NCI Agency in the space provided below. Should you need additional space, please copy this page and continue with the appropriate page numbers.	__ Of —