



ΕΛΛΗΝΙΚΗ ΔΗΜΟΚΡΑΤΙΑ
Μόνιμη Αντιπροσωπεία της Ελλάδος
στο ΝΑΤΟ

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Βρυξέλλες, 09 Μαΐου 2022
Α.Π.: 2504

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: Ειδοποίηση Εκδήλωσης Ενδιαφέροντος NOI-IFB-CO-115415-DSGT σε Διαγωνιστική Διαδικασία ICB: "Provide Multi-band Deployable Satellite Ground Terminals (DSGT) Pool"

Διαβιβάζεται, συνημμένως, ειδοποίηση εκδήλωσης ενδιαφέροντος (Notification of Intend/NOI) σε εν θέματι διεθνή διαγωνιστική διαδικασία (International Competitive Bidding/ICB), εκ μέρους ΝCΙΑ ως φιλοξενούντος έθνους.

Καταληκτική ημερομηνία εκδήλωσης ενδιαφέροντος και υποβολής δήλωσης επιλεξιμότητας (Declaration of Eligibility/DoE) στην ΝCΙΑ, ορίζεται η 3^η Ιουνίου τ.έ.

Ενδιαφερόμενοι δύνανται αναζητήσουν πληροφορίες μέσω καθοριζομένου σημείου επαφής (Point of Contact/POC, βλ. παρ. 11 ειδοποίησης).

Παρακαλούμε για τις ενέργειές σας.

Λ Α Μ Π Ρ Ι Δ Η Σ

Συν. σελ.: 9

ΑΚΡΙΒΕΣ ΑΝΤΙΓΡΑΦΟ
Η υπάλληλος της Μ.Α. ΝΑΤΟ
Αικατερίνη Νικάκη
Τμηματάρχης Α' ΕΠ & ΠΛ

Notification of Intent to Invite International Competitive Bids for

Project Title:
“Provide Multi-band Deployable Satellite Ground Terminals (DSGT) Pool”

IFB-CO-115415-DSGT

Estimated Value: € 7,833,684

This is a notification of an International Competitive Bidding for the provision of sixteen (16) x new multi-band (X- & military Ka-band) Deployable Satellite Ground Terminals (DSGT), including one for training and another one for a reference system.

The NCI Agency anticipates issuing the formal Invitation for Bid (IFB) in Q2 2022, with a Bid Closing Date in Q4 2022. The Contract Award is envisaged to be concluded in Q2 2023.

Closing Date for Nominations of Firms by their national authorities/ delegations is **03 JUNE 2022.**

NCI Agency Point of Contact (POC):
Contracting Officer: Mrs. Irina Barabancea

E-mail: IFBCO115415DSGT@ncia.nato.int

- To : Distribution List
- Subject : Notification of Intent to Invite Bids for International Competitive Bidding for the implementation of the project **“Provide Multi-band Deployable Satellite Ground Terminals (DSGT) Pool”** - Project serial: 2016/0CM03114
IFB-CO-115415-DSGT
- References : A. AC/4(PP)D/28060-ADD1 dated 10 January 2022
B. AC/4-DS(2022)0001 dated 14 March 2022, NATO Investment Committee Decision Sheet
C. AC/4-D/2261 (1996 Edition), Procedures for International Competitive Bidding
D. C-M(2002)49, NATO Security Policy



1. In accordance with References (A) through (D), notice is hereby given of the intent of the NATO Communications and Information Agency (NCI Agency), acting as a Host Nation responsible of implementing the subject requirement, to issue an Invitation for Bids (IFB) for the provision of sixteen (16) x new multi-band (X- & mil Ka-band) Deployable Satellite Ground Terminals (DSGT), including one for training and another one for a reference system to support NATO deployable HQs.
2. The high-level summary of the technical requirements of the Invitation for Bid is set forth in Annex A of this letter. The NCI Agency will include all of the technical details in the Invitation for Bid.
3. The reference for the Invitation for Bid is **IFB-CO-115415-DSGT**, and all correspondence concerning the IFB should reference this number.
4. For the purpose of planning, the estimated investment cost for the services and deliverables included within the (basic) scope of the intended Contract is estimated at €7,833,684, as set forth in References A and B. Funding for this project is provided by the Investment Committee **“at 28” (except Montenegro and North Macedonia as they are not part of the participating Nations for this project)**.
5. For source selection, the NCI Agency will use the International Competitive Bidding (ICB) Procedure, with Lowest Priced Technically Compliant Bid evaluation methodology, governed by NATO Procedures for International Competitive Bidding as in Reference C.
6. The Contract resulting from the IFB will be a single Firm Fixed Price (FFP) Contract with an expected duration of approximately 33 months (including warranty). The NCI Agency intends to place a single Contract with one Contractor. No partial bidding shall be allowed.
7. The formal Invitation for Bid (IFB) is planned to be issued in **Q2 2022**, with a Bid Closing Date in **Q4 2022**. The Contract Award is anticipated by **Q2 2023**. The Purchaser reserves the right to amend above dates accordingly.
8. Bidders will be required to declare a bid validity of twelve (12) months from closing date for receipt of bids. Should the selection and award procedure exceed the twelve (12) months after Bid Closing Date, firms will be requested to voluntarily extend the validity of their bids accordingly. Bidders may decline to do so, however they shall withdraw their bid and excuse themselves from the bidding process without penalty. There is no Bid Guarantee required for this competition.
9. Firms from **28 NATO Member Nations (except Montenegro and North Macedonia)** may respond to future solicitation once issued. Firms that wish to participate in this procurement must be nominated to the NCI Agency through their national authority/ delegation to NATO and such nomination must be accompanied by a **“Declaration of Eligibility”** (DoE) and certification of their personnel’s individual security clearances (or status of the security clearance) executed by their national authorities.
10. It is emphasized that requests for participation in this competition received directly from individual firms cannot be considered.



11. The closing date for additions/ nominations to the Bidders List of qualified and certified firms which may be interested in receiving an Invitation for Bid for this Project is **03 JUNE 2022**. In addition to the certifications required under this NOI, the Declarations of Eligibility shall include the following information for each of the nominated companies:

- Company name and address;
- Point of Contact (POC);
- Telephone number;
- E-mail address.

This information is critical to enable prompt and accurate communication with prospective Bidders. The DoE shall be sent to the following point of contact:

NATO Communications and Information Agency
Attention: Irina Barabancea, Contracting Officer
E-mail: IFBCO115415DSGT@ncia.nato.int

12. The participating National Authorities are advised that the IFB package will only contain "NATO UNCLASSIFIED" material. However, execution of the proposed contract will require unescorted access and work of contractor personnel at NATO Class II security areas and in accordance with reference D, personnel of the winning bidder will be required to hold individual security clearances of "NATO SECRET". Only companies holding and maintaining these appropriate personnel security clearances will be able to perform the resulting contract. The personnel security clearances shall be valid at the time of the contract signature. Bidders are to note that contract award will not be delayed in order to allow Contractor personnel to obtain missing clearances.

13. Your assistance in this procurement is greatly appreciated

FOR THE CHIEF OF ACQUISITION:

Tiziana Digitally signed
Pezzi by Tiziana Pezzi
Date: 2022.04.29
15:02:46 +02'00'
Mrs Tiziana Pezzi
Principal Contracting Officer

Enclosures:

Annex A (Summary of Requirements)



**Distribution List for Notification of Intent (NOI) to Invite Bids
IFB-CO-115415-DSGT**

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
Netherlands	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

Belgian Ministry of Economic Affairs 1

**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
Netherlands	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



Distribution for information (Blind to Potential Industrial Suppliers):

NATO HQ

NATO Office of Resources

Management and Implementation Branch

Attn: Deputy Branch Chief 1

Director, NATO HQ Communications and Information Staff

Attn: Executive Co-ordinator 1

SACTREPEUR

Attn: Investment Assistant 1

SACEUREP

Attn: Investment Assistant 1

Strategic Commands *(as applicable to funding source)*

HQ SACT Attn: ACOS C4ISR 1

ACO Attn: SPT CIS Director 1

NATEXs

All NATEXs 1 Each

NCI Agency (Internal distribution)

ANNEX A

Summary of Requirements

IFB-CO-115415-DSGT

Provide Multiband Deployable Satellite Ground Terminals (DSGT) Pool

Project serial: 2016/OCM03114

1. Background

NATO requires multiband (X and military Ka) Deployable Satellite Ground Terminals (MB-DSGTs) to provide a Beyond Line-Of-Sight (BLOS) transmission capability to interconnect NATO's deployed Headquarters (HQ) or to provide a reach-back capability into the static environment.

The MB-DSGTs supporting the above functions today are reaching their end-of life. This fact, together with the introduction of military Ka-band in the future space segment delivered through another project, drives the need to introduce a new generation of MB-DSGT that can operate in the traditional X-band as well as in the military Ka-band.

2. Scope

The Contract resulting from the Invitation for Bid (IFB) will acquire 16 x MB-DSGTs (including 2 for training and maintenance) in support of the Core mission requirements of the future Major Joint Operations (MJO) and Smaller Joint Operations (SJO) missions of the NATO Level of Ambition (LoA).

The total number of MB-DSGTs is broken as follows:

- 14 MB-DSGTs to support operations,
- 1 MB-DSGT for use as a testing, maintenance and reference terminal,
- 1 MB-DSGT as a training terminal.

3. Key Requirements

- MB-DSGT shall accept a modulated IF (intermediate frequency) signal provided by a third party equipment, provided as Purchaser Furnished Equipment (PFE), convert it to the specified military bands (X or Ka selectable), amplify it by a power amplifier, and transmit this RF signal to the satellite. The transmission function shall include all of the equipment from the IF input to the RF output.
- MB-DSGT shall receive the RF signal from the satellite in the specified military bands (X or Ka selectable), amplify it by a low-noise amplifier and convert it to IF signal and provide it to a third party equipment, provided as PFE. The reception function shall include all of the equipment from the RF input to the IF output.
- The transmit and receive functions shall include the carry of the signals exchanged between the modem location and the RF head location through the interfacility over the fiber link.

- The MB-DSGT shall support multi-carrier operation of satellite communications (protected and non-protected), simultaneously, over different channels (frequencies).
- The MB-DSGT shall be able to operate over X-band satellite channels and over military Ka-band satellite channels (not simultaneously over both bands).
- The project shall ensure that the pool of MB-DSGTs can interoperate with the existing PFE at IF level (L-band).
- The MB-DSGT shall be capable of simultaneously transmitting RHCP and receiving LHCP in X-band, referred as “normal polarization”.
- The MB-DSGT shall be capable of simultaneously transmitting LHCP and receiving RHCP in X-band, referred as “inverted polarization”.
- It shall be possible for the Operator to switch between normal and inverted polarization in 15 minutes in X-band. Simultaneous normal and inverted polarization is not required.
- The MB-DSGT shall be capable of simultaneously transmitting RHCP and receiving LHCP in military Ka-band, referred as “normal polarization”.
- The MB-DSGT shall be capable of simultaneously transmitting LHCP and receiving RHCP in military Ka-band, referred as “inverted polarization”.
- It shall be possible for the Operator to switch between normal and inverted polarization in 15 minutes in military Ka-band.
- The MB-DSGT shall have automatic pointing and tracking capabilities in all frequency bands.
- The MB-DSGT shall be able to be configured, monitored and operated without any third party equipment or software, using the M&C laptop and its software, locally or remotely (fibre) connected to the terminal components.
- The MB-DSGT shall be SNMP compatible allowing for the use of any 3rd party software applications to remotely manage the terminal.
- The MB-DSGT shall be able to be monitored by any third party application, provided as PFE.
- The MB-DSGT shall be able to provide raw data of the internal status to allow a third party application to fully monitor the system functionality and any performance degradation and perform fault detection and isolation down to LRU level.
- Using the M&C laptop, the operator shall be able to fully monitor the system functionality and performance and perform fault detection and isolation down to LRU level.
- The system shall be able to be packed into cases and be palletable.
- The system shall be easily transportable by road, rail, sea, air and rapidly deployed, packed, or redeployed on site.
- The system shall have its own UPS.
- The system shall be able to operate in harsh environmental conditions.

- All outdoor equipment (including cases), under any mode (operation, transport, storage and handling), shall not permit water accumulation in pockets, creases, fissures or depressions that could cause structural damage upon freezing.
- The project shall deliver the necessary documentation and training as required.
- The project shall include an evaluated option for a five (5) year-period In Service Support (ISS) post-warranty which the Purchaser may wish to exercise.