

## Notification of Intent to Invite Bids

*Method: International Competitive Bidding (ICB)*

### NATO Alliance Access to Commercial ISR Data, Services and Products from Space

**NCI Agency Reference #: IFB-422189-APSS**

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<b>Estimated Amount with Options:</b>	M€2 for 2024, NTE M€100 over 5 years
<b>NOI Closing Date:</b>	15 September 2023
<b>Solicitation Release Date:</b>	Anticipated on 29 September 2023
<b>Solicitation Closing Date:</b>	Anticipated on 3 January 2024
<b>Contract Award Date:</b>	Anticipated on 29 March 2024
<b>Competition Type:</b>	ICB Best Value

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The NCI Agency hereby notifies the NATO Nations of its intent to invite bids for the procurement of data, services and products from space in support of NATO Intelligence Processes.

The NCI Agency is seeking to establish a number of Multiple Award Task Order Contracts (MATOCS), for the provision of data, services and products from space in support of NATO Intelligence Processes on an “as needed” basis.

MATOCS are a special type of Indefinite Delivery/Indefinite Quantity (IDIQ) contract with multiple awardees. Envisioned procurement method is Best Value.

#### **NCI Agency Point of Contact**

Sara G.C. STEPHENS, Senior Contracting Officer

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#### **\*\*Neo eProcurement Registration\*\***

*Attention Suppliers,*

*The NCI Agency is stepping into a new era of procurement. We have launched an eProcurement tool, Neo, to make our collaborations smoother, faster, and more transparent. If you are keen to do business with us, you will need to register in [Neo](#). This tool will offer suppliers visibility into past, current and upcoming business opportunities, and streamlines the competition cycles, contract awards, and account management.*

*The NCI Agency will be moving all procurement activities to Neo by the end of 2023. Until then, selected business opportunities will be incrementally conducted in Neo. We invite all suppliers interested in these competitions to register in [Neo](#).*

**Annexes:**

- A. Summary of Requirements
- B. Distribution List

**To** : Distribution List

**Subject** : **Notification of Intent to Invite Bids for NATO Alliance Access to Commercial ISR Data, Services and Products from Space**

**References** :

- A.** BC-D(2018)0004-FINAL, BC Budget Procurement Guidance
- B.** AC/4-D/2261, Annex X, Policy For Conducting International Competitive Bidding Using Best Value Evaluation Methodology, Post-Trial Period Procedures
- C.** ***Alliance Persistent Surveillance from Space Initiative Mandate v4.1 dated 11 March 2022***

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1. In accordance with References A through C, the NCI Agency - as the procurement agent acting on behalf of The Ministry of Foreign and European Affairs of the Grand Duchy of Luxembourg, Directorate of Defence (LUX MFEA/DD) for the first year to implement the subject project - hereby gives notice of its intent (NOI) to issue an Invitation for Bid (IFB) for NATO Alliance Access to Commercial ISR Data, Services and Products from Space, hereafter referred to as the "Project".
  2. A high-level summary of the Project's technical requirements is set forth in Annex A hereto. These requirements are being refined and will be included in further details as part of the IFB.
  3. The reference for this Project is IFB-422189-APSS, and all correspondence concerning this NOI and subsequent IFB should reference this number.
  4. Funding obligation shall occur at the time an order is placed against the IDIQ contracts.
  5. The NCI Agency plans to issue an IFB using the International Competitive Bidding (ICB) Procedure for Best Value (BV) evaluations. The successful bids for this Project, pursuant to the IFB following this NOI, will be the bid that offers the best value in accordance with predefined evaluation criteria prescribed in the IFB. The top-level criteria weighting will be 60% Technical and 40% Price. Multiple, firm-fixed price IDIQ contracts are planned for the scope of work.
  6. Eligibility to participate in the subsequent IFB is declared by national authorities. Hence, qualified and certified companies interested in receiving an IFB for this Project are hereby requested to provide a Declaration of Eligibility (DoE), **sent** by their Delegation/Mission to NATO – or by another authority designated for this purpose - to the NCI Agency contracting authority not later than 15 September 2023, which is more than 35 calendar days after the date of this letter.
  7. The DoE should include the following information for each of the nominated companies:

- Company name
- Company address
- Point of Contact (PoC)
- PoC email address
- PoC telephone number

This information is critical to enable prompt and accurate communication with prospective bidders and should be sent electronically to [IFB-422189-APSS@ncia.nato.int](mailto:IFB-422189-APSS@ncia.nato.int).

8. In order to maximize competition the NCI Agency may, at this discretion, accept nominations after the deadline, so long as the IFB has not been issued. The NCI Agency may even accept, at its discretion, nominations after the IFB has been issued under the condition that such late nomination will not be used as the basis to request an extension to the bid closing date.
9. Requests for participation in this competition received directly from individual companies will not be considered.
10. Bidders will be required to declare a bid validity of 9 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 9 months, companies will be requested to voluntarily extend the validity of their bids accordingly. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
11. National authorities are advised that the IFB package is anticipated to be NATO UNCLASSIFIED. However, the IFB and the contractual documents could contain references to other NATO documents classified as NATO RESTRICTED.
12. The successful bidder will be required to handle and store classified information up to the level of NATO UNCLASSIFIED.
13. The NCI Agency is not liable for any expenses incurred by companies in conjunction with their responses to this NOI and such responses shall not be regarded as a commitment of any kind concerning future procurement of the items or services described herein.
14. Your assistance in this procurement is greatly appreciated.

**For the Chief of Acquisition:**

*[Original Signed By]*

Sara G.C. STEPHENS  
Senior Contracting Officer

## Annex A – Summary of Requirements

Project No. LUX018238

### 1. Project Objective

- a. The Alliance Persistent Surveillance from Space (APSS) initiative aims to enhance and accelerate situational awareness and decision making through a dedicated programme for the access to shared ISR data from space, and the integration of the data into NATO systems.
- b. Through pioneering the ability of the Alliance to harness space capabilities and deliver operational effects from the Space Domain, this initiative will deliver a transformational change in the Alliance' ability to increase the level of situational awareness through access to data from space. At the heart of this effort would be the establishment of "Aquila", a virtual constellation of data available from verified surveillance satellites allowing Allies to share space-based earth observation data from both national and commercial sources.
- c. It is recognised that the global multi-faceted threats faced by the Alliance demands a combination of data from a variety of sensors, fused analytical products and the support of specific services as an integral element of the Joint ISR process.
- d. To inform Alliance decision makers and maintain the level of situational awareness required to address the global challenges identified by the Alliance, access to timely and relevant ISR data, services and products from selected commercial providers will be necessary.
- e. By establishing a number of Multi-Award, Indefinite Delivery/Indefinite Quantity (IDIQ) Task Order type contracts (MATOCs), the Alliance aims to satisfying collection requirements through engagement with selected providers of data, services or products.

### 2. Scope of Work

- a. The MATOC framework will enable the Alliance to extend the Joint ISR collection to selected commercial providers of space ISR data, services and products.
- b. Commercial providers are required to give the Alliance access to data from a wide range of sensors (electro optical, SAR, RF and other capabilities to be identified by the Alliance), services and products that support the Joint ISR

Collection management process within the Alliance.

- c. The Alliance will submit collection requirements in the form of discrete, periodic and specific task orders for completion to the individual timing and quality level specified.
- d. While detailed technical requirements for deliverables will be clarified within the Invitation for Bid, it is envisioned that the Alliance intelligence requirements will be a combination of:
  - i. The provision of data from space to inform decision making and corroborate other sources; This includes, but is not limited to, raw data (meaning sensor data from a remote sensing satellite), and any auxiliary data required to produce remote sensing products from sensor data; exploitable imagery and remote sensing products. Parameter specifications relevant for the expected output are to be provided within the task order<sup>1</sup>.
  - ii. The establishment of specific services to address current information gaps, such as maritime services, vessels detection, monitoring activities, etc.
  - iii. The provision of single, all-source or fused analytical products to augment existing analysis capabilities. This includes, but not limited to, object identification and labelling, change detection and activity monitoring over time, path, direction, route tracking of moving vessels, vehicles, personnel, aircraft; camouflage detection, signal monitoring and source detection, jamming identification; battle damage assessment, disaster monitoring, pattern analysis and cross referencing/ fusion with other source datasets, predictive analysis such as congestion times or times of specific adversary activity. Specific criteria to be detailed within the task order<sup>2</sup>.
- e) It is therefore critical that the MATOC framework construct has access to a broad range of commercial providers (final number will be define in the IFB) who are in a position to deliver against one or more of the above areas, and can work with the Alliance in ensuring that the relationship is maximised and that the deliverable is effectively utilised.
- f) The technical requirements associated with commercial acceptance into the

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<sup>1</sup> Examples of specifications include geolocation, spatial and spectral resolution, revisit rate, file format, metadata requirements, expected delivery time, acceptable percentage of cloud cover for EO imagery, observed object of interest, required time of collect.

<sup>2</sup> Examples include Intelligence report output ,expected formatting requirements (text file, report, annotated imagery, alert, graph, etc), level of analysis, delivery timeline, geolocation, time and date of collect, latest time of intelligence value.

MATOC framework will be detailed in the subsequent Invitation for Bid.

### **3. Period of Performance**

- a. The Period of Performance is anticipated to start in Q2 2024 and end in Q4 2024, plus four (4) optional renewal periods each of 12 months duration. It is important to note that this timeline represents the anticipated duration of the Project, and adjustments may be made as per the requirements of the solicitation process and subsequent contractual agreement.

### **4. Rapid Procurement Vehicle**

- a. Rapid Procurement Vehicles, such as IDIQ, are NATO-wide contract vehicles to quickly meet requirements for Information and Communications Technology (ICT) goods and services with the aim to maximize competition and value for money. They are uniquely designed to drive standardization, acceleration of project delivery, flexibility and benefits of volume-based discounts, while providing a quick turnaround solution to overcome service or equipment deficiencies at all levels.
- b. The IDIQ will set forth the broad requirement and will provide an overarching set of terms and conditions.
- c. A Task description will be developed for each NCI Agency requirement within the scope of the IDIQ SOW contract, followed by a competition among the suppliers.
- d. The criteria for selecting the awardee of MATOCS contract for the market place will be defined in the IFB. So will the Task order award mechanism.

## Annex B – Distribution List

### NATO Delegations:

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

### Embassies in Brussels (Attn: Commercial Attaché):

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

### NCI Agency – All NATEXs