



**To:** All Prospective Bidders

**Subject:** Request For Quotations (RFQ) – RFQ-423248-APSS-EO – APSS MARKET PLACE 1 - PROVISION OF ELECTRO OPTIC HIGH RESOLUTION DATA

**References:**

- A. AC/4-D(2019)0004 (INV) IC, Procedures Governing the Use of Basic Ordering Agreements Concluded by the NCI Agency, dated 4 July 2019
- B. NCI Agency Standard Operating Procedure SOP 16.01 Procurement, dated 03 January 2019
- C. NCIA/ACQ/2023/07138 Notice of Intent and follow-on related communications via email dated 26 Feb and 13 Mar 24.

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your firm to participate in a Request For Quotations (RFQ), for the provision of: high resolution electro-optic imagery, within the APSS BOA Market Place initiative.
2. The award can be made only to a Company holding a Basic Ordering Agreement with NCIA (ref. C correspondence and instructions) and will be based on the RFQ being evaluated using lowest price technically compliant methodology in accordance with the selection criteria set forth in Book I: Bidding Instructions.
3. This solicitation represents an opportunity for your company to contribute its expertise and capabilities in support of NATO's critical mission. By participating, you will be part of a competitive process that values excellence and innovation.
4. The bid closing date and time for this RFQ is on or before **Friday, 17 May 2024 at 12:00 hours Central European Time (CET)**. Please ensure that your submission reaches us before this date and time, late submissions may not be considered.
5. The solicitation package includes:
  - 5.1. Book I: Bidding Instructions
  - 5.2. Book II: Prospective Contract:
    - a. Part I: Schedule of Supply and Services
    - b. Part II: Contract Special Provisions
    - c. Part III: Basic Ordering Agreement T&Cs
    - d. Part IV: Statement of Work
6. The security classification of this RFQ is NATO UNCLASSIFIED. This Request For Quotations remains the property of the NCI Agency and shall be protected in accordance with the applicable national security regulations.
7. You are requested to complete and return the enclosed acknowledgement of receipt within seven (7) calendar days from the date of this RFQ, informing the NCI Agency of

your firm's intention to bid. Your firm is not bound by its initial decision and if you decide to reverse your stated intention at a later date, you are requested to advise the point of contact listed below via email.

8. We encourage you to carefully review the solicitation package and its associated documents to ensure compliance with our requirements.
9. If you have any questions or require clarifications regarding this solicitation, we have provided a dedicated Questions and Answer Form in Book I for your convenience. Please submit your inquiries in accordance with the specified guidelines.
10. Your participation in this solicitation is highly valued, and we look forward to receiving your proposal. By joining forces with NATO, you contribute to the security and stability of our alliance.
11. Should you decide to participate, please submit your bid in accordance with the instructions provided in Book I by the specified bid closing date.
12. Prospective Bidders are advised that the NCI Agency reserves the right to cancel, withdraw, or suspend this RFQ at any time in its entirety without incurring any repercussions, or liabilities.
13. The NCI Agency bears no liability for solicitation preparation costs incurred by firms or any other collateral bid preparation costs.
14. The reference for the Request For Quotations is RFQ-423248-APSS-EO, and all correspondence concerning this Request For Quotations should reference this number.
15. Your Point of Contact for all information concerning this RFQ is Ms Sara G.C. Stephens, NCI Agency Senior Contracting Officer who may be reached at:  
  
[RFQ-423248-APSS-EO@ncia.nato.int](mailto:RFQ-423248-APSS-EO@ncia.nato.int)
16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this RFQ-423248-APSS-EO shall not be published on the internet.
17. Thank you for your attention to this important opportunity. We anticipate your active involvement in this process and your commitment to upholding the highest standards of excellence.

**FOR THE CHIEF OF ACQUISITION:**

**Sara Stephens**

Digitally signed by Sara  
Stephens  
Date: 2024.04.19 09:04:21  
+02'00'

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Ms Sara G.C. Stephens  
Senior Contracting Officer  
NATO Communications and  
Information Agency (NCI Agency)



Enclosures: (5)

Attachment A to RFQ-423248-APSS-EO: Acknowledgement of Receipt of Request For Quotations

Attachment B to RFQ-423248-APSS-EO: Distribution List

Attachment C to RFQ-423248-APSS-EO: Bidders List

Attachment D to RFQ-423248-APSS-EO: Book I Bidding Instructions (separate file)

Attachment E to RFQ-423248-APSS-EO: Book II Prospective Contract (separate file)



**ATTACHMENT A.  
ACKNOWLEDGEMENT OF RECEIPT OF REQUEST FOR QUOTATIONS  
RFQ-423248-APSS-EO**

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central European Time (CET) on 4/26/2024**  
to: [RFQ-423248-APSS-EO@ncia.nato.int](mailto:RFQ-423248-APSS-EO@ncia.nato.int)

We hereby advise that we have received Request For Quotations RFQ-423248-APSS-EO on \_\_\_\_\_, together with all enclosures.

PLEASE CHECK ONE:

- As of this date and without commitment on our part, we do intend to submit a bid.
- We do not intend to submit a bid.
- We are reviewing the requirements of the RFQ and will notify you of our decision as soon as possible.

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

**ATTACHMENT B.  
DISTRIBUTION LIST - RFQ-423248-APSS-EO**

**NATO Delegation (Attn: Infrastructure Adviser):**

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

**NATO HQ**

- NATO Office of Resources

**Strategic Commands**

- ACO Registry

**Principle Contracting Officer  
Project Manager  
CAB Mailbox  
All NATEXs**

**ATTACHMENT C.  
FINAL BIDDER'S LIST - RFQ-423248-APSS-EO**

#	Nation	Company Name
1	BEL	ACCENTURE
2	BEL	AEROSPACELAB
3	BEL	AMAZON WEB SERVICES BELGIUM
4	BEL	FUNKY DUCK
5	BEL	MICROSOFT BELGIUM
6	BEL	RHEA SYSTEMS
7	BEL	VITO NV
8	BGR	Lirex BG OOD
9	CAN	Compusult Limited
10	CAN	GlobVision Inc.
11	CAN	MDA
12	CAN	Tacteris Systems Inc.
13	CAN	VizworX Inc.
14	CAN	Wyvern Inc.
15	CZC	SPACEKNOW, INC., odštěpný závod
16	CZC	TRL Space Systems s.r.o.
17	DEU	European Space Imaging GmbH
18	DEU	GAF AG
19	DEU	Hensoldt Sensors GmbH
20	DEU	Rasdaman GmbH
21	FIN	ICEYE OY
22	FIN	KUVA SPACE OY
23	FRA	Airbus Defence and Space SAS
24	FRA	Collecte Localisation Satellites
25	FRA	GEO4I
26	FRA	HELSING SAS
27	FRA	Loft Orbital Technologies
28	FRA	Preligens
29	FRA	Telespazio France SAS
30	FRA	THALES SIX GTS France SAS
31	FRA	SOPRA STERIA GROUP
32	ITA	e-GEOS S.p.a.
33	LUX	LuxSpace S.à.r.l.
34	LUX	Spire Global Luxembourg S.à r.l.
35	NLD	NCIM Groep B.V.
36	NLD	Science and Technology B.V.
37	NLD	Solitee B.V.

38	NOR	Kongsberg Satellite Services AS
39	NOR	Nova Systems
40	NOR	VAKE AS
41	PRT	TIMESTAMP – SISTEMAS DE INFORMAÇÃO, S. A.
42	SLO	Aliter Technologies, a. s.
43	SPA	DEIMOS SPACE
44	SPA	GMV AEROSPACE AND DEFENCE S.A.U.
45	SPA	Hispdesat Servicios Estratégicos S.A.
46	SPA	INTEGRASYS S.A.
47	TUR	Ctech Bilisim Teknolojileri A.S.
48	TUR	OBSS Teknoloji Anonim Sirketi
49	UK	BAE Systems (Operations) Limited
50	UK	CGI
51	UK	Datasumi Ltd
52	UK	DELOITTE LLP
53	UK	EARTH-I LTD
54	UK	FUJITSU LIMITED
55	UK	Geollect
56	UK	GLOBAL SATELLITE VU LTD
57	UK	HEO Robotics (UK) Ltd
58	UK	MAIAR Ltd
59	UK	ROKE MANOR RESEARCH LIMITED
60	UK	SERCO GROUP PLC
61	UK	SKYTEK TECHNOLOGY LIMITED
62	UK	SPIRE GLOBAL UK LIMITED
63	USA	Aireon LLC
64	USA	BAE Systems Information & Electronic Systems Int
65	USA	Blacksky Global LLC
66	USA	BlueWater Federal Solutions, Inc.
67	USA	Cambridge International Systems, Inc.
68	USA	Capella Space Corp.
69	USA	Cubic Digital Intelligence, Inc.
70	USA	Environmental Systems Research Institute, Inc.
71	USA	Globecomm Systems, Inc.
72	USA	HawkEye 360, Inc.
73	USA	Inonde, LLC
74	USA	Lockheed Martin Corporation
75	USA	Maxar Intelligence Inc.

76	USA	NV5 Geospatial, Inc.
77	USA	Palantir Technologies Inc.
78	USA	PIXIA Corp.
79	USA	Planet Labs PBC
80	USA	Spire Global Subsidiary, Inc.
81	USA	Synthetaic, Inc.
82	USA	UltiSat, Inc.
83	USA	Umbra Lab, Inc.
84	USA	Ursa Space Systems, Inc.