



To: All Prospective Bidders

Subject: **Request For Quotations (RFQ) – RFQ-CO-423232-SGSBS-WP1 – “PROVIDE SATCOM GROUND SEGMENT BASEBAND SYSTEMS – Provision of Non-Protected Modems (WP1)”**
Project No. 2016/OCM03119, CP9A0130

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. NATO Investment Committee Decision Sheet, AC/4-DS(2022)0001 dated 14 March 2022
- D. NATO Investment Committee Decision Sheet AC/4-DS(2023)0014(INV) dated 06 July 2023
- E. NATO Investment Committee D-Doc, AC/4(PP)D/28073-ADD2 dated 12 March 2024
- F. NCIA/ACQ/2024/06625 dated 01 March 2024, NOI - BOA Announcement

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: non-protected modems - Super High Frequency (SHF) Military Satellite Communications (MILSATCOM) Frequency Division Multiple Access (FDMA) Next Generation modems (Non-Electronic Protective Measures) and associated Services.
2. The award 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 **Monday, 01 July 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: Contract Signature Page
 - b. Part I: Schedule of Supply and Services (SSS)
 - c. Part II: Contract Special Provisions
 - d. Part III: Contract General Provisions
 - e. Part IV: Statement of Work (SoW) with System Requirement Specification (SRS)


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. Bidders, at the earliest stage possible during the course of the solicitation period, are encouraged to ask questions of an administrative, contractual, price, or technical nature pertaining to this RFQ. Especially in case the potential Bidders consider some conditions (delivery times/ payment timelines) as being too risky/difficult to implement are encouraged to ask questions.
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-CO-423232-SGSBS-WP1**, and all correspondence concerning this Request For Quotations should reference this number.
15. Your Point of Contact for all information concerning this RFQ is Irina Barabancea, NCI Agency Contracting Officer who may be reached at:

RFQ-CO-423232-SGSBS-WP1@ncia.nato.int
16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this RFQ-CO-423232-SGSBS-WP1 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:

Irina
Barabancea



Digitally signed by Irina
Barabancea
Date: 2024.05.24 14:11:15
+02'00'

Irina Barabancea
Contracting Officer
NATO Communications and
Information Agency (NCI Agency)

Enclosures: 5

Attachment A to RFQ-CO-423232-SGSBS-WP1: Acknowledgement of Receipt of Request For Quotations

Attachment B to RFQ-CO-423232-SGSBS-WP1: Distribution List

Attachment C to RFQ-CO-423232-SGSBS-WP1: Bidders List

Attachment D to RFQ-CO-423232-SGSBS-WP1: Book I - Bidding Instructions (separate file)

Attachment E to RFQ-CO-423232-SGSBS-WP1: Book II - Prospective Contract (separate file)



ATTACHMENT A.

**ACKNOWLEDGEMENT OF RECEIPT OF REQUEST FOR QUOTATIONS
RFQ-CO-423232-SGSBS-WP1**

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central European Time (CET) on 5/31/2024**
to: RFQ-CO-423232-SGSBS-WP1@ncia.nato.int

We hereby advise that we have received Request For Quotations RFQ-CO-423232-SGSBS-WP1 on Friday, 24 May 2024, 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-CO-423232-SGSBS-WP1

NATO Delegation (Attn: Infrastructure Adviser):

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

NATO HQ

- NATO Office of Resources

Strategic Commands

- ACO Registry

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

ATTACHMENT C.

FINAL BIDDER'S LIST - RFQ-CO-423232-SGSBS-WP1

Country		Nominated Bidders
BELGIUM	1	BLACK BOX NETWORK SERVICES NV
BELGIUM	2	Magnobel BVBA
BELGIUM	3	BT Global Services Belgium bvba
BELGIUM	4	BRESCO SERVICES S.C.S.
BELGIUM	5	PwC Enterprise Advisory BV
BELGIUM	6	EUROCITY BVBA
BELGIUM	7	Accenture NV/SA
BELGIUM	8	Telenet BV
BELGIUM	9	COMPUTACENTER NV
BELGIUM	10	Aerospacelab SA
BELGIUM	11	Funky Duck BV
BELGIUM	12	ST Engineering iDirect Europe CY NV
BULGARIA	13	TechnoLogica EAD
BULGARIA	14	Lirex BG Ltd
CANADA	15	MDOS Consulting Inc.
CANADA	16	Sabytel Technologies Inc
CANADA	17	Magnari Inc.
CANADA	18	Compusult Limited
CANADA	19	GlobVision Inc.
CANADA	20	MDA Geospatial Services Inc.
CANADA	21	IT Chapter Inc.
CROATIA	22	Span d.d
CROATIA	23	KING ICT d.o.o
CROATIA	24	Croatel d.o.o.
CROATIA	25	INSig2 d.o.o.
CROATIA	26	Odasiljaci i veze d.o.o
CROATIA	27	Infigo IS d.o.o
CROATIA	28	Ericsson Nikola Tesla d.d.
CZECH REPUBLIC	29	SpaceKnow Inc., odstepny zavod
DENMARK	30	Proteams ApS
DENMARK	31	Atea A/S
FRANCE	32	THALES SIX GTS France S.A.S
FRANCE	33	Telespazio France
FRANCE	34	Preligens SAS

FRANCE	35	AIRBUS DEFENCE AND SPACE SAS
FRANCE	36	Marlink SAS
GERMANY	37	Aware7 GmbH
GERMANY	38	European Space Imaging GmbH
GERMANY	39	INTEC Industrie-Technik GmbH & Co KG
GERMANY	40	CGI Deutschland B.V. & Co. KG
GERMANY	41	GBS Tempest & Service GmbH
GERMANY	42	init AG für Digitale Kommunikation
GERMANY	43	BECHTLE GmbH & Co.KG
GERMANY	44	ACME Portable Computer GMBH
GERMANY	45	GAF AG
GREECE	46	Scytalys S.A
GREECE	47	WHITESTEPS TECHNOLOGIES S.A.
GREECE	48	OTE (HELLENIC TELECOMMUNICATIONS ORGANIZATION) S.A.
HUNGARY	49	EURO ONE Szamitastechnikai ZrT
HUNGARY	50	Kontron Hungary Kft
HUNGARY	51	Sysman Information Technologies
ITALY	52	Netgroup S.p.A.
ITALY	53	Leonardo SpA
LATVIA	54	DATI Group SIA
LATVIA	55	I SIA
LITHUANIA	56	UAB Elsis TS
NETHERLANDS	57	Concanon BV
NETHERLANDS	58	SOLITEE B.V.
NETHERLANDS	59	IMAGEM NL B.V.
NETHERLANDS	60	Truedata BV
NETHERLANDS	61	HET IT BV
NETHERLANDS	62	Firejob B.V.
NETHERLANDS	63	Network Innovations B.V.
NETHERLANDS	64	SIMAC ELECTRONICS B.V.
NORWAY	65	Airbus Defence and Space AS
POLAND	66	IURIDICO Legal & Financial Translations Sp. z o.o
POLAND	67	TEL DAT Sp.z.o.o. sp.k
POLAND	68	Comp S.A
POLAND	69	Transition Technologies MS S.A
POLAND	70	VECTOR SYNERGY SP. Z O.O.
POLAND	71	ISCG Sp. z.o.o
POLAND	72	EXENCE SA
POLAND	73	JAKUSZ Sp. z o.o.

POLAND	74	Hertz Systems Ltd. sp. z o.o.
PORTUGAL	75	BINNGRO-Smart Technologies
PORTUGAL	76	ESRI Portugal
PORTUGAL	77	Indra Sistemas Portugal S.A.
PORTUGAL	78	Link Consulting
PORTUGAL	79	Warpcom Services, S.A.
PORTUGAL	80	BRIDGE351, LDA.
ROMANIA	81	MARCTEL - S.I.T. SRL
ROMANIA	82	Kransz Wald Srl
ROMANIA	83	Intensec RO SRL
ROMANIA	84	BETTER QUALITY ASSURANCE SRL
ROMANIA	85	ARCTIC STREAM
SLOVAKIA	86	Aliter Technologies a.s
SPAIN	87	Netmetrix Solutions S.L
SPAIN	88	Global Tradecraft Intelligence
SPAIN	89	Hisdesat Servicios Estrategicos
SPAIN	90	KRC Espanola S.A
SPAIN	91	NTT Data Spain , S.L.U
SPAIN	92	Coteco Informatica Internacional
SPAIN	93	MECANICAS BOLEA S.A.
SPAIN	94	KRC Avionics Ingeniería y Apoyo, SL
SPAIN	95	Deloitte Consulting S.L.U.
SPAIN	96	Thales Espana Sistemas S.A.U.
SPAIN	97	DANIMA INGENIERÍA AMBIETNAL
SPAIN	98	FUTURE SPACE, S.A.
SPAIN	99	AICOX SOLUCIONES, S.A.U.
SPAIN	100	GMV AEROSPACE AND DEFENCE S.A.U.
TÜRKİYE	101	ICterra Bilgi ve İletişim Teknolojileri San. ve Tic. A.Ş
TÜRKİYE	102	OBSS Teknoloji Anonim Sirketi
TÜRKİYE	103	ONUR Yüksek Teknoloji A.S.
TÜRKİYE	104	Aselsan Elektronik Sanayi ve Ticaret A.S
TÜRKİYE	105	CTech Information Technologies Ltd.
TÜRKİYE	106	Simssoft Bilgisayar Teknolojileri Ltd.
TÜRKİYE	107	Biltek Uluslararası Insaat Limited Sirketi
TÜRKİYE	108	E4E Elektronik Mühendislik Yazılım Tasarım A.S.
TÜRKİYE	109	MilSoft Yazılım Teknolojileri A.S.
TÜRKİYE	110	Aydın Yazılım ve Elektronik Sanayi A.S. (AYESAS)
TÜRKİYE	111	Forte Information Communication Technologies and Defense Industry A.S.
TÜRKİYE	112	STM Savunma Teknolojileri Mühendislik ve Ticaret A.Ş.

UNITED KINGDOM	113	Total IA Ltd
UNITED KINGDOM	114	Spektrum Management Group Ltd
UNITED KINGDOM	115	Nexor Ltd.
UNITED KINGDOM	116	Teledyne Paradise Datacom
UNITED KINGDOM	117	Datasumi Ltd
UNITED KINGDOM	118	Skytek Technology Ltd
UNITED KINGDOM	119	Global Satellite VU Ltd.
UNITED KINGDOM	120	Paradigm Communication Systems Limited
UNITED KINGDOM	121	HEO Robotics UK Ltd.
UNITED STATES	122	Comtech Satellite Network Technologies
UNITED STATES	123	Business Integra Technology Solutions
UNITED STATES	124	Raytheon Technologies (RTX)
UNITED STATES	125	Leidos, Inc.
UNITED STATES	126	EMW, Inc.
UNITED STATES	127	OMNI Consulting Solutions
UNITED STATES	128	Accelera Solutions, Inc
UNITED STATES	129	Tivix, Inc
UNITED STATES	130	GLOBECOMM SYSTEMS INC
UNITED STATES	131	Boston Government Services
UNITED STATES	132	UltiSat, Inc.
UNITED STATES	133	Arrow Shield Dynamics, LLC
UNITED STATES	134	Pifinity Inc
UNITED STATES	135	NMH Tech, Inc.
UNITED STATES	136	Trace Systems Inc.
UNITED STATES	137	Datum Systems, Inc
UNITED STATES	138	Inonde LLC
UNITED STATES	139	Booz Allen Hamilton
UNITED STATES	140	BlackSky Global LLC
UNITED STATES	141	Sea Tel, Inc., dba Cobham SATCOM
UNITED STATES	142	Capella Space Corp.
UNITED STATES	143	Aireon LLC
UNITED STATES	144	Regan Technologies Corporation
UNITED STATES	145	Maxar Intelligence Inc.
UNITED STATES	146	Cubic Digital Intelligence, Inc.
UNITED STATES	147	Orgro, Inc.
UNITED STATES	148	Planet Labs PBC
UNITED STATES	149	Geodex Inc. dba Danti AI