

NCIA/ACQ/2024/RFQ/07199
Monday, 16 September 2024

To: All Prospective Bidders

Subject: Request For Quotations (RFQ) – RFQ-CO-423235-OTAM – UPGRADE AND REFRESH OF VERY LOW FREQUENCY (VLF) OVER THE AIR MONITORING (OTAM) EQUIPMENT

References:

- A. NCI Agency Standard Operating Procedure SOP 16.01 Procurement, dated 03 January 2019
- B. AC/4-D(2019)0004 (INV) IC, Procedures Governing the Use of Basic Ordering Agreements Concluded by the NCI Agency, dated 4 July 2019
- C. AC/4-D/2261, IC-NSIP Procedures for International Competitive Bidding, dated 12 January 1996
- D. NCIA/ACQ/2024/6519

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: UPGRADE AND REFRESH OF VERY LOW FREQUENCY (VLF) OVER THE AIR MONITORING (OTAM) EQUIPMENT
- 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 Thursday, 17 October 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
 - a. Annex A – Administrative Forms and Certificates (provided separately);
 - b. Annex B – Cross Reference Traceability Matrix;
 - c. Annex C – Questions and Answers Form (provided separately);
 - d. Annex D – Bidding Sheets (provided separately).
 - 5.2. Book II: Prospective Contract:
 - a. Part I: Schedule of Supply and Services
 - b. Part II: Contract Special Provisions
 - c. Part III: Contract General Provisions
 - d. Part IV: Statement of Work

6. 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.
7. We encourage you to carefully review the solicitation package and its associated documents to ensure compliance with our requirements.
8. 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.
9. 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.
10. Should you decide to participate, please submit your bid in accordance with the instructions provided in Book I by the specified bid closing date.
11. 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.
12. The NCI Agency bears no liability for solicitation preparation costs incurred by firms or any other collateral bid preparation costs.
13. The reference for the Request For Quotations is RFQ-CO-423235-OTAM, and all correspondence concerning this Request For Quotations should reference this number.
14. Your Point of Contact for all information concerning this RFQ is Ole Hubner, NCI Agency Senior Contracting Officer who may be reached at:

RFQ-CO-423235-OTAM@ncia.nato.int
15. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this RFQ-CO-423235-OTAM shall not be published on the internet.
16. 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:

Ole Hubner

Digitally signed by Ole
Hubner
Date: 2024.09.16
11:30:12 +02'00'

Ole Hubner
Senior Contracting Officer
NATO Communications and
Information Agency (NCI Agency)

Enclosures: 5

Attachment A to RFQ-CO-423235-OTAM: Acknowledgement of Receipt of Request For
Quotations

Attachment B to RFQ-CO-423235-OTAM: Distribution List

Attachment C to RFQ-CO-423235-OTAM: Bidders List

Attachment D to RFQ-CO-423235-OTAM: Book I Bidding Instructions (separate file)

Attachment E to RFQ-CO-423235-OTAM: Book II Prospective Contract (separate file)

ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF REQUEST FOR QUOTATIONS
RFQ-CO-423235-OTAM

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central European Time (CET) on 9/20/2024**
to: RFQ-CO-423235-OTAM@ncia.nato.int

We hereby advise that we have received Request For Quotations RFQ-CO-423235-OTAM on Friday, 13 September 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-423235-OTAM**

NATO Delegation (Attn: Infrastructure Adviser):

- Albania
- Belgium
- Bulgaria
- Canada
- Croatia
- Czechia
- Denmark
- Estonia
- France
- Germany
- Greece
- Hungary
- Iceland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Montenegro
- The Netherlands
- North Macedonia
- Norway
- Poland
- Portugal
- Republic of Türkiye
- Romania
- Slovakia
- Slovenia
- Spain
- 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-CO-423235-OTAM**

Country		Nominated Bidders
BELGIUM	1	BLACK BOX NETWORK SERVICES NV
BELGIUM	2	Magnobel BVBA
BELGIUM	3	BT Global Services Belgium bvba
BELGIUM	4	BREVCO 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 fur Digitale Kommunikation
GERMANY	43	BECHTLE GmbH & Co.KG

GERMANY	44	ACME Portable Computer GMBH
GERMANY	45	GAF AG
GERMANY	46	CESTRON International GmbH
GERMANY	47	Hagenuk Marinekommunikation GmbH
GREECE	48	Scytalys S.A
GREECE	49	WHITESTEPS TECHNOLOGIES S.A.
GREECE	50	OTE (HELLENIC TELECOMMUNICATIONS ORGANIZATION) S.A.
HUNGARY	51	EURO ONE Szamitastechnikai Zrt
HUNGARY	52	Kontron Hungary Kft
HUNGARY	53	Sysman Information Technologies
ITALY	54	Netgroup S.p.A.
ITALY	55	Leonardo SpA
ITALY	56	e-GEOS S.p.A
LATVIA	57	DATI Group SIA
LATVIA	58	I SIA
LITHUANIA	59	UAB Elsis TS
NETHERLANDS	60	Concanon BV
NETHERLANDS	61	SOLITEE B.V.
NETHERLANDS	62	IMAGEM NL B.V.
NETHERLANDS	63	Truedata BV
NETHERLANDS	64	HET IT BV
NETHERLANDS	65	Firejob B.V.
NETHERLANDS	66	Network Innovations B.V.
NETHERLANDS	67	SIMAC ELECTRONICS B.V.
NETHERLANDS	68	Science and Technology BV
NORTH MACEDONIA	69	King ICT dooel Skopje
NORTH MACEDONIA	70	Elikosoft Rade DOOEL
NORWAY	71	Airbus Defence and Space AS
POLAND	72	IURIDICO Legal & Financial Translations Sp. z o.o
POLAND	73	TELDAT Sp.z.o.o. sp.k
POLAND	74	Comp S.A
POLAND	75	Transition Technologies MS S.A
POLAND	76	VECTOR SYNERGY SP. Z O.O.
POLAND	77	ISCG Sp. z.o.o
POLAND	78	EXENCE SA
POLAND	79	JAKUSZ Sp. z o.o.
POLAND	80	Hertz Systems Ltd. sp. z o.o.
PORTUGAL	81	BINNGRO-Smart Technologies
PORTUGAL	82	ESRI Portugal
PORTUGAL	83	Indra Sistemas Portugal S.A.
PORTUGAL	84	Link Consulting
PORTUGAL	85	Warpcom Services, S.A.
PORTUGAL	86	BRIDGE351, LDA.
ROMANIA	87	MARCTEL - S.I.T. SRL
ROMANIA	88	Kransz Wald Srl
ROMANIA	89	Intensec RO SRL
ROMANIA	90	BETTER QUALITY ASSURANCE SRL

ROMANIA	91	ARCTIC STREAM
SLOVAKIA	92	Aliter Technologies a.s
SPAIN	93	Netmetrix Solutions S.L
SPAIN	94	Global Tradecraft Intelligence
SPAIN	95	Hisdesat Servicios Estrategicos
SPAIN	96	KRC Espanola S.A
SPAIN	97	NTT Data Spain , S.L.U
SPAIN	98	Coteco Informatica Internacional
SPAIN	99	MECANICAS BOLEA S.A.
SPAIN	100	KRC Avionics Ingenieria y Apoyo, SL
SPAIN	101	Deloitte Consulting S.L.U.
SPAIN	102	Thales Espana Sistemas S.A.U.
SPAIN	103	DANIMA INGENIERIA AMBIETNAL
SPAIN	104	FUTURE SPACE, S.A.
SPAIN	105	AICOX SOLUCIONES, S.A.U.
SPAIN	106	GMV AEROSPACE AND DEFENCE S.A.U.
SPAIN	107	TELEFONICA SOLUCIONES DE COMUNICACIONES E INFORMATICA DE ESPAÑA S.A
TÜRKİYE	108	İCterra Bilgi ve İletişim Teknolojileri San. ve Tic. A.Ş
TÜRKİYE	109	OBSS Teknoloji Anonim Sirketi
TÜRKİYE	110	ONUR Yüksek Teknoloji A.S.
TÜRKİYE	111	Aselsan Elektronik Sanayi ve Ticaret A.S
TÜRKİYE	112	CTech Information Technologies Ltd.
TÜRKİYE	113	Simsoft Bilgisayar Teknolojileri Ltd.
TÜRKİYE	114	Biltek Uluslararası Insaat Limited Sirketi
TÜRKİYE	115	E4E Elektronik Mühendislik Yazılım Tasarım A.S.
TÜRKİYE	116	MilSoft Yazılım Teknolojileri A.S.
TÜRKİYE	117	Aydın Yazılım ve Elektronik Sanayi A.S. (AYESAS)
TÜRKİYE	118	Forte Information Communication Technologies and Defense Industry A.S.
TÜRKİYE	119	STM Savunma Teknolojileri Mühendislik ve Ticaret A.Ş.
TÜRKİYE	120	ANTENSAN ELEKTRONİK SAN. İÇ VE DIŞ TİC.AŞ
UNITED KINGDOM	121	Total IA Ltd
UNITED KINGDOM	122	Spektrum Management Group Ltd
UNITED KINGDOM	123	Nexor Ltd.
UNITED KINGDOM	124	Teledyne Paradise Datacom
UNITED KINGDOM	125	Datasumi Ltd
UNITED KINGDOM	126	Skytek Technology Ltd
UNITED KINGDOM	127	Global Satellite VU Ltd.
UNITED KINGDOM	128	Paradigm Communication Systems Limited
UNITED KINGDOM	129	HEO Robotics UK Ltd.
UNITED KINGDOM	130	Drumgrange Ltd.
UNITED KINGDOM	131	Babcock International Group Plc
UNITED STATES	132	Comtech Satellite Network Technologies
UNITED STATES	133	Business Integra Technology Solutions
UNITED STATES	134	Raytheon Technologies (RTX)
UNITED STATES	135	Leidos, Inc.

UNITED STATES	136	EMW, Inc.
UNITED STATES	137	OMNI Consulting Solutions
UNITED STATES	138	Accelera Solutions, Inc
UNITED STATES	139	Tivix, Inc
UNITED STATES	140	GLOBECOMM SYSTEMS INC
UNITED STATES	141	Boston Government Services
UNITED STATES	142	UltiSat, Inc.
UNITED STATES	143	Arrow Shield Dynamics, LLC
UNITED STATES	144	Pifinity Inc
UNITED STATES	145	NMH Tech, Inc.
UNITED STATES	146	Trace Systems Inc.
UNITED STATES	147	Datum Systems, Inc
UNITED STATES	148	Inonde LLC
UNITED STATES	149	Booz Allen Hamilton
UNITED STATES	150	BlackSky Global LLC
UNITED STATES	151	Sea Tel, Inc., dba Cobham SATCOM
UNITED STATES	152	Capella Space Corp.
UNITED STATES	153	Aireon LLC
UNITED STATES	154	Regan Technologies Corporation
UNITED STATES	155	Maxar Intelligence Inc.
UNITED STATES	156	Cubic Digital Intelligence, Inc.
UNITED STATES	157	Orgro, Inc.
UNITED STATES	158	Planet Labs PBC
UNITED STATES	159	Geodex Inc. dba Danti AI