



Acquisition Office

Boulevard Léopold III
B-1110 Brussels, Belgium

NCIA/ACQ/2024/07029
03 September 2024

Market Survey - Request for Information

Capability Package CP9A0130 "Satellite Communications (SATCOM) Transmission Services"

NCI Agency Reference: MS-423305-3UHF

The NATO Communications and Information Agency (NCI Agency) is seeking information from Nations and their Industry regarding the availability of providing three UHF Channels in the near term. The services are currently fulfilled through a multi-national consortium under the NATO Military SATCOM Service 6th Generation Memorandum Of Understanding (NSS6G MOU).

NCI Agency Point of Contact (POC) for this Market Survey:

Ms. Estefania Nunez, Principal Contracting Assistant,
E-mail: estefania.nunez@ncia.nato.int



To : See Distribution List

Subject : NCI Agency Market Survey - Request for Information
MS-423305-3UHF

Reference(s) A. Memorandum of Understanding concerning provision of Military SATCOM Services 6th Generation (NSS6G) for NATO, dated 19 December 2019
B. Request of Three Additional Ultra High Frequency SATCOM Channels, SH/CYBER/J6/SM/DT055/24-016760, dated 06 June 2024
C. Request for authorisation to Provide UHF SATCOM Space Segment Services, NCIA/SSTRAT/NLO/2018/08766/TT-4665, dated 26 February 2018
D. AC/4-DS(2018)0014, dated 25 July 2018

1. The NCI Agency requests the assistance of the Nations and their Industry to identify the following solutions from their national Military SATCOM programmes or Commercial providers, which could be made available to NATO to support current operations and missions during the period January 2025 until December 2034, to address three additional UHF Channels for NATO use under NSS6G MOU.

2. A summary of the NATO requirement for three UHF channels is set forth in the attached Annex A.

3. Respondents are requested to reply via the questionnaire at Annex B. Other supporting information and documentation of current and future UHF channel capability programmes is also welcome (technical data sheets, marketing, brochures, non-binding catalogue price lists, descriptions of existing installations, etc.).

4. The NCI Agency reference for this Market Survey Request is **MS-423305-3UHF**, and all correspondence and submissions concerning this matter should include this number.

5. In addition to the firms noted in the Distribution List of this letter (who are current holders of Basic Ordering Agreements (BOA) with NCI Agency), NCI Agency requests the broadest possible dissemination by Nations of this Market Survey Request to their qualified and interested industrial base.

6. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the staff indicated at Paragraph 10 of this Market Survey Request). Respondents are invited to carefully review the summary of requirements in Annex A to determine interest.

7. Responses shall in all cases include the name of the firm, telephone number, email address, designated Point of Contact, and a description of the capability available and its functionalities (not above NATO Unclassified). This shall include any restrictions (e.g. export controls) for direct procurement of the capability by the NCI Agency.

8. Non-binding product pricing information is also requested as called out in Annex B.

9. Responses are requested to reach the NCI Agency no later than by 17:00 Brussels time on 15 October 2024.



10. Please send all responses via email to the following NCI Agency Point of Contact:
- To Attention of: Ms. Estefania Nunez, Principal Contracting Assistant,
E-mail: estefania.nunez@ncia.nato.int
11. Bilateral meetings with industry are not foreseen during this initial stage, however technical discussions may take place following the submission of responses, with the purpose of clarifying or further augmenting those responses where required.
12. Respondents are requested to await further instructions after submission of their responses regarding any potential future bidding process, and are requested to contact only the NCI Agency POC identified above in Paragraph 10 above with any further requests for information or clarification.
13. Any response to this request shall be provided on a voluntary basis. Responses to this request will help identifying and selecting firms eligible for any future procurement that may arise from this Market Survey.
14. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this MS-423305-3UHF shall not be published on the internet.
15. Responses to this request, and any information provided within the context of this survey, including but not limited to pricing, quantities, capabilities, functionalities and requirements will be considered as informational only and will not be construed as binding on NATO for any future acquisition.
16. The NCI Agency is not liable for any expenses incurred by firms in conjunction with their responses to this Market Survey, and this Survey shall not be regarded as a commitment of any kind concerning future procurement of the items described.
17. Your assistance/participation in this Market Survey request is greatly appreciated.

FOR THE CHIEF OF ACQUISITION:

Estefania Nunez
Principal Contracting Assistant

Enclosures:

Annex A: Summary of Requirements
Annex B: Questionnaire



ANNEX A

Summary of Requirements

Provide 3 UHF Channels

NATO's Military Satellite Space Segment requirements are currently fulfilled through a multi-national consortium under the "NATO Military SATCOM Service 6th Generation Memorandum of Understanding" (NSS6G MOU) (Reference A).

Through the NSS6G MoU, NATO is receiving fifteen UHF Channels at SAL-2 and SAL-3 protection levels.

Due to the nature and importance of UHF and TACSAT services to end users on the battlefield as well as at static installations in NATO HQs and in order to better satisfy the future operational requirements, three more UHF channels are needed in the near term, in addition to those currently provided under NSS6G MOU (Reference B).

The requirements for those three channels will be similar to the ones currently being used in above mentioned MoU, and can be found in the TBCE for the Provision of UHF Satellite Space Segment (Reference C) document, authorized by the IC at Reference D. Therefore, if more detailed information is needed in order to answer the questions at Annex A, please refer to References C and D.

The information in Annex A is only a high-level summary of the requirements in the Reference C TBCE. The channel shall be provided for the period from January 2025 until December 2034, in addition to these UHF channels provided under the NSS6G.

This Market Survey aims to clarify what capabilities are available for procurement to fill current requirements.

The following is a high-level statement of requirements:

1. Three UHF SAL-3 Channels shall be provided. The offer of SAL-2 channels as an alternative to SAL-3 can be accepted.
2. UHF channels shall be provided from national military SATCOM programmes.
3. UHF channels shall be provided under a lease arrangement, i.e. resource(s) committed for sole NATO use, for the duration of the lease period; in addition, specific service provisioning arrangements may be applied to a specified number of UHF channels, i.e. capability will be defined in terms of service levels, which the Provider shall fulfil by committing resources as required.
4. UHF channels shall be nominal 25 kHz channels, with adjacent channels separated by 25 kHz.
5. UHF up- and down-link channel frequencies shall comply with the allocation as agreed in the NATO UHF reorganisation process and as published in ACP190 (UHF Allotment Plan and Procedures 2017).



6. For operation in single access or IW mode, no frequency restrictions apply.
7. UHF channels shall have sufficient performance to support disadvantaged users (low - or Omni- directional antennas) in all modes of operation.
8. The UHF channels shall be offered with one or more coverage footprints, providing partial or full coverage of the area within an 8,000 km radius from Brussels.
9. UHF SATCOM Services shall ensure an availability of better than 99.9%.

Nations are requested to state in their response if they can meet the whole, or part of this requirement and if they are willing to, or intend to, provide the required capacity as stand-alone or as part of a Consortium of Nations.



ANNEX B

Questionnaire

Organisation name:

Contact name & details within the organisation:

Guidance Notes

- Please feel free to make assumptions, *HOWEVER* you must list your assumptions with your response to the question.
- Please **DO** try and answer the relevant questions as comprehensively as possible.
- All questions within this document should be answered in conjunction with the summary of requirements in Annex A.
- All questions apply to Commercial or Government responders as appropriate to their National Military SATCOM or Commercial programmes.
- Cost details required in the questions refer to Rough Order of Magnitude (ROM) Service and Management fees.
- Please **DO NOT** alter the questions as included herein. Should you believe additional or differing data be of interest to NATO, please add such information with your response.
- Please **DO NOT** enter any company marketing or sales material as part of your answers within this Questionnaire. But please submit such material as enclosures with the appropriate references within your replies.



1. Do you have access to UHF SATCOM channels compliant with the high level specifications of Annex A?

If so, please specify the number of UHF channels in your satellite constellation and on which satellites those channels are available for NATO use, together with the anticipated lifetime of those satellites.
2. If you cannot provide the required UHF channels through military satellites, are you able to provide them through commercial providers? If so, please specify whether any protection mechanisms similar to SAL-3 exists.
3. Are you able to and willing to offer three UHF channels to NATO between January 2025 – Dec 2034? Would you consider shorter periods and if so, please state why. If these UHF channels can be offered both on military and commercial satellites, please provide answers to this question and the following questions for both options.
4. Are you planning to launch additional satellites with UHF payloads after 2025? If so when would such capacity be available, over which geographical footprints, and for how long.
5. Please specify the channel performance characteristics in terms of satellite receive G/T (Gain over System Noise Temperature), Input/Output response and satellite EIRP per channel, at the edge of satellite coverage
6. Please provide satellite coverage plots, defined at 5 degrees elevation angle.
7. Can you offer UHF satellite channels with polar coverage??

If so, please state how many channels and during which period.
8. Can you offer any alternative technology other than UHF SATCOM that can deliver all-informed netted tactical communications with end-user equipment of similar size, weight and power characteristics (i.e. TACSAT radio)?

If so, please specify.
9. Please specify how access to the UHF channel resources would be managed.
10. Please specify any restrictions for using the UHF channels.



11. Please provide a Rough Order of Magnitude (ROM) cost for the yearly use of a single UHF SATCOM channel, based on the quantity and period of commitment that you are able to offer. Please include any assumptions that this ROM is based upon, including management fees for operating and supporting the channels, if and where applicable.



Distribution List for Market Survey MS-423305-3UHF

NATO Delegations (Attn: Investment Committee Adviser):

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czechia	1
Denmark	1
Estonia	1
Finland	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
Netherlands	1
North Macedonia	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Sweden	1
The Republic of Türkiye	1
United Kingdom	1
United States	1

Belgian Ministry of Economic Affairs 1

Embassies in Brussels (Attn: Commercial Attaché):

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czechia	1
Denmark	1
Estonia	1



Finland	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
Netherlands	1
North Macedonia	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Sweden	1
The Republic of Türkiye	1
United Kingdom	1
United States	1



Potential Industrial Suppliers (NCI Agency BOA Holders):

MS-423305-3UHF

ALBANIA	TCN shpk
BELGIUM	ATOS Computer Sciences Corporation European Datacomm NV ST ENGINEERING iDIRECT (Europe) CY NV
BULGARIA	2C-Trifonov & Co Electron Progress EAD
CANADA	Dialogic Corporation EMS Technologies Canada Ltd Network Innovations Inc. Telflex Technologie Inc
CROATIA	CROATEL KING ICT d.o.o Span PLC
CZECHIA	Compactive s.r.o. SITEL, spol. s r.o. Techniserv, s.r.o.
DENMARK	Danoffice ApS Dencrypt A/S Ebicon ApS SAAB Danmark A/S
FRANCE	Airbus Defence and Space SAS Eutelsat SA THALES SIX GTS FRANCE Telespazio France
GERMANY	CANCOM Public GmbH COMSOFT GmbH CONET Solutions GmbH Telespazio Germany GmbH
HUNGARY	Fercom Ltd.
ITALY	General Dynamics Mission Systems Italy ITEL SRL NETGROUP Telecom Italia S.p.A
LATVIA	Belss Ltd SIA Fima
LUXEMBOURG	LuxSpace NTT LUXEMBOURG PSF SA SES ASTRA S.A. SES TechCom S.A
NETHERLANDS	Eurotempest BV Network Innovations B.V. WBC Innovations BV



NORWAY	Xantic B.V. (a Stratos company)
	3D perception AS
	Airbus Defence and Space AS
	Atea Norge AS
POLAND	Ceragon Networks AS (ex Nera Networks)
	DGT Spółka z o.o.
	KenBIT Koenig i Wspolnicy Sp. j.
	Siltec Sp. z o.o.
PORTUGAL	TTcomm S.A.
	EID S.A.
	Indra Sistemas Portugal, S.A.
	VIATEL - TECNOLOGIA DE COMUNICAÇÕES S.A
ROMANIA	AGRO-IND MANAGEMENT SRL
	ATOS Convergence Creators SRL
	BITLOSOPHY S.R.L.
	KRANSZ WALD SRL
SLOVAKIA	Aliter Technologies a.s
	Unistar LC d.o.o.
SPAIN	CARBURES DEFENSE SAU
	IBETOR s.l.
	INETUM
	Indra Sistemas S.A.
TURKIYE	ASELSAN Elk. San ve Tic. A.S.
	C TECH Bilisim Tek. San ve Tic A.S.
	E+M Elektrik Sistem Hizmetleri Ltd. Sti.
	Global Teknik Elektronik Yazilim Muhendislik Havacilik San. Tic. A.S.
UNITED KINGDOM	Anubis Associates Ltd
	General Dynamics United Kingdom Limited
	Systemware Europe Ltd
	Thales UK Limited
UNITED STATES	Diversified Technology, Inc.
	Globecomm Systems Inc.
	ISSTSPi
	Peraton Government Communications, Inc.



Distribution for information (Blind to Potential Industrial Suppliers):

NATO HQ

NATO Office of Resources (NOR)	
CIS and Cyber Capabilities Branch (CCC)	
Attn: CCC Branch Head	1
NOR Secretariat Section (RPPB, IC, BC)	1

Strategic Commands

ACT	Attn: ACT CAP DEV C2DS D. Askew	1
ACO (SHAPE)	Attn: T. DeBuyser ACO J6	1

NCI Agency

ACQ COA (Ms. J. Upton through Ms. P. Lombarte)	1
ACQ Deputy COA - Procurement & Policy (Mr. A. Vitry)	1
ACQ Deputy COA - Life Cycle & Business Operations (Ms. A. Szydelko)	1
ACQ Head of Acquisition Policy (Ms. I. Ike-Meertens)	1
ACQ PCO (Ms. T. Pezzi)	1
ACQ CO (Ms. V. Navikaité)	1
ACQ IPS Head (Mr. C. Leroy)	1
ACQ CE&A Head (Mr. D. Odesser)	1
ACQ CAB Administrator (Mr. N. Rego)	1
Legal Adviser (Ms. S. Chan-Allen through Mr. V. Roobaert)	1
NSIP Account Manager (Ms. I. Le Pladec)	1
Finance BM NSIP (Ms. S. Tilliere-Leblois)	1
CTO A&E Chief (Mr. D. Janezic)	1
Security (Mr. A. Perrey)	1
NIMSC Business Area Owner (Mr. A. Hutzenlaub)	1
NIMSC SATCOM Service Area Owner (Mr. N. Yilmaz)	1
NIMSC SATCOM PM (Mr. U. Yiguit)	1
Registry (for distribution)	1

NATEXs

All NATEXs	1 Each
------------	--------