

**Headquarters Supreme Allied Command Transformation Norfolk,
Virginia**



**REQUEST FOR INFORMATION NEXT GENERATION (NEXTGEN) SATCOM
SERVICES**

RFI-ACT-SACT-25-43

This document contains a Request for Information (RFI) call
to industry, academia and nations for their input to NATO's requirement for testing the
implementation and performance of (insert RFI title)

Industry, academia and nations wishing to respond to this RFI should read this document
carefully and follow the guidance for responding.

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General Information	
Request For Information No.	25-43
Project Title	Market Survey for Non-Geostationary Satellite Constellations
Due date for questions concerning related information	9:00 am EST 30 May 2025
Due date for submission of requested information	9:00 am EST 30 Jun 2025
Contracting Office Address	NATO, HQ Supreme Allied Commander Transformation (SACT) Purchasing & Contracting Suite 100 7857 Blandy Rd, Norfolk, VA, 23511-2490
Contracting Points of Contact	<p>Mr Robert Friend Email: robert.friend@nato.int Tel: +1-757-747-4433</p> <p>Ms. Catherine Giglio E-mail: catherine.giglio@act.nato.int Tel: +1 757 747 3856</p>
Technical Points of Contact	<p>Name: Daniel Askew (Programme Director) e-mail : Daniel.askew@nato.int Tel : +1 757 747 3577</p> <p>Name: Christopher Nunn (Programme Analyst) e-mail : Christopher.nunn@nato.int Tel : +1 757 747 3915</p> <p>Name: Nicholas Franzitta (Programme Analyst) e-mail : nicholas.franzitta@nato.int Tel : +1 757 747 3796</p>
References	<p>A.</p> <p>B.</p>
<p>All request for clarifications, questions and responses to this RFI must be sent via email to all Points of Contact reported above. Individual emails will not be accepted and should not be sent. Contracting and Technical POCs must be included in any correspondence.</p>	

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1. INTRODUCTION

Headquarters Supreme Allied Commander Transformation (HQ SACT) is issuing this Request for Information (RFI) in order to engage with industry to conduct a market survey on current commercial entities that offer SATCOM services over Low Earth Orbit (LEO) satellite constellations. The intention is to evaluate what could be immediately available, the art-of-the-possible, and state-of-the-art with respect to systems, products, services, technologies, and methodologies pertaining to SATCOM over non-geostationary satellites.

This Request for Information (RFI) does not constitute a commitment to issue a future request for proposal (RFP). The purpose of this request is to involve industry through collaboration, in an examination of future capabilities related to the implementation of the NextGen SATCOM Capability Program Plan.

Further, respondents are advised that HQ SACT will not pay for any information or administrative costs incurred in responding to this RFI. The costs for responding to this RFI shall be borne solely by the responding party. Not responding to this RFI does not preclude participation in any subsequent RFP if issued in the future. All information shared with ACT might be shared with contracted third parties in order to support the capability development process as needed. Provision of data, or lack of, will not prejudice any respondent in the event that there is a competitive bidding process later as part of NATO Common-Funded Capability Development.

2. BACKGROUND

2.1. The NATO Digital Backbone is one of four key requirement areas identified at the Political Guidance for Defence Planning 2023 for the full implementation of the Deterrence and Defence of the Euro-Atlantic Area Family of Plans (DDA FoP), to allow Allied Reaction Forces (ARF) to fulfil its missions and enable NATO Warfighting Capstone Concept (NWCC). Next Generation (NexGen) SATCOM services are under the NDBB foundation together with other related 6 Operational Requirement Statements (ORS's)

2.1.1. Current NATO SATCOM services have some limitations in the coverage, resiliency, interoperability, and service provision capability to enable the Cross-Domain Command and Control (C2) across Supreme Allied Command Europe's (SACEUR) Area of Responsibility (AOR) and to satisfy the Alliance Level of Ambition (LoA).

2.1.2. NATO 2030 SATCOM services are expected to significantly improve its current support to NATO business continuity and deterrence and defence posture across the whole AOR, should NATO Command Structure (NCS) or NATO Force Structure (NFS) sites have their terrestrial connectivity disrupted (including sites hosting NATO Enterprise Data Centres and Mission Anchor Functions).

2.2. The vision of NATO Allied Command Transformation's (ACT) SATCOM Program Director is to implement SATCOM as a Service and rely more on commercial SATCOM services to fulfil some of the operational requirements identified by Allied Command Operations (ACO). Therefore, it is the intent of this RFI to highlight current and future

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companies that could potentially provide these services across multiple satellite orbits and constellations.

This is not a formal request for submissions as part of a procurement; but rather a general request intended to determine whether any possible solutions exist that should be included in one or many alternatives during the development.

3. PROJECT DESCRIPTION

3.1. Vision

- 3.1.1.** The aim of the NextGen SATCOM program is to provide resilient, robust, secure and service-oriented satellite communications capabilities that support land, air, and maritime users, with on demand capability that can be accessed on short notice (typically no more than 96 hours) and are in line with current NATO Force Model.
- 3.1.2.** The implementation of NextGen SATCOM requires coherent alignment with other related and interconnected work strands. Therefore, based on NextGen SATCOM operational and associated capability requirements, NATO is issuing this RFI to gain a better understanding of the commercial market that is to provide this capability that NATO could potentially use to acquire (buy) NextGen SATCOM solutions that meet the capability requirements. The capability should include coverage in the arctic circle (above 66°N latitude).

3.2. Objectives

- 3.2.1.** NATO has started developing the capabilities required for NextGen SATCOM to align with the operational requirements which were stated in the Operational Requirements Statement (ORS).
- 3.2.2.** With the development of capabilities NATO NextGen SATCOM implementation efforts will neither supersede any existing NATO processes, nor impact initiatives that are not the responsibility of the NATO SATCOM community. NATO NextGen SATCOM efforts will rather support these processes and initiatives where applicable, thus avoiding any duplication of efforts.
- 3.2.3.** The NATO NextGen SATCOM Programme oversees implementing NextGen SATCOM capabilities by leveraging assets and resources coming from related NATO Programmes and leveraging also on SATCOM capabilities, assets and resources coming from Nations, their Industry and Academia, and finally filling the gaps of missing capabilities, assets and resources needed to achieve the NATO SATCOM MOR (Military Operational Requirement).
- 3.2.4.** Allied Command Transformation (ACT) is surveying Industry and Academia to understand what solutions may be able to support NATO's NextGen SATCOM

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requirements.

- 3.2.5.** This survey seeks to gather information from Industry and Academia on existing SATCOM Space solutions, as well as those in development that could potentially be procured by NATO.

3.3. Expected Benefits to Respondents

- 3.3.1.** Market research to increase services provided that could broaden future market and client base.
- 3.3.2.** Potential to broaden into military sector and international market.

3.4. Expected Benefits to NATO

- 3.4.1.** Resilient and persistent global SATCOM coverage that meets current NATO operational requirements.
- 3.4.2.** Redundancy in non-terrestrial options that can provide different data and latency rates to assist commands in planning.
- 3.4.3.** Increased strategic advantage over potential threats.

4. REQUESTED INFORMATION

4.1. The response(s) to this RFI shall be submitted by e-mail.

Submissions must include both the Contracting and Technical POCs listed on page 2. The responses shall not contain proprietary and/or classified information. HQ SACT reserves the right to seek clarification on submissions.

4.2. Eligibility to Respond:

Only NATO Nations, Industry and Academia that originate or are chartered/incorporated within NATO Nations are eligible to respond to this RFI. Companies from Partner Nations who want to participate should collaborate with a primary company headquartered within a NATO Nation.

4.3. Response Template:

- 4.3.1.** Provide name, mailing address, overnight delivery address (if different from mailing address), designated point of contact (phone number, e-mail).
- 4.3.2.** Respondents can collaborate with other providers, but all companies/organizations must be clearly identified and their role/services clearly stated.
- 4.3.3.** Response should include at a minimum a technical description and technical architecture diagram of the proposed implementation. Responses are not required to follow any format, but the following is proposed:

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- a) Introduction
- b) Assumptions
- c) Technical / System Requirements
- d) Description of Network Implementation & Architecture Views
- e) Recommendations

4.3.4. Identify current services your company offers, which most closely match the capabilities, specified in this RFI (or portions of).

4.3.5. Available product brochures, specification sheets, photographs, illustration and technical descriptions that describe your company's current services are welcome. Companies are encouraged not to include marketing informational materials that do not relate to the services described in this RFI as it will be discarded; however, responses may include URL links to technical documentation materials (i.e., technical data sheets for products) are welcome.

4.3.6. Response limited to a single main document and enclosures for a total not-to-exceed 15 pages (material provided as per paragraph above not included).

4.3.7. The document should be single-spaced, have one-inch margins, assume US letter-size (8 1/2 by 11 inches) page, use 12-point font, and be formatted for compatibility with Microsoft Word or Adobe Acrobat Reader (current versions).

4.3.8. Submissions should be named according to the following convention:
<Respondent company name; maximum of 12 characters>_COMSATCOM
RFI_<date in YYYYMMDD format>.<filename extension of 3 or 4 characters>.
Provide list of your company's past and current customers to which you have provided or are providing similar services, including a customer/company name and point of contact, phone number, and address/e-mail where they can be contacted.

4.3.9. Responses shall not be classified above NATO UNCLASSIFIED.

4.3.10. The information may be considered in developing any future potential Statement of Work requirements. HQ SACT will consider selected information for developmental contracts and experimentation candidates.

4.4. Price Estimates

HQ SACT seeks non-binding Rough Order Magnitude (ROM) price estimates for the sole purpose of estimating programmatic costs and planning funding for future programme proposals/bids. Provision of data, or lack of, will not prejudice any respondent in the event that there is a competitive bidding process later as part of NATO Common Funded Capability Development.

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4.5. Response Due Date

Responses to this RFI must be received by **0900 EST on 30 June 2025**. The responses shall not contain any classified information. HQ SACT reserves the right to seek clarification on submissions.

5. CLARIFICATIONS AND QUESTIONS

Inquiries of a technical nature about this RFI shall be submitted by e-mail solely to the aforementioned POCs by **0900 EST 30 May 2025**. Accordingly, questions in an e-mail shall not contain proprietary and/or classified information. Answers will be posted as soon as possible on the HQ SACT P&C website at: <https://act.nato.int/contracting>.

All questions should be submitted by **0900 EST 30 May 2025** to allow for appropriate response time prior to the **0900 EST on 30 June 2025** response due date.

6. ADDITIONAL INFORMATION

6.1. Non-disclosure Principles and/or Non-disclosure Agreement (NDA) with Third Party Company.

6.1.1. Please be informed that HQ SACT may contract a company to conduct the Analysis of Alternatives investigation in support of this project. HQ SACT will follow nondisclosure principles and possibly conclude an NDA with that company to protect submitted information from further disclosure. As the third-party beneficiary of this nondisclosure, this RFI serves to inform you how HQ SACT plans to proceed and HQ SACT's intent to protect information from unauthorized disclosure. This requires the third-party company to protect the disclosed information using the highest degree of care that the company utilizes to protect its own Proprietary Information of a similar nature, and no less than reasonable care.

6.1.2. The third-party company receiving the information shall not, without explicit, written consent of HQ SACT:

- a) Discuss, disclose, publish or disseminate any Proprietary Information received or accessed under nondisclosure principles and subject to an NDA, if an NDA is concluded;
- b) Use disclosed Proprietary Information in any way except for the purpose for which it was disclosed in furtherance of the goals of the instant project, collaboration, activity or contract; or
- c) Mention the other Party or disclose the relationship including, without limitation, in marketing materials, presentations, press releases or interview.

6.2. Organizational Conflicts of Interest.

As Procurement/Contracting involves the expenditure of funds allocated by the member nations, we must always strive to maintain trust in and preserve the integrity of the

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procurement procedures. It is essential that our procedures facilitate transparent and robust competition from industry.

Contractor and subcontractor personnel performing work under an HQ SACT contract may receive, have access to, or participate in the development of sensitive information relating to source selection methodology, cost or pricing information, budget information, and future specifications, requirements or Statements of Work or perform evaluation services that may create a current or subsequent Organizational Conflict of Interests (OCI). Similarly, companies responding to an HQ SACT RFI may create a subsequent OCI determination when pursuing future NATO contracts generated from that RFI.

Each individual contracting situation will of course be examined on the basis of its particular facts and the nature of any proposed contract. The exercise of common sense, good judgment, and sound discretion is required in both the decision on whether a significant potential conflict exists and, if it does, the development of an appropriate means for resolving it.

In anticipation of a future OCI determination, any company either awarded an HQ SACT contract or responding to an HQ SACT RFI while also anticipating bidding on future NATO contracts relating to this work, should consider having a mitigation plan in place to address or mitigate any OCI concerns now or in the future.

6.3. Handling of Proprietary Information

Proprietary information, if any, should be minimized and clearly marked as such. HQ SACT will treat proprietary information with the same due care as the command treats its own proprietary information. HQ SACT will exercise due care to prevent its unauthorized disclosure. Please be advised that all submissions become HQ SACT property and will not be returned.

6.4. Exceptions to Obligations. The third-party company receiving the information may disclose, publish, disseminate, and use Proprietary Information:

- a) To its employees, officers, directors, contractors, and affiliates of the recipient who have a need to know and who have an organizational code of conduct or written agreement with the recipient requiring them to treat the disclosed Proprietary Information in accordance with nondisclosure principles and the NDA (if executed);
- b) To the extent required by law; however, the company receiving the information will give HQ SACT prompt notice to allow HQ SACT a reasonable opportunity to obtain a protective order or otherwise protect the disclosed information through legal process that is:
 - demonstrated in written record to have been developed independently, or
 - already in the possession of the company receiving the information without obligation of confidentiality, prior to the date of receipt from HQ SACT, or
 - disclosed or used with prior written approval from HQ SACT, or
 - obtained from a source other than HQ SACT without obligation of confidentiality; or publicly available when received.

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6.5. Any response to this RFI is considered to establish consent to this process. A copy of the NDA, if or when concluded, can be provided on request.

7. SUMMARY

This is a RFI only. The purpose of this RFI is to involve industry, academia and nations through collaboration, for their input to NATO's requirement for commercial SATCOM services. HQ SACT has not made a commitment to procure any of the items described herein, and release of this RFI shall not be construed as such a commitment, nor as authorization to incur cost for which reimbursement will be required or sought. **It is emphasised that this is a RFI, and not a RFP of any kind.**

APPENDICES:

1. Questionnaire (spreadsheet)

