

To: All Prospective Bidders

Subject: Request For Quotations (RFQ) – RFQ-CO-424265-SATCOM@ncia.nato.int – Provision of SATCOM Terminal

References:

- A. NCI Agency Standard Operating Procedure SOP 16.01 Procurement (Rev2), dated 06 September 2024
- B. AC/4-D/2261-COR2 (1996 EDITION), IC NSIPIC-NSIP Procedures for International Competitive Bidding, Revision of Paragraph 3 - Security, dated 27 August 2021
- C. AC/4-D(2019)0004 (INV) IC, Procedures Governing the Use of Basic Ordering Agreements Concluded by the NCI Agency, dated 4 July 2019
- D. NCIA/ACQ/2025/06981

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: SATCOM terminals and Subscription.
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 Friday, 15 August 2025 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
 - c. Part II: Contract Special Provisions
 - d. Part III: Basic Ordering Agreement
 - e. 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-CO-424265-SATCOM@ncia.nato.int, and all correspondence concerning this Request For Quotations should reference this number.
15. Your Point of Contact for all information concerning this RFQ is Kenya Elise Armbrister, NCI Agency Contracting Officer who may be reached at:
RFQ-CO-424265-SATCOM@ncia.nato.int
16. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this RFQ-CO-424265-SATCOM@ncia.nato.int 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:

Kenya Armbrister

Digitally signed by Kenya
Armbrister

Date: 2025.07.15 13:58:12 +02'00'

Kenya Elise Armbrister
Contracting Officer
NATO Communications and Information
Agency (NCI Agency)

Enclosures: 3

Attachment A to RFQ-CO-424265-SATCOM@ncia.nato.int: Acknowledgement of Receipt of Request For Quotations

Attachment B to RFQ-CO-424265-SATCOM@ncia.nato.int: Distribution List

Attachment C to RFQ-CO-424265-SATCOM@ncia.nato.int: Bidders List

Attachment D to RFQ-CO-424265-SATCOM@ncia.nato.int: Book I Bidding Instructions (separate file)

Attachment E to RFQ-CO-424265-SATCOM@ncia.nato.int: Book II Prospective Contract (separate file)

ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF REQUEST FOR QUOTATIONS

RFQ-CO-424265-SATCOM@ncia.nato.int

Please complete, sign and return by email (scanned to PDF) by **12:00 hours Central European Time (CET) on 7/22/2025**
to: RFQ-CO-424265-SATCOM@ncia.nato.int

We hereby advise that we have received Request For Quotations RFQ-CO-424265-SATCOM@ncia.nato.int 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-CO-424265-SATCOM@ncia.nato.int

NATO Delegation (Attn: Infrastructure Adviser):

- Albania
- Belgium
- Bulgaria
- Canada
- Croatia
- Czechia
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Iceland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Montenegro
- Netherlands
- North Macedonia
- Norway
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Sweden
- Türkiye
- 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-424265-SATCOM@ncia.nato.int

Country	Nominated Bidders
France	THALES SIX GTS FRANCE SAS
Norway	Marlink AS
Poland	Vector Synergy Sp. z o. o.
United Kingdom	Global Radio Data Communications Ltd
United States	Regan Technologies Corporation