

NATO UNCLASSIFIED



**NORTH ATLANTIC TREATY
ORGANIZATION**
ORGANISATION DU TRAITÉ DE L'ATLANTIQUE NORD
HEADQUARTERS SUPREME ALLIED COMMANDER
TRANSFORMATION 7857 BLANDY ROAD, SUITE 100
NORFOLK, VIRGINIA, 23551-2490



TO: BC's Distribution List for Invitation for International Bidding (IFIB) Procedure

DATE: 14 October 2025

SUBJECT: Notification of Intent to issue an Invitation for International Bidding (IFIB) for Counter UAS (Unmanned Aerial Systems) Capabilities

In accordance with the stipulations of the Bi-SC Procurement Directive 60-70, Annex B, and Procedures for International Competitive Bidding (2015 Edition) the following information is provided on an Invitation for International Bidding (IFIB) that this Headquarters has the intention to release:

IFIB REFERENCE: IFIB-ACT-SACT-26-07

TITLE OF IFIB: Contractor Support for Counter UAS (Unmanned Aerial Systems) Capabilities

REQUIREMENT: HQ SACT gives Notice of the Intent to issue an Invitation for International Bid (IFIB) for the provision of contracted services.

Massed, low-cost UAS incursions repeatedly strain NATO's defensive posture. The Alliance must invest in solutions to ensure a balanced cost-per-shot ratio, avoiding disproportionate expenditure against inexpensive, scalable threats. The low layer remains the most urgent and vulnerable gap; mitigation requires field-ready capabilities that can detect incoming threats early to protect the Alliance's territorial sovereignty and inform the long-term modernization of NATO's integrated defence architecture.

As part of the Layered Counter UAS Initiative (LCI-X), HQ SACT intends to solicit contractor support to rapidly deploy and field-test in real-world conditions capabilities that address this gap. LCI-X will be executed in 2026 through a series of testing and experimentation events: two small-scale events (each approximately 2 weeks) and one or two large-scale events (each approximately 3-4 weeks). These events will take place in various locations in Europe and one location in the United States.

For this purpose, HQ SACT is seeking contractor support that fulfills two streams:

- Blue Force / Defence as a Service: sensors, effectors, and C2 systems that together provide layered defence. This includes early detection, threat tracking and classification, and layered defeat options (soft-kill and hard-kill), delivered as a service (lease, operators, sustainment, training).
- Red Force / Threat Emulation as a Service: UAS capable of reconnaissance, decoying, and attack roles, able to operate in swarm or massed launch configurations to stress-test the layered defence.

NATO UNCLASSIFIED

TYPE OF CONTRACT: Firm-fixed Price, deliverable based

PERIOD OF PERFORMANCE: Award (estimated Feb 2026) to 31 Dec 2026

BIDDING PROCEDURE: The intended procurement method will be International Competitive Bidding in accordance with Bi-SC Procurement Directive 60-7. The contract award will be determined based on the contractor(s) that offers the Best Value to NATO.

FUNDING: Estimated value up to EUR 10M

ISSUE DATE: Estimated 21 November 2025

BID CLOSING DATE: Estimated 9 January 2026

ELIGIBILITY: Companies that have performed similar contracts within the last three years substantially similar in scope to the requirement described in the solicitation.

DELIVERY LOCATION(S): The contract will cover services being accomplished in various locations in Europe and USA that will be specified in the IFIB Statement of Work

PARTIAL BIDDING: Partial Bidding is authorized.

WEBSITE: <http://www.act.nato.int/contracting>

Bidders will be able to view the IFIB at the above website. You are hereby invited to nominate, by email before 18 November 2025, the name, full address, Point of Contact, telephone, facsimile number and e-mail address, of other potential bidders established within your country. This and any other correspondence is to be addressed to:

Supreme Allied Commander Transformation BUDFIN – Purchasing and Contracting Branch

Attn: – Ms. Jessica Pilla, ACT Contracting Officer, Tel: +1-757-747-4414
– Ms. Catherine Giglio, ACT Contracting Officer, Tel: +1-757-747-3856
– Mr. Laurent Munter, Contract Specialist, Tel: +1-757-747-3861

7857 Blandy Road, Suite 100, Norfolk, Virginia, USA 23551-2490

Email: jessica.pilla@nato.int; Catherine.giglio@nato.int; laurent.munter@nato.int

//original signed//

Jessica PILLA

Contracting Officer HQ SACT