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



**REQUEST FOR INFORMATION  
RFI-ACT-SACT-25-102**

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

**Counter Unmanned Aircraft System (C-UAS) Capabilities**

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

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| General Information                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
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| Request For Information No.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>RFI-ACT-SACT-25-102</b>                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Project Title                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>Industry input to NATO's C-UAS Capability</b>                                                                                                                                                                                                                                                                                                                                                                                                       |
| Question and Answer Session                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <p><b>20 Oct 2025, 10:00 am - 12:00 pm (ET)</b></p> <p>Advanced registration required by 16 Oct 2025, 8:00 am (ET) at <b><u>Q&amp;A Session</u></b></p> <p><a href="https://forms.office.com/Pages/ResponsePage.aspx?id=6jCjjU4iHE-9nTLYZhTmz5ZtELnbHbNAi6u9pDCGvh5UODQzS1BRWk03NjBXWFdQQldZTjM0QU1DRS4u">https://forms.office.com/Pages/ResponsePage.aspx?id=6jCjjU4iHE-9nTLYZhTmz5ZtELnbHbNAi6u9pDCGvh5UODQzS1BRWk03NjBXWFdQQldZTjM0QU1DRS4u</a></p> |
| Due date for submission of requested information                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <b>3 Nov 2025, 1:00 pm (ET)</b>                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Contracting Office Address                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <p>NATO, HQ Supreme Allied Commander Transformation (SACT)</p> <p>Purchasing &amp; Contracting Suite 100</p> <p>7857 Blandy Rd, Norfolk, VA, 23511-2490</p>                                                                                                                                                                                                                                                                                            |
| Contracting Point of Contact                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | HQ SACT   Contracting <a href="mailto:hqsact.contracting@nato.int">hqsact.contracting@nato.int</a>                                                                                                                                                                                                                                                                                                                                                     |
| <p><b>All technical clarification questions pertaining to this RFI shall be raised by Industry during the 20 Oct 2025 Question and Answer Session; please register at the link above.</b></p> <p><b>Any other administrative questions can be directed to <a href="mailto:hqsact.contracting@nato.int">hqsact.contracting@nato.int</a> with the subject line reading "RFI-ACT-SACT-25-102."</b></p> <p><b>All RFI submissions shall be submitted to <u>Submission Page</u></b><br/> <b><a href="https://survey.ilab.zone/index.php/977693">https://survey.ilab.zone/index.php/977693</a></b></p> |                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

## 1. INTRODUCTION

- 1.1. **Summary:** Headquarters Supreme Allied Commander Transformation (HQ SACT) is issuing this Request For Information (RFI) to engage with Industry on C-UAS capabilities. 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 UAS and countering UAS.
- 1.2. This RFI involves Industry in an examination of Alliance-wide current and future capabilities related to countering UAS (including training). Future capabilities will be either nationally owned or commercially available (procured or leased by a Nation as Host Nation (HN), or by a NATO entity). HQ SACT has not made a commitment to procure any of the systems, products, services, or technology described herein, and the 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. 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 Request For Proposal (RFP), if issued in the future.
- 1.3. This is an **RFI ONLY**. This RFI **DOES NOT** constitute a current RFP nor a commitment to issue a future RFP, nor does it constitute the commencement of any other type of procurement process for the Project. Therefore, those choosing to respond to this RFI **will not**, merely by virtue of submitting such a response, be deemed to be "bidders" on the Project in any sense, and **no** such respondent will have any preference, special designation, advantage or disadvantage whatsoever in any subsequent procurement process related to the Project. HQ SACT is not seeking proposals at this time; therefore, HQ SACT will not accept unsolicited proposals in respect to this RFI. All information shared with ACT might be shared with contracted third parties to support the capability development process as needed.

## 2. PROGRAMME DESCRIPTION

### 2.1. Background

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.

This RFI seeks to build understanding of existing and emerging "C-UAS as a service" solutions fit to support a layered defence approach from many complementary pieces rather than one system alone. This means fusing diverse sensors, electronic warfare, kinetic and non-kinetic effectors, and AI decision tools into modular C-UAS packages, tested under real

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conditions, interoperable with NATO command and control systems, and adaptable within months versus years.

### **2.2. Process**

- 2.2.1.** Allied Command Transformation is NATO's Strategic Warfare Development Command. Its mission is to contribute to preserving the peace, security and territorial integrity of Alliance member states by leading the strategic warfare development of military structures, forces, capabilities and doctrines.
- 2.2.2.** ACT aims to support the concept development and experimentation (CD&E) activities in the C-UAS realm of NATO commands by leveraging Capabilities, Assets and Resources coming from Industry and already existing C-UAS capabilities, assets and resources coming from Nations.
- 2.2.3.** Allied Command Transformation (ACT) is surveying Industry to understand what solutions may be available and under which framework they might be provided to the Commands.

### **2.3. Capability Requirements**

- 2.3.1.** NATO's C-UAS capabilities will provide awareness, coordination means and potential mitigation for NATO and multinational actions during peacetime vigilance, crisis and conflict.
- 2.3.2.** These C-UAS capabilities may deliver: new concepts and TTP's to deter and mitigate the use of UAS by opposing forces; a better awareness of strengths and weaknesses of these platforms; increased training capabilities for land and air forces and may inform the requirements process on the requirements for countering UAS.

## **3. REQUESTED INFORMATION**

**3.1. Eligibility to Respond.** Only Industry that originate or are chartered/incorporated within NATO Nations are eligible to respond to this RFI. Companies from Partner Nations who want to participate are recommended to partner with a primary company headquartered within a NATO Nation.

**3.2. Questions for Industry.** Please see Annex A (C-UAS) and Annex B (UAS) for questions and provide your answers on the spreadsheets.

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### NOTE TO RESPONDENTS

In the interest of time and to maximize the number of responses to this RFI, the information provided should not be extremely complicated, overly detailed, or require significant effort to complete. Additionally, responses are not required if it is not applicable to your capabilities. A statement that the question is not applicable (NA) will be sufficient. Finally, in addition to your responses, we encourage you to include any existing materials you may have pertaining to your capabilities (e.g., marketing brochures, pamphlets, flyers, etc.).

### 3.3. Clarifications and Questions

**3.3.1.** All technical clarification questions pertaining to this RFI shall be raised by Industry during the 20 Oct 2025 Question and Answer Session; please register at the link indicated in page 2. Answers will be posted after the Question and Answer Session on the HQ SACT Procurement and Contracting (P&C) website at: <https://act.nato.int/contracting>.

**3.3.2.** HQ SACT reserves the right to seek clarification on any submission.

**3.4. Intent/Objectives.** This RFI is intended to provide Industry an opportunity to provide data that would allow NATO to determine potential benefits they might receive from a capability.

**3.5. Expected Benefits to Respondents.** Industry participants will have the chance to reveal state-of-the-art systems, products, services and technology in the C-UAS area of interest.

**3.6. Expected Benefits to NATO.** Exposure to, understanding of, and use of current, emerging and future capabilities in the C-UAS area of interest and the services that industry can provide.

**3.7. Classified Information.** NATO information that is CLASSIFIED is not included herein but can be passed to authorized Industry recipients with appropriate clearances and control measures.

**3.8. 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 and will exercise due caution to prevent its unauthorized disclosure. Please be advised that all submissions

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become HQ SACT property and will not be returned. NATO reserves the right to share RFI information, including responses from industry to this RFI, within NATO Alliance.

### 3.9. Non-disclosure Principles and/or NDA with Third Party Company.

N/A

### 3.10. Organisational Conflicts of Interest.

**3.10.1.** Companies responding to this RFI and companies conducting Analysis of Alternatives are hereby placed on notice responding to this RFI could conceivably be a factor in the creation of an Organisational Conflict of Interest (OCI) on a future procurement, if a future procurement were to occur within the capability development process.

**3.10.2.** Companies are cautioned to consider OCI when responding to this RFI, and to consider internal mitigation measures that would prevent OCI's from adversely affecting a company's future procurement prospects. OCI's can often be mitigated or prevented with simple, early acquisition analysis and planning and the use of barriers, teaming arrangements, internal corporate non-disclosure policies and firewalls, and similar preventative measures.

**3.10.3.** HQ SACT is not able to advise responding companies on the existence of OCI or remedial measures and encourages responding companies to consult internal or external procurement and legal consultants and in-house counsel.

**3.10.4.** OCI considerations should not be considered a barrier to responding, only a factor for long range business planning.

### 3.11. Follow-on:

**3.11.1.** Any and all information provided as part of the submission in response to this RFI may be considered in developing any future HQ SACT requirements.

**3.11.2.** The data collected in response to this RFI will be used to determine how Allied Command Transformation can support the concept development and experimentation efforts of the NATO commands in a multi-domain environment.

**3.11.3.** In the event that there is a competitive bidding process later as part of NATO Common Funded Capability Development, the provision of data, or lack of, will not prejudice any respondent.

**3.12. Summary. This is an RFI only.** The purpose of this RFI is to involve Industry in an examination of Alliance-wide future capabilities related to countering UAS with a focus on related systems, products, services, technology, methodologies, and engineering practices. HQ SACT has not made a commitment to procure any

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capabilities 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 an RFI, and not an RFP of any kind.** Thank you in advance for your time and submission to this RFI.

Annex:

A. C-UAS questionnaire

B. UAS questionnaire

