

To: All Prospective Bidders

Subject: **Request For Bidders View (RFBV) – IFB-CO-423291-PPFA – “PROVIDE MULTIBAND PERSON-PACK AND FLYAWAY SATELLITE TERMINALS”**

References: A. AC/4-D/2261 (1996 Edition), NSIP Procedures for International Competitive Bidding;
B. AC/4-D/2261-ADD1 (1996 Edition) (INV), Investment Committee Best Value Procedures;
C. IFB-CO-423291-PPFA Notification of Intent, NCIA/ACQ/2024/07292;
D. Amendment No.1 to IFB-CO-423291-PPFA Notification of Intent, NCIA/ACQ/2025/07104.

Dear Prospective Bidders,

1. By the References C and D, the NATO Communications and Information Agency (NCIA) notified its intention to release an Invitation for Bids for the subject effort. In response to these notifications, your national authorities nominated your firm as a potential source for this effort.
2. The NATO Communications and Information Agency (NCIA) hereby invites your company to participate in a Request For Bidders View (hereafter referred to as the “RFBV”), for the provision of fully integrated SATCOM ground flyaway terminals, as well as individual modules to add capability to the terminals. The Contract scope will cover the procurement of the following SATCOM terminals and their specified modules: (a) Multi Band Very Small (FLYST-MB-VS); (b) Multi Band Small (FLYST-MB-S); (c) Multi Band Medium (FLYST-MB-M); (d) Multi Band Large (FLYST-MB-L); (e) Multi-Orbit Medium (FLYST-MO-M) and (f) Multi-Orbit Large (FLYST-MO-L).
3. The initial procurement (the first Task Order) under the Contract will include ten (10) FLYST-MB-VS and ten (10) FLYST-MB-S terminals with X-band and Ka-band capability using the Primary Modem option.
4. Attached herewith is the **Request for Bidders View (RFBV) package**, which is presented in the form of a draft of the prospective Invitation for Bids (IFB) to be formally released at a later date. The RFBV is a preliminary step in the solicitation process that is designed to allow for industry comment prior to the issuance of a formal IFB document. The RFBV provides the Prospective Bidders with a comprehensive insight into the technical factors, criteria and/or problems which they should consider in preparing their initial response, and it ensures that all Prospective Bidders have a common understanding of the requirement and of the way in which NCIA intend to conduct the preliminary round of discussions and handle the final evaluation of bids.
5. Within the draft prospective IFB, Book I presents general and project-specific Bidding Information, including instructions for bid preparation, and a full description of the Purchaser's proposed cost and technical evaluation procedures and criteria. Book II presents a draft of the Prospective Contract, including the legal terms and conditions and the Statement of Work. You are advised that these documents are in draft form, and therefore are not entirely complete or final.

6. In accordance with Annex II to the governing document for NATO International Competitive Bidding (Reference B), Prospective Bidders are invited to provide their system approach to the project, but excluding an actual Technical Bid Proposal, and as well, their comments and views on any aspect of the prospective IFB that is of interest. After consideration of these views, the draft documents may be amended to form the final IFB.
7. Prospective Bidders are free to provide comments in whatever depth they so choose, or may decline to participate in this part of the solicitation process without prejudice for the future submission of a bid in response to the formal IFB.
8. The NCIA, however, would welcome indications from respondents as to:
 - a) The content of the proposed contract scope of work and the clarity of the requirements therein;
 - b) The content of the contract deliverables and the concept of a contractor proposed format for some deliverables;
 - c) The schedule for contract deliverables;
 - d) The proposed contract type and compensation arrangement;
 - e) The terms and conditions of the prospective contract;
 - f) The instructions for the preparation and submission of bids;
 - g) The proposal evaluation mechanism and the award approach;
 - h) The adequacy of the current authorised funding (max. 6,138,000 EUR) to cover the cost of the initial procurement (first Task Order) of 10 FLYST-MB-VS and 10 FLYST-MB-S terminals with X-band and Ka-band capability using the Primary Modem option.
9. Prospective Bidders are informed that, at this stage, no pricing information or detailed technical proposals are to be submitted. Responses to the RFBV will be treated as information only. NCIA does not intend to award a contract on the basis of this RFBV or to otherwise pay or provide any other type of consideration, in any form, for the information feedback received.
10. NCIA may incorporate industry comments in part or in whole into the future release of the IFB. Bidders that include data in their responses that they do not want to be disclosed to the public for any purpose, or used by NCIA except for internal evaluation purposes, must:
 - a) Mark the title page with the following legend:
"This document includes data that shall not be disclosed outside NCIA and shall not be duplicated, used, or disclosed - in whole or in part - for any purpose other than for NCIA internal evaluation purposes, unless otherwise expressly authorised by [insert company name]. This restriction does not limit NCIA's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets [insert numbers or other identification of sheets]"; and
 - b) Mark each sheet of data it wishes to restrict with the following legend:
"Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal."
11. Any Prospective Bidder that declines to respond to the RFBV remains eligible to submit a Bid during the formal Invitation For Bids (IFB) process.
12. Prospective Bidders choosing to respond to the RFBV shall submit their system approach, comments and feedback not later than **Thursday, 11 December 2025 at 12:00 hours Central European Time (CET)**. Please ensure that your submission reaches the NCIA before this date and time.

13. Prospective Bidders are strongly encouraged to submit their response and/or comments as soon as possible, significantly before the closing date for submissions, if practicable. In order to maximize the RFBV exercise NCIA may, at its discretion, accept submissions after the deadline, as long as the IFB has not been issued, and under the condition, that such late submission will not be used as the basis to request an extension to the date under paragraph 12.
14. Prospective Bidders are free to provide comments in whatever depth they so choose, or may decline to participate in this part of the solicitation process without prejudice for the future submission of a Bid in response to the IFB
15. Questions, comments and any feedback regarding this RFBV shall be submitted using the dedicated Feedback Form (Annex A to this cover letter).
16. During the course of this RFBV, Bidders are requested to forward their questions **solely** to the Contracting Officer referred at paragraph 22 below or any other individual as may be communicated by this office at a later stage. Exchanges with NCIA personnel other than the assigned Contracting Officer are discouraged thus to safeguard the integrity of the process.
17. Answers will be provided for areas related to the RFBV prescriptions, and not to those specifically associated to ambiguities or clarity of terminology or language contained in the draft IFB package itself. These are instead intended to be reported by the Prospective Bidder in the form of response to the RFBV in accordance with paragraph 14, thus to be properly discussed and possibly revised as a result of this RFBV exercise.
18. Following a review of the RFBV responses received, NCIA may reserve time slots for each respondent to discuss any concerns or comments that have been submitted, allowing the Prospective Bidders to clarify aspects of the RFBV for which they may have questions. This preliminary round of discussions will be held virtually or at NCIA premises in Belgium. Responders may decline to participate in the discussions without prejudice for the future submission of a bid in response to the formal IFB.
19. Any matters of general information not already contained in the Bidding Documents that are provided to any Prospective Bidder during the discussion phase will be provided to all Prospective Bidders by means of a RFBV Amendment.
20. No legal liability on the part of the Purchaser for payment of any sort shall arise and in no event will any bidder have cause for action against the Purchaser for the recovery of costs incurred in connection with preparation and submission of a reply in response to this RFBV.
21. The security classification of this RFBV (draft IFB) is NATO UNCLASSIFIED. This RFBV remains the property of the NCIA and shall be protected in accordance with the applicable national security regulations.
22. The NCIA reserves the right to cancel, withdraw, or suspend this RFBV at any time in its entirety without incurring any repercussions, or liabilities. The NCIA bears no liability for RFBV response preparation costs.
23. The reference for this RFBV is IFB-CO-423291-PPFA, and all correspondence concerning this RFBV and subsequent IFB shall reference this number.

- 24.** The Point of Contact for this RFBV is Irina Barabancea, NCIA Contracting Officer who may be reached at: IFB-CO-423291-PPFA@ncia.nato.int
- 25.** In accordance with the NATO Management of Non-Classified NATO Information policy (*internal NATO reference: C-M(2002)60*), this RFBV (draft IFB) shall not be published on the internet.

For the Chief of Acquisition:

**Irina
Barabancea**



Digitally signed by
Irina Barabancea
Date: 2025.10.31
14:29:08 +01'00'

Irina Barabancea
Contracting Officer

Enclosures:

- Attachment A to IFB-CO-423291-PPFA: RFBV Feedback Form
Attachment B to IFB-CO-423291-PPFA: Distribution List
Attachment C to IFB-CO-423291-PPFA: Bidders List



NATO UNCLASSIFIED

NCIA/ACQ/2025/ 07426

**ATTACHMENT A.
RFBV FEEDBACK FORM**

Attached separately as an Excel file



**ATTACHMENT B.
DISTRIBUTION LIST - IFB-CO-423291-PPFA**

NATO Delegation (Attn: Infrastructure Adviser):

- | | | |
|-------------|---------------------|--------------------|
| 1. Albania | 12. Greece | 23. Poland |
| 2. Belgium | 13. Hungary | 24. Portugal |
| 3. Bulgaria | 14. Iceland | 25. Romania |
| 4. Canada | 15. Italy | 26. Slovakia |
| 5. Croatia | 16. Latvia | 27. Slovenia |
| 6. Czechia | 17. Lithuania | 28. Spain |
| 7. Denmark | 18. Luxembourg | 29. Sweden |
| 8. Estonia | 19. Montenegro | 30. Türkiye |
| 9. Finland | 20. Netherlands | 31. United Kingdom |
| 10. France | 21. North Macedonia | 32. United States |
| 11. Germany | 22. Norway | |

All NATEXs

ATTACHMENT C.
RFBV BIDDER'S LIST - IFB-CO-423291-PPFA

#	Country	Nominated Bidders
1.	Belgium	CISCO SYSTEMS BELGIUM
2.	Belgium	EVIDEN BELGIUM
3.	Belgium	BREVCO SERVICES
4.	Canada	ULTRA ELECTRONICS TCS INC. (Operating as "ULTRA I&C")
5.	France	MARLINK SAS
6.	France	ACTIA AEROSPACE
7.	France	AIRBUS DEFENCE AND SPACE SAS
8.	France	THALES SIXT GTS FRANCE SAS
9.	Germany	ND SATCOM GmbH
10.	Germany	NSSL GLOBAL GmbH
11.	Germany	OHB DIGITAL CONNECT GmbH
12.	Germany	ELBIT SYSTEMS DEUTSCHLAND GmbH & Co. KG
13.	Italy	PAGE EUROPA
14.	Italy	TELESPAZIO S.p.A.
15.	Luxembourg	SES ASTRA S.A.
16.	Norway	AIRBUS DEFENCE AND SPACE AS
17.	Netherlands	NETWORK INNOVATIONS B.V.
18.	Poland	GISS Sp. z o. o.
19.	Spain	AICOX SOLUCIONES S.A.U.
20.	Spain	COTECO INFORMÁTICA INTERNACIONAL S.L.
21.	Spain	INSTER TECNOLOGÍA Y COMUNICACIONES, S.A.U.
22.	Sweden	SATCUBE AB
23.	Türkiye	CTECH BILISIM TEKNOLOJILERI SAN. VE TIC.A.S.
24.	Türkiye	MIA TEKNOLOJI AS
25.	Türkiye	PALS ELEKTRONIK SAN. CE TIC. LTD. SİRKETİ
26.	Türkiye	PROFEN TEKNOLOJI SAN. VE TIC A.S
27.	United Kingdom	ULTRA I&C Limited
28.	United Kingdom	GLOBAL RADIODATA COMMUNICATIONS (GRC) Ltd
29.	United Kingdom	MILEXIA UK
30.	United Kingdom	NETWORK INNOVATIONS UK
31.	United Kingdom	PARADIGM COMMUNICATIONS SYSTEMS Limited
32.	United Kingdom	INTELSAT GLOBAL SALES & MARKETING Ltd.
33.	United Kingdom	CAPGEMINI UK PLC
34.	United Kingdom	PARADIGM COMMUNICATIONS SYSTEMS Limited
35.	United States	DATAPATH, INC.
36.	United States	FAIRWINDS TECHNOLOGIES, LLC
37.	United States	NIC4, Inc. dba Network Innovations U.S. Government (NIUSG)
38.	United States	TAMPA MICROWAVE, LLC
39.	United States	L3HARRIS GLOBAL COMMUNICATIONS, INC.
40.	United States	ALTAGROVE LLC
41.	United States	ANTENNA RESEARCH ASSOCIATES, INC.
42.	United States	TELECOMMUNICATION SUPPORT SERVICES, INC. (DBA TSS SOLUTIONS)
43.	United States	AIRBUS DS GOVERNMENT SOLUTIONS, INC.
44.	United States	GLOBECOMM SYSTEMS, INC.