

NATO UNCLASSIFIED RELEASABLE TO THE INTERNET
HQ Supreme Allied Commander Transformation
RFI-ACT-SACT-02-2026

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



REQUEST FOR INFORMATION

RFI-ACT-SACT-02-2026

**Information for Analysis of Alternatives
For Allied Future Surveillance and Control (AFSC) Enhanced Air Surveillance
Capability (eAirSurv)**

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 AFSC eAirSurv.

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.	02-2026
Project Title	Information for Analysis of Alternatives for Allied Future Surveillance and Control (AFSC) Enhanced Air Surveillance (eAirSurv) Capability
Due date for questions concerning related information	9:00am EST 18 March 2026
Due date for submission of requested information	9:00am EST 06 April 2026
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	HQSACT.RFI.Contracting@nato.int
Technical Points of Contact	<p>Name: Thomas Natolot (Programme Director) e-mail : thomas.natolot@nato.int Tel : +1 757 747 0397</p> <p>Name: Okan Atalay (Project Coordinator) e-mail : okan.atalay@nato.int Tel : +1 757 747 3780</p> <p>Name: Bert Winslow (Project Analyst) e-mail : bert.winslow@nato.int Tel : +1 757 747 3074</p> <p>Name: Michael Adams (Operational Research Analyst) e-mail : michael.adams@nato.int Tel : +1 757 747 3162</p>
<p>All requests 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) to engage with industry to conduct a current state of abilities for commercial industry to provide solutions to NATO capability requirements. The intention is to evaluate what could be immediately available, the art-of-the-possible, and current state-of-the-art capabilities with respect to eAirSurv capability, products, services, technologies, and methodologies.

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 and an analysis of potential alternatives related to the implementation of the eAirSurv Capability Program Plan (CPP).

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 to support the capability development process as needed. Provision of data, or lack of, will not prejudice any respondent if there is a competitive bidding process later as part of NATO Common-Funded Capability Development.

2. BACKGROUND

- 2.1. The North Atlantic Treaty Organization is exploring communication, networking, and data transformation solutions that will enable increased connectivity at the tactical edge across a multitude of legacy and emergent bearers, waveforms, and protocols.
- 2.2. NATO's eAirSurv capability delivery will address the existing Air Surveillance gaps (with ground based and airborne Radar systems) in detecting, tracking, classifying and identifying of Air Objects of Interest (AOI). It also aims to develop capabilities, using flexible sensors for contested environment, and focused surveillance for denied areas. It will lead to capabilities to conduct secure real-time information exchange among constituent elements, which will be able to link with each other, to achieve fully interoperable surveillance networks.

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 North Atlantic Treaty Organization is seeking innovative solutions to meet any of the needs/requirements outlined in the attached questionnaire with an expected implementation of capabilities initially set for by the end of 2027 and fully implemented by 2030. The primary focus is on Air Objects of Interest (AOI) 0-10K (Ground-10.000) feet Above Ground Level (AGL) using an Incremental

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approach, with the goal of detecting AOIs up to 100K (Ground-100.000) AGL in follow-on Increments. It is perfectly acceptable if a proposed solution does not meet the full set of requirements. NATO still welcomes alternate/partial solutions that serve the need and vision of NATO.

3.1.2. The AFSC eAirSurv capability will improve the Alliance air surveillance capability, promote Integrated Multi-Domain Defence, and strengthen the Integrated Air Missile Defence (IAMD) capabilities and decision advantage of the Alliance.

3.1.3. The implementation of eAirSurv requires coherent alignment with other related and interconnected work strands. Therefore, based on eAirSurv operational and associated Capability Requirements (CRs), NATO is issuing this RFI to gain a better understanding of the national, industrial, and academic capabilities (GOTS/MOTS solutions) and of the commercial market that NATO could potentially use to acquire eAirSurv solutions that meet the CRs.

3.2. Objectives

3.2.1. As part of Allied Federated Surveillance and Control transformation, ACT needs testing and exploring concepts, products or capabilities for low altitude air surveillance to speed up the delivery of critical surveillance and control capabilities to warfighters. To support low altitude air surveillance through concept development and experimentation – and notably feed the development of low altitude surveillance capabilities – NATO aims to get a comprehensive overview of existing and under development concepts, products, or capabilities, supported by constantly evolving technologies.

3.2.2. This RFI is intended to provide NATO Nations, industry and academia with an opportunity to share with HQ SACT proposals related to their existing and planned concepts, products, or capabilities that might be considered or adopted for NATO surveillance and control operations.

3.2.3. Allied Command Transformation (ACT) is surveying NATO Nations, Industry and Academia to understand what solutions may be able to support eAirSurv requirements.

3.3. Expected Benefits to Respondents

3.3.1. Market research to increase services provided that could broaden future markets 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 eAirSurv capability solutions that meet current NATO Operational and Capability Requirements.

3.4.2. Increased operational and tactical advantages over potential threats.

4. REQUESTED INFORMATION

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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.

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. Identify current services your company offers, which most closely match the capabilities, specified in this RFI and the questionnaire posted on HQ SACT P&C website (<https://www.act.nato.int/opportunities/contracting>) with the same title of this document, or portions of.

4.3.4. 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 they will be discarded; however, responses may include URL links to technical documentation materials (i.e., technical data sheets for products) are welcome.

4.3.5. 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).

4.3.6. 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).

4.3.7. Submissions should be named according to the following convention:

<Respondent company name; maximum of 12 characters>_SA_For_MDO_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.

4.3.8. Responses shall not be classified above NATO UNCLASSIFIED.

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4.3.9. 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 does not seek any non-binding Rough Order Magnitude (ROM) price estimates within this RFI. The results of responses will be reviewed, and ACT will further reach out to those respondents who meet the certain NATO requirements to gain information on any pricing or ROM for the solutions provided. Provision of data, or lack of, will not prejudice any respondent if 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 am EST on 06 April 2026**. The responses shall not contain any classified information. HQ SACT reserves the right to seek clarification on submissions.

5. CLARIFICATIONS AND QUESTIONS

Technical inquiries about this RFI shall be submitted by e-mail solely to the POCs by **0900 am EST 18 March 2026**. 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://www.act.nato.int/opportunities/contracting/>

All questions should be submitted by **18 March 2026** to allow for appropriate response time prior to the **06 April 2026** 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 (AoA) 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.

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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 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 based on 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 there is 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 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:

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- 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.

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 an RFI only. The purpose of this RFI is to involve industry, academia and NATO Nations through collaboration, for their input to NATO's requirement for commercial SA For MDO 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 emphasized that this is an RFI, and not an RFP of any kind.**