



To: All Prospective Bidders

Subject: Invitation For Bids – **IFB-CO-423291-PPFA – “PROVIDE MULTIBAND PERSON-PACK AND FLYAWAY SATELLITE TERMINALS”**

References: **A.** [General Bidding Instructions](#)
B. Notification of Intent, NCIA/ACQ/2024/07292
C. Amendment No.1 to the Notification of Intent, NCIA/ACQ/2025/07104

Dear Prospective Bidders,

1. The NATO Communications and Information Agency (NCIA) hereby invites your company to participate in a Invitation For Bids (hereafter referred to as the “Solicitation”), 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).
2. The award will be based on the best value evaluation methodology in accordance with the selection criteria set forth in the *Project-Specific Book I: Bidding Instructions*.
3. The bid closing date and time for this Solicitation is **Friday, 26 June 2026 at 12:00 hours Central European Time (CET)**. Please ensure that your submission reaches the NCIA before this date and time, as late submissions may not be considered.
4. Enclosed with this cover letter is the Solicitation package that includes all relevant attachments necessary to prepare a bid:
 - 4.1. Book I: Bidding Instructions
 - a. General Bidding Instructions
 - b. Project-Specific Bidding Instructions
 - 4.2. 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: Contract General Provisions
 - e. Part IV: Statement of Work with System Requirement Specification, and its Attachments
5. The security classification of this Solicitation is NATO UNCLASSIFIED. This Solicitation remains the property of the NCIA and shall be protected in accordance with the applicable security regulations.
6. You are requested to complete and return the enclosed acknowledgement of receipt within seven (7) calendar days from the date of this Solicitation, informing the NCIA of your company’s intention to bid. Your company 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.

7. Questions regarding this Solicitation shall be submitted using the dedicated Questions and Answer Form (Appendix B to the Project-Specific Book I) and in accordance with the Book I: Bidding Instructions.
8. The second Task Order under the IDIQ Framework Contract is anticipated to include: six (6) FLYST-MB-S, twenty-four (24) FLYST-MB-M and four (4) FLYST-MB-L terminals with X-band and Ka-band capability using the Primary Modem option.
9. The NCIA reserves the right to cancel, withdraw, or suspend this Solicitation at any time in its entirety without incurring any repercussions, or liabilities. The NCIA bears no liability for Solicitation preparation costs.
10. The reference for this Solicitation is IFB-CO-423291-PPFA, and all correspondence concerning this Solicitation shall reference this number.
11. The Point of Contact for this Solicitation is Irina Barabancea, NCIA Contracting Officer who may be reached at: IFB-CO-423291-PPFA@ncia.nato.int
12. In accordance with the NATO Management of Non-Classified NATO Information policy (*internal NATO reference: C-M(2002)60*), this Solicitation shall not be published on the internet.

For the Chief of Acquisition:

Irina
Barabancea



Digitally signed by Irina
Barabancea
Date: 2026.04.03
18:49:29 +02'00'

Irina Barabancea
Contracting Officer

Enclosures:

- Attachment A to IFB-CO-423291-PPFA: Acknowledgement of Receipt of Solicitation
- Attachment B to IFB-CO-423291-PPFA: Distribution List
- Attachment C to IFB-CO-423291-PPFA: Bidders List



**ATTACHMENT A.
ACKNOWLEDGEMENT OF RECEIPT OF SOLICITATION**

Attached separately as a PDF form.



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

NATO Delegation (Attn: Infrastructure Adviser):

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

All NATEXs

**ATTACHMENT C.
FINAL 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. SIRKETI |
| 26. | Türkiye | PROFEN TEKNOLOJI SAN. VE TIC A.S |
| 27. | Türkiye | AELSAN ELEKTRONIK SAN.TIC.A.S. |
| 28. | United Kingdom | ULTRA I&C Limited |
| 29. | United Kingdom | GLOBAL RADIODATA COMMUNICATIONS (GRC) Ltd |
| 30. | United Kingdom | MILEXIA UK |
| 31. | United Kingdom | NETWORK INNOVATIONS UK |
| 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. |



ATTACHMENT A
ACKNOWLEDGEMENT OF RECEIPT OF SOLICITATION

Please complete, sign, and return by email by the bid closing date and time to:

I, the undersigned, as an authorized representative of the company, acknowledge receipt of the Solicitation referenced in the header of this form, along with all enclosures, on .

PLEASE TICK THE APPROPRIATE BOX:

- As of this date, without commitment on the company's part, I intend to submit a bid.
- I do not intend to submit a bid.
- I am reviewing the Solicitation requirements and will notify you of my decision via email as soon as possible.

SIGNATURE DATE

SIGNATURE OF AUTHORIZED REPRESENTATIVE

COMPANY

PRINTED NAME

TITLE