

NATO UNCLASSIFIED

NCIA Request for Information (RFI)



**NCISG - DCIS - TACTICAL RADIOS FOR DEPLOYMENT OF
NDDS AND MSES
MS-424361-TACTICAL RADIOS**

NCIA Request for Information (RFI)

To: Industry Partners

1. The NATO Communications and Information Agency (NCIA) is conducting market research to identify qualified vendors and gather input on potential solutions to support the upcoming acquisition for handheld tactical radio systems. To that end, we are issuing the attached Request for Information (RFI) MS-424361-TACTICAL RADIOS to solicit feedback from capable and interested industry partners.
2. This RFI is issued for planning purposes only and is not a request for bids. It is part of NCIA's effort to ensure it has a clear understanding of the marketplace, available capabilities, and potential acquisition strategies.
3. We value your insight and invite you to:
 - a. Share relevant corporate capabilities and experience;
 - b. Review and comment on our draft requirements (Annexes A and B) with a view in providing recommendations for improving performance outcomes, competition, and efficiency; and identifying any risks or concerns that should be considered during planning.
4. Submission instructions and additional details can be found in the enclosure to this RFI.
5. Only companies from a NATO member country can participate in or respond to this RFI (https://www.nato.int/cps/en/natohq/nato_countries.htm).
6. Should you have any questions or need clarification, please contact Estefania Nunez at Estefania.Nunez@ncia.nato.int.
7. We thank you in advance for your time and input, and we look forward to engaging with you as we shape this potential acquisition.

For the Chief of Acquisition:

Ole Hubner
Contracting Officer

Enclosure:

- Request for Information with Annexes A and B
- Distribution List

Distribution List

1. 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 |
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2. All NATEXs

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REQUEST FOR INFORMATION

A. Introduction

1. The NATO Communications and Information Agency (NCIA) is conducting market research to identify potential sources and gather information regarding industry capabilities to support the tactical radio communication system within military units and elements. This Request for Information (RFI) is issued solely for informational purposes and does not constitute a Request for Proposal (RFP), Request for Quotation (RFQ), or invitation for bid. However, respondents are requested to provide a Rough Order of Magnitude (ROM) cost estimate that supports the information submitted. The estimate should clearly state all inclusions and exclusions, and any optional components must be listed separately as distinct line items.

B. Purpose

1. The purpose of this RFI is to obtain input from industry to help inform the NCIA's acquisition planning. Responses to this RFI will assist in refining requirements, identifying capabilities, and shaping the strategy for any future solicitation.

C. Background

1. NCIA is looking for a handheld tactical radio system solution to enable voice communication and coordination strictly within tactical elements, and units during convoy movement and deployment phases. The solution must support at least a 24h operation and must be able to be installed in operated vehicles without any (extensive) vehicle modification. The tactical radios procured by this project are not meant to replace any current NATO inventory of radios, but to provide an additional level of reliable short-range communication, unclassified, for redundancy and mitigation purposes of any risk related to the readiness and employment of NATO DCIS Detachment in support of Alliance Operations, Missions and Exercises.

D. Submission Instructions

1. Interested parties are invited to respond in accordance with the instructions below:
 - a. Submit responses via the email address in section H no later than **12:00 hours Central European Time (CET) on 27 May 2026**.
 - b. Responses should be submitted in PDF or Word format and must not exceed **15 pages**, including:
 - i. Responses to [Annex A](#) and comments on [Annex B](#)
excluding:
 - i. Cover page
 - ii. Company brochures or product literature (if included)
 - iii. Attachments such as past performance references
 - c. Use the following subject line for submission
 - i. "Response to RFI [RFI Number] – [Company Name]"
 - d. All responses should address the items listed in [Annex A](#) – Requested Information.

- e. Respondents are also encouraged to review and comment on the draft requirements in [Annex B](#) – Draft Requirements.

E. Industry Engagement

1. Meetings with industry may take place only following the submission of responses, with the purpose of clarifying or further augmenting those responses where required

F. Disclaimer

1. This RFI is for planning and informational purposes only and shall not be construed as a solicitation or obligation on the part of the NCIA. The NCIA does not intend to award a contract based on responses to this RFI. Respondents are solely responsible for all costs incurred in responding to this RFI. The NCIA will consider and analyse all information received from this RFI and may use these findings to develop a future solicitation. The NCIA will consider all responses as confidential commercial information and will protect it as such.
2. NCIA reserves the right, at any time, to cancel this informal market survey, partially or in its entirety. No legal liability on the part of NCIA for payment of any sort shall arise and in no event will a cause of action lie with any prospective participant for the recovery of any costs incurred in connection with the preparation of documentation or participation in response hereto. All effort initiated or undertaken by prospective informal market survey participants shall be done considering and accepting this fact.

G. Use of Information Provided through Responses

1. Confidentiality of Responses

The NCIA may incorporate industry comments and responses, in part or in whole, into a future release of a solicitation. Should respondents include proprietary data in their responses that they do not wish to be disclosed to the public for any purpose, or used by NCIA (except for internal evaluation purposes), they must:

- a. **Mark the title page with the following legend:**

This document includes data that shall not be disclosed outside NATO 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 the NCIA's right to use information contained in this data without restriction if it is obtained from another source. The data subject to this restriction are contained in sheets [insert numbers or other identification of sheets]

- 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 document.

H. RFI Point of Contact

1. Estefania Nunez
2. Estefania.nunez@ncia.nato.int.

Annex A – Requested Information

1. Respondents are encouraged to provide the following information in their response:

a. Company Information

- i. Legal Business Name
- ii. Address
- iii. Website
- iv. Primary Point of Contact
- v. Email address

b. Technical Capability

- i. Summary of relevant capabilities and past performance

c. Feedback and Recommendations

- i. Comments on the draft Requirements.
- ii. Responses to the following RFI Questions

1. Radio Performance and Technical Capabilities

a. Please describe how your product performs in non-Line-of-Sight (NLOS) environments.

- i. Include details on signal behaviour, mitigation techniques, and expected performance in urban and forested terrain.

b. What solutions are available to enhance the range and service quality?

- i. Include both standard and optional accessories, with ROM.

c. How does your system manage simultaneous operation of up to 20 terminals within the same area?

- i. Describe channel management, interference mitigation, and congestion handling.

2. Integration and Vehicle Installation

a. Please describe the standard accessory package included with your handheld radio system.

- i. Include batteries, chargers, antennas, cables, mounting hardware, and any other default items.

b. Explain how your handheld device can be mounted, powered, and operated within a military vehicle.

- i. Provide all available mounting solutions, power adapters, hands-free options, and any required accessories.

3. Delivery

a. How do you ensure long-term supportability of your product line?

- i. Address product lifecycle, spare parts availability, firmware/software support, and end-of-life policies.

b. What warranty, repair, and maintenance services are included as standard?

- i. Describe turnaround times, service centers, and escalation procedures.
 - c. Are you developing any other products or systems (at different technology readiness level) that may be applicable to the requirements summarized in Annex B?**
 - iii. Innovations or alternatives.
 - iv. Rough Order Magnitude (ROM), including any assumptions that the estimate is based upon as well as what is included and excluded from the estimate.
- d. Questions or Concerns**
 - i. Risks, concerns, or barriers
 - ii. Suggestions for risk mitigation or enhancing competition

Annex B – Draft Requirements

Note: This is a DRAFT and subject to change. The NCIA is seeking industry feedback.

1. Background

The NATO Communications and Information Agency (NCIA) requires a handheld tactical radio system solution to enable voice communication and coordination strictly within tactical elements, and units during convoy movement and deployment phases. This capability supports the NCIA's mission to provide an additional level of reliable short-range communication, unclassified, for redundancy and mitigation purposes of any risk related to the readiness and employment of NATO DCIS Detachment in support of Alliance Operations, Missions and Exercises.

2. Scope

The Contractor shall provide 500 commercial off-the-shelf (COTS) handheld tactical radio systems, including all equipment, accessories, documentation, and associated operation and maintenance support required to ensure full functionality throughout the product lifecycle. The scope includes, but is not limited to:

- a. Supply of Equipment
 - Delivery of handheld radio units meeting the technical requirements specific in this RFI (Location: Brunssum, Netherlands)
 - Provision of all standard accessories (batteries, backup batteries, chargers, antennas, cables, mounts, etc.)
 - Vehicle installation kit or adapters.
 - Include option for spare parts.
- b. Operation support
 - User manuals, quick-start guides and training materials.
 - Basic operator-level training sufficient for personnel to use the radios effectively.
 - Configuration support to ensure radios are operational upon delivery, which should include 2h maximum training.
- c. Maintenance
 - Warranty coverage for hardware and components.
 - Software and patching upgrades.
 - Level 3 technical support.
- d. Documentation and Compliance
 - Technical specifications and certifications
 - Safety, environmental and regulatory compliance documentation
- e. Optional services (if existent)
 - Extended warranty

3. Objectives

- a. The objective is to identify commercially available handheld radio systems and understand the market options that can strengthen exercise communication between personnel, improving service efficiency through portable, simple, intuitive and rapid-deployment communication tools, supporting sustained operations through durable equipment, with long battery life and reliable power options.

4. Performance Requirements

- a. Operational requirements
 - a. Must:
 - i. The radio must be able to be installed in NATO operated vehicles without (any) extensive modification.
 - ii. The radio must provide a local-only solution.
 - iii. The radio must be capable operating without very extensive or lengthy training (max. 2 hours).
 - iv. The radio must be able to be operated without extensive setup and programming time.
 - b. Should:
 - i. The radio should cover the range of a military convoy of 2 kilometres (at least) in both urban and forest areas.
 - c. Could:
 - i. The radio could be installed in the vehicle with handsfree or one-button operations options.
- b. Technical requirements
 - a. Must:
 - i. The radio must be able to operate with 2x standard duty cycle (5% transmit, 5% receive, 90% standby) minimum lasting 12 hours.
 - ii. Radio battery duration must reach 24h of normal usage, plus 24h on a backup battery.
 - b. Should:
 - i. The radio system should have a battery charging station that can charge multiple batteries (5 to 10 radios) at 220V (AC).
 - ii. The radio should be capable of operating on 12V (DC) from the vehicle through an easy installation to the vehicle power system.
 - iii. The radio should be able to operate without the need for national spectrum management coordination.
 - iv. Each handheld should have a battery backup.
 - v. The radio should have 2 flashcard slots, 1 for programming the radio, the other for the radio and vehicle info.
 - vi. The radio should have IP67 (dust and water) as minimum ingress protection rating.
 - vii. The equipment should meet the MIL-STD-810H equipment durability and reliability standard.
 - c. Could:
 - i. The radio could be interoperable with other radio systems.
 - ii. The radio could have a low-level encryption.
- c. Maintenance requirements
 - a. Warranty period minimum 1 year.
 - b. Training duration maximum 2 hours.
 - c. Software upgrades with minimum disruption, without any fees.
 - d. (Optional) Level 3 technical support access, for complex issues requiring engineering-level expertise.
- d. Operational conditions
 - a. Up to 20 terminals per convoy. Each terminal should have their vehicle kit associated.
 - b. Distance between vehicles between 1 to 200 meters.
 - c. Visibility conditions assumed to be LOS/n-LOS/NLOS between radios, in both urban and forest scenarios.

5. Deliverables

Deliverable	Description	Frequency	Format
Handheld Radio Units	Delivery of handheld radios meeting all technical requirements and specifications as per point 4 – Performance Requirements.	One-time	Inventory list and technical datasheet.
Standard Accessories Package	Provision of all required accessories: batteries, spare batteries, chargers, antennas, cables, mounts, etc.	One-time	Inventory list and technical datasheet.
Vehicle Installation Kit	Supply of installation kits or adapters for vehicle-mounted configurations.	One-time	Inventory list and technical datasheet.
Replacement Parts List (Optional)	List of available replacement parts with pricing and lead times.	One-time	Inventory list and technical datasheet.
User Manuals & Training Materials	Complete set of manuals, quick-start guides, and operational documentation.	One-time	Digital and printed manuals.
Operator Training Session	Basic operator-level training (up to 2 hours) to ensure personnel can use the radios effectively.	One-time (at time and place of delivery)	Training report
Configuration & Setup Support	Configuration of radios to ensure full operational readiness upon delivery.	One-time	Configuration manual
Warranty Documentation	Warranty coverage details for all hardware and components.	One-time	Warranty certificate and support sheet
Software Upgrade Package	Provision of software and firmware updates with minimum operational	As needed	Update package and release notes

	disruption and no additional fees.		
Level 3 Technical Support Access (Optional)	Access to 3 rd level technical support for complex issues requiring engineering-level expertise.	Ongoing during warranty period	Support contact sheet and escalation procedure
Extended Warranty Proposal	Optional extended warranty coverage with estimated price and terms.	One-time	Proposal document

6. Purchaser Furnished Equipment (PFE) / Information (PFI)

- a. The Purchaser does not anticipate providing any equipment or software to the Contractor for the performance of this requirement. All necessary materials shall be supplied by the Contractor.

7. Period of Performance

- a. Contractors may provide delivery timelines, warranty periods and support durations as part of their response. To be delivered not later than Q4 2026.

8. Place of Performance

Location of the integrated logistic support center – Brunssum, Netherlands.