



8 June 2026

## Request for Bidder Views

*Method: International Competitive Bidding (ICB)*

### Contractor Logistic Support (CLS) for NATO Satellite Ground Stations

**NCIA Reference #: IFB-CO-115686-SGSCLS**

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**Estimated Amount:** 6,500,000 € / year for a period of 6 years

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**RFBV Closing Date:** 20 July 2026

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**Solicitation Release Date:** Anticipated on 3 August 2026

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**Solicitation Closing Date:** Anticipated on 14 September 2026

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**Contract Award Date:** Anticipated on 1 November 2026

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**Competition Type:** ICB Best Value

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#### **\*\*Neo eProcurement Registration\*\***

*Attention Suppliers,*

*NCIA is stepping into a new era of procurement. We have launched an eProcurement tool, Neo, to make our collaborations smoother, faster, and more transparent. If you are keen to do business with us, you will need to register in [Neo](#). This tool will offer suppliers visibility into past, current and upcoming business opportunities, and streamlines the competition cycles, contract awards, and account management.*

#### **NCIA Point of Contact**

Viktorija Navikaitė, Senior Contracting Officer

**Email:** IFB-CO-115686-SGSCLS@ncia.nato.int



**To** : Distribution List, Nominated Prospective Bidders

**Subject** : **Request for Bidder Views (RFBV) for Contractor Logistic Support (CLS) for NATO Satellite Ground Stations - IFB-CO-115686-SGSCLS**

**References** :

- A.** AC/4-D/2261 (1996 Edition), NSIP Procedures for International Competitive Bidding
- B.** AC/4-D(2008)0002-REV2, Investment Committee for Procedures and Practices for Conducting NSIP International Competitive Bidding Using Best Value Evaluation Methodology
- C.** NATO Budget Committee Decision Sheet, BC-DS(2025)0032
- D.** Notification of Intent letter No. NCIA/ACQ/2025/07430 dated 24 October 2025

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1. With letter under Reference D, NCIA, as the Host Nation responsible to implement the project in subject, gave notice of its intent (NOI) to issue an Invitation for Bid (IFB) for Contractor Logistic Support (CLS) for NATO Satellite Ground Stations, hereafter referred to as the "Project".
  2. In response to such a notification, your firm has been nominated by your National Delegation/Mission to NATO as qualified to be placed on the Prospective Bidders List.
  3. The current list of the Prospective Bidders nominated by the national authorities to the date of this letter is enclosed under Annex D.
  4. Attached herewith is a Request for Bidder Views (RFBV), which is presented in the form of a draft of the Prospective 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.
  5. Within the draft IFB, **Book I** presents general and project-specific Bidding Information, including instructions for bid preparation, and a full description of the Purchaser's proposed price 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. Statement of Work Annexes F, H, J, K, M and N are not provided with RFBV package due to email size limitations, along with some parts of Annexes E, G and I. These Annexes can be shared with the Prospective Bidders through an external portal upon request.
  6. The security classification of this draft IFB is NATO UNCLASSIFIED. This draft IFB remains the property of the NCIA, and the Prospective Bidders shall under no circumstances be allowed to divulge any of the RFBV information with parties not directly involved. In accordance with the NATO Management of Non-Classified NATO Information policy (*internal NATO reference: C-*



*M(2002)60*), this draft IFB shall not be published on the internet.

7. In accordance with Annex II to the governing document under Reference A, Prospective Bidders are invited to provide 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.
8. 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.
9. 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 feasibility of the requirements and solutions of the prospective contract;
  - e. The proposed contract type and the payment plan;
  - f. The terms and conditions of the prospective contract;
  - g. The instructions for the preparation and submission of bids;
  - h. The proposal evaluation mechanism and the award approach;
  - i. The various areas provided in Annex A;
  - j. Duration given between Contract Award and Service Activation.
10. Areas in which NCIA is especially interested in receiving Prospective Bidders' Views are described in Annex A to this letter. Annex A shall not be regarded as a questionnaire to be addressed by the Prospective Bidders, but rather as a non-exhaustive indication of the areas that the feedback shall focus on.
11. Prospective Bidders are informed that, at this stage, no pricing information or detailed technical proposals are to be submitted. Responses will be treated as information only. NCIA does not intend to award a Contract on the basis of this survey or to otherwise pay or provide any other type of consideration, in any form, for the information feedback received.
12. No legal liability on the part of the Purchaser for payment of any sort shall arise and in no event will any Prospective 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.

13. NCIA may incorporate industry comments in part or in whole into the future release of the IFB. Prospective 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.*
14. For the purpose of efficiently handling all feedback received from Prospective Bidders, you are requested to submit your comments by filling the form included in the present RFBV package under Annex B.
15. In the cover letter of the response, the Prospective Bidders shall inform NCIA if they do not want the anonymised version of their summarised feedback on NCIA's areas of interest be shared with the other respondents to the RFBV along with NCIA responses.
16. Any Prospective Bidder that declines to respond to the Request for Bidder Views remains eligible to submit the Bid during the formal Invitation For Bid process.
17. Prospective Bidders choosing to respond to the RFBV shall submit their feedback electronically to IFB-CO-115686-SGSCLS@ncia.nato.int not later than by **12:00 hours (Central European Time (CET)) on 20 July 2026.**
18. In order to maximize the RFBV exercise NCIA may, at its discretion, accept submissions after the deadline, so 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 planned date of IFB release.
19. The reference for this Project is IFB-CO-115686-SGSCLS, and all correspondence concerning this RFBV and subsequent IFB should reference this number.
20. During the course of this RFBV, Prospective Bidders are requested to forward any questions



solely to the Senior Contracting Officer referred at paragraph 24 below or any other individual as may be communicated by this office at a later stage. Exchanges with NCIA personnel other than the assigned Senior Contracting Officer are discouraged thus to safeguard the integrity of the process.

21. Email inquiries can be provided by the Prospective Bidders for areas related to the RFBV prescriptions (i.e. feedback submission format or date), 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.
22. Following a review of the packages received and if required, NCIA may arrange to conduct discussions with each respondent in order to fully understand any concerns or comments that have been submitted, and allow the Prospective Bidders to clarify aspects of the RFBV for which they may have questions. These discussions will be held virtually. Responders may decline to participate in such discussions without prejudice for the future submission of a bid in response to the IFB.
23. Any matters of general information not already contained in the draft IFB that are provided to any Prospective Bidder during the discussion phase will be provided to all Prospective Bidders by means of a RFBV Amendment.
24. The Point of Contact for questions and information concerning this Request for Bidder Views is Ms Viktorija Navikaitė, NCIA Senior Contracting Officer, who may be reached at IFB-CO-115686-SGSCLS@ncia.nato.int.
25. Your interest in this procurement is greatly appreciated.

**For the Chief of Acquisition:**

*[Original Signed By]*

Viktorija Navikaitė  
Senior Contracting Officer

**Annexes:**

- A. Areas of Special Interest to NCIA
- B. RFBV Feedback Form
- C. Distribution List
- D. List of Prospective Bidders
- E. Draft of the Prospective IFB



## Annex A – Areas of Special Interest to NCIA

### Project No. SATCOM Service (INF0012), NCCB BC177

#### 1. Purpose

Areas in which the NCIA is especially interested in receiving Prospective Bidders' View are described in this Annex. The Prospective Bidders' are encouraged to provide comments and questions to mitigate any risks in this project and improve the possibility of success.

#### 2. Technical Constraints

This project anticipates utilising commercially available SATCOM products and services.

Product development is not anticipated within the scope of this contract. All services delivered shall be based on existing service products, hardware and software that satisfy the functional and performance requirements.

All solutions involving transport or handling of NATO information flows shall meet all applicable NATO requirements set out in the IFB.

#### 3. Major Capabilities

The technical areas of particular interest in receiving Prospective Bidders' View are described below:

##### Scope and Structure of the Support Services:

- Are the support services for the SGS system in each work package sufficiently defined in the SOW, its Annexes and SSS, with appropriate priced items to fully cover the orderable services?
- Are there any services types, capabilities or service configurations that should be considered in addition to those identified?
- Does the composition of services support logical, effective competition and industry participation and are there any unintentional technical, commercial or operation constraints that could discourage bidders participation (such as the ability to deliver all services specified)?

##### Contractor Logistic Support (CLS) Services Requirements:

- Are the CLS services requirements, defined for standardized pricing in the SSS, realistic and achievable?
- Are the requirements for the CLS services activation clear and detailed enough to implement the required Logistic Reporting Analysis Process (LRAP) tool?



- Are these requirements representative of the expected services demand and capable of supporting meaningful competition and a Best Value outcome?

#### **Technology and Innovation:**

- Does the IFB framework allow for service provider/technology-neutral solutions and encourage innovation?
- Is the approach allowing bidders to define solutions clear and sufficiently flexible?
- Does the framework provide adequate flexibility to introduce new or emerging support solutions during the Contract Period of Performance?

#### **Service Performance, Interfaces and Security:**

- Is the proposed SLA approach and performance metrics aligned with industry practices and norms for support services to SATCOM stations?
- Are service boundaries, responsibilities and technical interfaces between stakeholders (including the purchaser, service providers and other relevant parties) clearly defined?
- Are cybersecurity, information assurance and operational security constraints clear and achievable?

#### **Implementation, Schedule and Commercial Considerations:**

- Are the proposed NLT (No Later Than) timelines and milestones realistic and achievable to the services being delivered?
- Are the proposed NLT (No Later Than) deadlines for the CLS service activation milestone realistic and achievable?
- Are the non-recurring requirements (e.g. the LRAP tool, its documentation, testing, project management and security processes) proportionate to the support services being delivered and sufficiently defined?
- Are there any requirements that could require bidders to commit to significant costs after Contract Award but prior to the issuance of a Task Order (TO)?
- Is the pricing framework, including the annual price adjustment methodology, clearly defined, commercially realistic and aligned with industry practices and cost drivers?

#### **4. Past Experience and Maturity of the Existing Products of Prospective Bidders**

The NCIA will assess the past experience and the existing operational products of the Prospective Bidders in the same domain as an important leverage for the success of this project. The Prospective Bidders can propose alternative methods to show/prove their maturity by providing detailed explanation and justification.



## **Annex B – RFBV Feedback Form**

The Request for Bidder Views Feedback Form is provided separately as an Excel Workbook.



## Annex C – Distribution List

### NATO Delegations:

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	Lithuania	Spain
Denmark	Luxembourg	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	

### Embassies in Brussels (Attn: Commercial Attaché):

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	Lithuania	Spain
Denmark	Luxembourg	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	

### NCIA – NATEXs of the above listed Participating Countries



## Annex D – List of Prospective Bidders

#	Country	Nominated Bidders
1	Belgium	DEUTSCHE TELEKOM GLOBAL BUSINESS SOLUTIONS BELGIUM
2	Canada	Pennant Canada Limited
3	France	INEO Defense
4	France	THALES ALENIA SPACE
5	France	THALES SIXT GTS SAS
6	Germany	FEPS GmbH
7	Italy	Telespazio S.p.A.
8	Italy	R.C. Marine Group S.r.l.
9	Netherlands	Network Innovations B.V.
10	Norway	Airbus Defence and Space AS
11	Norway	Marlink AS
12	Spain	Indra Espacio, S.L.U
13	Spain	Sonovision Ingenieros España SAU
14	Spain	Aicox Soluciones S.A.U.
15	Spain	Anovo Ibérica Madrid S.L.U.
16	Spain	Coteco Informática Internacional SL
17	Spain	AKKODIS TECHNOLOGIES SPAIN, S.L.U.
18	Türkiye	Aselsan Elektronik San.Tic.A.Ş.
19	Türkiye	Orbitel Telekomünikasyon iletişim Hiz.Diş.Tic.LTD.ŞTİ.
20	Türkiye	PALS Elektronik San.Tic.A.Ş.
21	Türkiye	Profen Teknoloji San.ve Tic.A.Ş.
22	United Kingdom	L.A. International Computer Consultants Limited
23	United Kingdom	Northrop Grumman UK
24	United Kingdom	Spektrum Management Group Ltd
25	United States	Peraton Inc.
26	United States	Altagroove LLC
27	United States	ViaSat, Inc.



## **Annex E – Draft of the Prospective IFB**

The draft of the Prospective IFB is provided separately as a set of PDF, Excel and Word documents.