NCIA Request for Information (RFI)

SHAPE – ACONTOR LAND TACTICAL VOICE AND DATA BRIDGE FOR LANDCOM

MS-424396-ANCONTOR

NCIA/ACQ/2026/07698

Friday,11 September 2026

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 acquisition of a voice and data gateway solution, to be achieved through the acquisition of a Proof of Concept (PoC) where the solution requires further development or adaptation. To that end, we are issuing the attached Request for Information (RFI) [insert RFI Number] 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 with voice and data gateway solutions, including how these are architected and deployed in comparable operational environments;
   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.

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:

Tiziana Pezzi

Digitally signed by Tiziana Pezzi
Date: 2026.09.16 16:28:28 +02'00'

Tiziana Pezzi
Principal 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
10. France	**21.** North Macedonia	**32.** United States
11. Germany	**22.** Norway	

2. **All NATEXs**

1 REQUEST FOR INFORMATION

A. Introduction

The NATO Communications and Information Agency (NCIA) is conducting market research to identify potential sources and gather information regarding industry capabilities to support a voice and data gateway solution. 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, covering the commercial products and components relevant to a potential gateway solution, together with the main cost drivers that would influence the integration of a limited Proof of Concept (PoC). The estimate should clearly state all inclusions and exclusions, and any optional components must be listed separately as distinct line items.

B. Purpose

The purpose of this RFI is to obtain input from industry to help inform the NCIA's acquisition planning for a voice and data gateway solution, including where applicable a Proof of Concept (PoC) procurement where the solution requires further development or adaptation. Responses to this RFI will assist in assessing industry capability, evaluating requirements suitability, identifying gaps between the Customer's operational requirements and existing industry solutions, and shaping the strategy for any future solicitation.

C. Background

The NATO Communications and Information Agency (NCIA) requires a voice and data gateway solution for real-time voice, messaging, and data exchange across strategic, operational, and tactical echelons. This capability supports NCIA's mission to provide a reliable interconnection solution for voice, messaging, and data in support of multi-national Alliance Operations, Missions, and Exercises. The solution is intended to enable interoperable communication between national radios of Allied Nations, which operate in different modes and employ different Electronic Protective Measures (EPM) and encryption mechanisms. In parallel, NCIA requires a suitable mobile or deployable carrier for radio and crypto assets to support the operational employment of this gateway solution.

D. Submission Instructions

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 **14 October 2026**.

b. Responses shall be submitted in PDF or Word format and must not exceed **15 pages**, including:

- **i.** Responses to Annex A – Requested Information
- **ii.** Review of Annex B – Draft Requirements

The following are excluded from the 15-page limit:

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

"Response to RFI [RFI Number] – [Company Name]"

d. All responses shall address the items listed in Annex A – Requested Information.

e. Respondents are expected to revie the Annex B – Draft Requirements and provide any proposed changes, or recommendations as part of the response.

E. Industry Engagement

A demonstration of the proposed solution may be requested. The date, if applicable, will be communicated following the RFI submission deadline.

F. Disclaimer

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.

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

Estefania Nunez

Estefania.nunez@ncia.nato.int.

Annex A – Requested Information

A.1. Respondent Information and Response Requirements

Respondents shall 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. Overview of the proposed solution, including any relevant recommendations or considerations.
   ii. Responses to the RFI Questions mentioned in Section A.2
   iii. Proposed innovations, alternative solutions, or approaches that may enhance the requirement.
   iv. Rough Order Magnitude (ROM), including the assumptions on which the estimate is based and an indication of what is included and excluded from the estimate, together with the main cost drivers that would influence the integration of a limited Proof of Concept (PoC).

d. Questions or Concerns

   i. Risks, concerns, or barriers
   ii. Suggestions for risk mitigation or enhancing competition

A.2. RFI Questions

A. System Performance and Technical Capabilities

1. Describe how many tactical radios your proposed solution can interconnect.

   Include details on scalability and how the solution can accommodate additional radios and future system expansion

2. Describe the availability and performance of your proposed solution under typical and worst-case operating conditions.

   Include details about Mean-Time-Between-Failures (MTBF) and Mean-Time-To-Repair (MTTR).

   include values for latency, jitter and frame/packet loss

   Include switch time to redundant components in case of main component failure.

3. Describe the architectural features of your proposed solution that ensure service continuity and resilience.

   Include details on how your system delivers redundancy of the critical system components

   Include details about the time needed to recover after a failure.

4. What are the tactical radios (voice and/or data) supported by your solution?

   Provide manufacturer, product/model name and compatibility / interoperability details.

   Include any additional radios or capabilities planned as part of the product roadmap.

5. What voice, data and radio frequency connectors are supported by your solution?

   Provide manufacturer, connector/product model and compatibility/interoperability details.

   Include any additional connectors or interfaces planned as part of the product roadmap.

6. Describe how your solution manages synchronization.

   Include synchronization from external sources

7. List all the applicable regulatory, military/commercial standards and certifications that your solution is compliant with

   Include any additional standards or certifications planned as part of the product roadmap.

8. List all the systems that your product is interoperable with (Cisco Call Manager, Access Net, SIP phones, generic IP phones, etc).

   Include any additional interoperability capabilities planned as part of the product roadmap

9. Describe in details data collection and monitoring capabilities of your solution.
10. Describe how the solution can establish an interconnection to the IP networks delivering voice and data services.
11. Describe in details how your solution is operated and maintained. The answer should address at minimum:

    Support of role-based access control

    System pre-configuration process

    Fault diagnostics and logs

    Routine management (if any)

    Trouble shooting

    Software and firmware upgrade procedure

    System configuration backup

12. Describe all the hardware and software security capabilities implemented in your solution.

    Include any additional security capabilities planned as part of the product roadmap

13. Describe in details how your solution complies with the NATO security policies, understanding that it will handle classified voice and data.

B. Integration inside transportable shelter or transit case platforms

1. Describe how your system accommodates external power amplifiers that may be provided together with Allied Nations radio.
2. Describe if and how your system allows external power generators for the power amplifiers
3. Describe in detail your antenna system solution to interconnect the radios in High/Very High/Ultra High Frequency (HF/VHF/UHF) band.

   Provide details for system Voltage Standing Wave Ratio (VSWR), Insertion Loss, etc.

   Provide details about the mounting solution.

   Provide details about how multiple radios operating in the same frequency range can be interconnected to the same antenna system.

4. Describe how your system reduces the Electromagnetic (EMG) footprint.

   Provide all available antenna system mounting solutions, including also all other power losses when multiple radios are attached to a single antenna

C. Lifecycle support

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

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

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

   Describe turnaround times, service centres, and escalation procedures.

3. Are you developing any other products or systems (at different technology readiness level) that may be applicable to the requirements summarized in Annex B?

Annex B – Draft Requirements

Note: These requirements are provided in DRAFT form and are subject to change. NCIA is seeking industry feedback to inform the further development and refinement of the requirements.

B.1. Background

The NATO Communications and Information Agency (NCIA) requires a voice and data gateway solution for real time voice, messaging and data exchange across strategic, operational and tactical echelons. This capability supports the NCIA's mission to provide a reliable interconnection solution (voice, messaging and data in support of multi-national Alliance Operations, Missions and Exercises).

B.2. Scope

The objective is to provide an information package which will sufficiently address a voice and data gateway solution for a real time messaging, voice and data exchange across strategic, operational and tactical echelons. This solution is intended to bridge the current technological gap of communication between the national radios of the Allied Nations, operating in different modes, having different Electronic Protective Measures (EPM) and encryption mechanisms that lack an integrated solution for exchanging voice and data services in these modes of operation.

The scope includes, but is not limited to:

a. Supply of Equipment
- Delivery of the radio gateway meeting the technical requirements specific in this RFI (Location: Brunssum, Netherlands)
- Provision of all standard accessories (antennas, cables, mounts, etc.)
- 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 radio gateway effectively

c. Maintenance
- Warranty coverage for hardware and components.
- Software and firmware 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

B.3. Objectives

The objective is to identify commercially available radio gateway systems and understand the market options that can provide an interconnection solution between tactical radios of different Allied Nations for real time messaging, voice and data exchange across strategic, operational and tactical echelons.

B.4. Performance Requirements

The requirements below represent the current understanding of the operational, technical, and support capabilities required for the proposed solution.

The requirements are categorised as follows:

- Must: capabilities considered essential to the intended solution;
- Should: capabilities considered important and desirable;
- Could: additional capabilities that may provide operational or technical benefit.

Respondents are encouraged to identify any requirements that may present technical, commercial, or implementation constraints and to propose alternative approaches or recommendations where appropriate.

B.1.1. Operational requirements

a. Must:

i. Provide a voice and data gateway between different HF/VHF/UHF types of radios that enables retransmission of voice between different radio networks having different electronic protective measures (EPM) and encryption mechanisms within themselves.

ii. Be capable to integrate at least 8 different radios, including the crypto devices (that will come with the radios provided by different Allied Nations).

iii. Operate in a tactical shelter or transit-case platform in order to support all kinds of concept of operations.

iv. Bridge any waveform standards, non-IP and IP radio interfaces.

v. Host external power amplifiers brought by the owner nation/HQs of the radios.

vi. Provide an antenna system where multiple radios can be connected to reduce the electromagnetic footprint without limiting radios performance.

vii. Comply with the NATO security policies for classified voice and data.

b. Should:

i. Support future increase in number of radio systems (voice and data).

ii. Establish a connection between the gateway and the IP networks that is being used for exercise or operation.

c. Could:

i. support automatic voice and instant messaging translation from at least the languages spoken by current NATO Allied Nations.

B.1.2. Technical requirements

a. Must:

ii. interconnect and route voice, instant messaging and data between each connected radio system.

iii. allow voice, instant messaging and data traffic group definition and management between each connected radio system based on configurable rules.

iv. support radio protocol conversion between connected radios.

v. support an antenna system for each of the radio connected to provide coverage in any direction covering HF/VHF/UHF bands.

vi. allow installation of power amplifiers (rack mounted or transit-case) that will come with any given Allied Nations radio.

vii. manage latency, jitter and frame/packet loss such that voice and data service quality is not impacted.

viii. allow software and firmware upgrades preserving existing configurations where applicable and with minimum service disruption.

b. Should:

i. support the tactical radios from the manufacturer list below:

1. L3Harris
2. Thales
3. Rhode&Schwarz
4. Leonardo
5. Elbit Systems
6. Bittium
7. Codan Communications
8. Barrett Communications
9. Persistent Systems
10. Silvus Technologies

ii. support the minimum below set of tactical radio voice connectors: U-type (Standard 6-pin), 9-pin SPR, 19-pin ADF.

iii. support the minimum below set of tactical radio data connectors: USB (A, C), RS-232, RS-422, RJ45, N-Pins Military Circular.

iv. support the minimum below set of radio antenna connectors: TNC, BNC, SMA, N-Type, Coaxial.

v. support role-based access control (e.g. admin/user/guest).

vi. have redundancy for the critical components (like core board, power board, etc) to secure 24/7 continuous operation.

vii. broadcast voice, instant messaging and data between each connected radio system.

viii. allow the power amplifiers to be power up by an external power generator.

c. Could:

i. support data collection and monitoring

ii. retain logs according to the defined policies

iii. support fault diagnosis through diagnostic tools

iv. allow configuration backups regularly

v. accommodate new radios with embedded cryptos with minimum redesign

B.1.3. Maintenance & vendor support requirements

i. Warranty period minimum 1 year.

ii. Deliver training on product, installation and O&M for deployed units

iii. Software or firmware upgrades with minimum service disruption;

iv. Release Notes of each upgrade must be shared before software/firmware upgrades

v. (Optional) Level 3 technical support access, for complex issues requiring engineering-level expertise.

B.5. Deliverables

Deliverable	Description	Frequency	Format
Voice and data gateway system	Delivery of the voice and data gateway system meeting all technical requirements and specifications as per Section 4.4 **– Performance Requirements.**	One-time	Inventory list and technical datasheet.
Standard Accessories Package	Provision of all required accessories: antennas, cables, mounts, etc.	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.
Training	Basic operator-level training to ensure personnel can use the radios effectively.	One-time (at time and place of delivery)	Training report
Warranty	Warranty coverage details for all	One-time	Warranty certificate

Documentation	hardware and components.		and support sheet
Software/Firmware Upgrade Package	Provision of software and firmware updates with minimum operational disruption	As needed	Update package and release notes
Level 3 Technical Support Access (Optional)	Access to 3rd 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

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

NCIA does not anticipate providing any equipment, software or other for the performance of this requirement. Respondents should assume that all equipment, software, materials, and other resources necessary to deliver the proposed solution are to be provided as part of their proposal.

B.7. Period of Performance

Respondents are expected to provide indicative delivery timelines, warranty periods and support durations as part of their response.

B.8. Place of Performance

The delivery location of the product is the logistic support centre – Brunssum, Netherlands.