



Acquisition Directorate

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NCIA/ACQ/2020/6724
26 May 2020

Market Survey - Request for Information

**Project “Provide SATCOM Ground Segment Baseband Systems”
Project Serial Number 2016/0CM03119
Capability Package (CP) 9A0130 “Provide Satellite Communications (SATCOM)
Transmission Services”**

NCI Agency Reference: MS-CO-115171-SATCOM-GSBS

NCI Agency is seeking information from Nations and their Industry regarding the availability of Commercial-Off-The-Shelf (COTS) and Government-Off-The-Shelf (GOTS) SATCOM Modems

NCI Agency Points of Contact

Principal Contracting Officer (PCO): Mrs. Tiziana Pezzi
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Action Officer: Mrs. Irina Barabancea
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To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey
Request for Information MS-CO-115171-SATCOM-GSBS**

1. NCI Agency requests the assistance of the Nations and their Industry to identify COTS/GOTS solutions available to provide SATCOM modems that can meet or exceed



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NATO's future requirements as identified under Capability Package CP 9A0130 project OCM03119 "Provide SATCOM Ground Segment Baseband Systems".

2. NCI Agency requests the broadest possible dissemination by Nations of this Market Survey Request to their qualified and interested industrial base.
3. A summary of the requirements is set forth in the Annex B attached hereto. Respondents are requested to reply via the questionnaire at Annex C. Other supporting information and documentation (technical data sheets, manuals, marketing brochures, catalogue price lists, descriptions of existing installations, manuals, etc.) are also desired.
4. The NCI Agency reference for this Market Survey Request is **MS-CO-115171-SATCOM-GSBS**, and all correspondence and submissions concerning this matter must reference this number.
5. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the Point of Contact indicated at Paragraph 8 of this Market Survey Request). Respondents are invited to carefully review the requirements in Annex B.
6. Responses shall in all cases include the name of the firm, telephone number, e-mail address, designated Point of Contact, and a NATO UNCLASSIFIED description of the capability available and its functionalities. This shall include any restrictions (e.g. export controls) for direct procurement of the various capabilities by the NCI Agency. Non-binding product pricing information is also requested as called out in Annex C.
7. Responses are due back to the NCI Agency no later than **17:00 Brussels time 19 June 2020**.
8. Please send all responses via e-mail to the following NCI Agency contact:
Mrs. Irina Barabancea, Contracting Officer
E-mail: irina.barabancea@ncia.nato.int
9. Product demonstrations or face-to-face briefings/meetings with industry are not foreseen during this initial stage. Respondents are requested to await further instructions after their submissions and are requested not to contact directly any NCI Agency staff other than the POC identified above in Paragraph 8.
10. Any response to this request shall be provided on a voluntary basis. Negative responses shall not prejudice or cause the exclusion of companies from any future procurement that may arise from this Market Survey. Responses to this request, and any information provided within the context of this survey, including but not limited to pricing, quantities, capabilities, functionalities and requirements will be considered as information only and will not be construed as binding on NATO for any future acquisition.
11. All responses received related to this Market Survey will be treated as commercial-in-confidence information.

12. The NCI Agency is not liable for any expenses incurred by firms in conjunction with their responses to this Market Survey and this Survey shall not be regarded as a commitment of any kind concerning future procurement of the items described.

13. Your assistance in this Market Survey request is greatly appreciated.

FOR THE DIRECTOR OF ACQUISITION:

Pezzi
Tiziana
Tiziana Pezzi
Principal Contracting Officer

Digitally signed by
Pezzi Tiziana
Date: 2020.05.26
11:09:53 +02'00'



Enclosures:

Annex A (Distribution List)

Annex B (Market Survey Request - Summary of Requirements)

Annex C (Market Survey Request - Questionnaire)

ANNEX B**Summary of Requirements
Project ID 2016/OCM03119, CP9A0130**

Under CP9A0130 project OCM03119, NATO is procuring SATCOM modems. These new modems and appropriate variants will be installed across the fleet of NATO static, transportable and deployable (VSAT, fly-away, man-pack) ground terminals.

The new modems will be used for the following purposes and in support of the associated SATCOM network architectures:

- Trunk-based reach-back links, high capacity, with fixed or adaptive rate, point to point (Single-channel per Carrier, SCPC);
- Trunk-based intra-theatre backbone links, high capacity, with fixed or adaptive rate, point to multipoint (Multi-channel per Carrier, MCPC), enabling partial or full mesh connectivity.

In operational terms, and in support of the above listed functions, NATO will pursue:

- Spectral efficiency improvement features, e.g. reduced roll-offs, advanced filtering, bandwidth cancellation, Ethernet header compression, etc.;
- Simplicity of installation, configuration; operation; and maintenance;
- Minimum physical footprint, through high density of hardware integration, ultimately enabling multiple modem functions to run on the same platform;
- Upgradability through re-programmability (i.e. ability to incorporate new or upgrade existing waveforms as they emerge or evolve);
- Low lifecycle support costs;
- Increased security through the use of TRANSEC.

A quantity of **135 modems** is currently foreseen to be procured under this project, but the requirement may increase, pending other changes to modem lifecycle-replacement and modem lifecycle-uplift efforts of similar projects.

The expected contract award for this project is **Q2 2021**.