



Acquisition Directorate

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NCIA/ACQ/2019/7199

4 June 2019

Market Survey - Request for Additional Information

Project “Kosovo Forces (KFOR) Very High Frequency (VHF) Command Network (VCN) Upgrade”

NCI Agency Reference: MS-CO-15048-KFOR

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) to replace a limited amount of first generation obsolete and worn out radios as well as introduce a voice recorder to render in-extremis assistance to ensure Coalition Forces (CF) are able to meet mission security requirements.

NCI Agency Points of Contact

Principal Contracting Officer (PCO) Mrs. Tiziana Pezzi

Action Officer: Mr. Werner Goos

E-mail: werner.goos@ncia.nato.int

To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey
Request for Information MS-CO-15048-KFOR**

1. NCI Agency requests the assistance of the Nations and their Industry to identify COTS/GOTS solutions available to upgrade the Kosovo Forces (KFOR) Very High Frequency Command Network (VCN). This Market Survey is being issued to identify possible service suppliers and to identify any limitations or conditions that may need to be met before potential suppliers are able to submit bids for services in this area.



NATO Communications
and Information Agency
Agence OTAN d'information
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Avenue du Bourget 140
1140 Brussels, Belgium
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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, 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-15048-KFOR**, and all correspondence and submissions concerning this matter should 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 9 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 25 June 2019**.
8. Please send all responses either via post or email to the following NCI Agency Action Officer:

To Attention of: Mr Werner Goos

Postal address: NCI Agency
Acquisition Directorate
Boulevard Leopold III
B-1110 Brussels
Belgium

E-mail: werner.goos@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. 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.

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

FOR THE DIRECTOR ACQUISITION:



Tiziana Pezzi
Principal Contracting Officer

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 2018/1CM03044, CUR 1961-2018**

Kosovo Forces (KFOR) currently utilises a Very High Frequency (VHF) Command Network (VCN) which is a secure radio communication network, designed to deliver secure, reliable and redundant voice and data communications, thereby provisioning near real-time awareness in support of KFOR Operations.

NATO has a requirement to upgrade the current capability, by replacing the existing system and adding a voice recording capability, ensuring this critically important communication system throughout Kosovo remains available and operationally sustainable throughout the mission.

The key capabilities to be provided through deliverable of this project are:

- VCN capability with possibility to be accredited at MISSION CONFIDENTIAL Level:
 - Cryptographic algorithm compliancy with the INFOSEC Technical and Implementation Directive on Cryptographic Security and Cryptographic Mechanisms (AC/322-D/0047-REV2 dated 8 April 2009), i.e. usage of Type A or Type B algorithms mandatory
 - Cryptographic evaluation and approval shall be active and valid
- 13 Radio repeaters with a minimum 20 Watt output located at existing DLOS sites
- Full integration into the existing IP DLOS network
- Up to 32 simultaneous channels for each repeater site
- 400 secure radio handheld sets equipped with built-in GPS to display location feature (Radios should have the ability to be enabled or disabled on a system management interface). Ingress Protection (IP) rating of IP67 essential
- 30 VIP Close Protection Accessories (ear piece and clip-on microphone) for integration with hand held radios
- 20 Secure radio desk sets with external antenna with ingress Protection (IP) rating of IP64 essential
- 20 Secure radio car sets with external antenna
- Ability to record and replay emergency radio transmissions
- Ability to create up to 96 user groups
- 24/7 Availability with redundancy so there is no downtime during maintenance of major system components
- The selected Bidder will be responsible for delivering maintenance activities, in terms of full system support, which will enable the seamless operation of the VCN

ANNEX C**Questionnaire****Project ID 2018/1CM03044, CUR 1961-2018**

Organisation Name:

Contact name & details within organisation:

Notes

- Please **DO NOT** alter the formatting. If you need additional space to complete your text then please use the 'Continuation Sheet' at the end of this Annex and reference the question to which the text relates to.
- Please feel free to make assumptions, *HOWEVER* you must list your assumptions in the spaces provided.
- Please **DO NOT** enter any company marketing or sales material as part of your answers within this market survey. But please submit such material as enclosures with the appropriate references within your replies. If you need additional space, please use the sheet at the end of this Annex.
- Please **DO** try and answer the relevant questions as comprehensively as possible.
- All questions within this document should be answered in conjunction with the summary of requirements in Annex B.
- All questions apply to Commercial or Government responders as appropriate to their Commercial off the Shelf (COTS) or Government off the Shelf (GOTS) products.
- Cost details required in the questions refer to Rough Order of Magnitude (ROM) Procurement & Life Cycle cost, including all assumptions the estimate is based upon:
 - Advantages & disadvantages of your product/solution/organisation,
 - Any other supporting information you may deem necessary including any assumptions relied upon.

1. Do you have the capacity and previous experience in delivering secure radio systems, equivalent to the summary of requirements described in Annex B?

2. Please describe similar projects that you have delivered similar to that described in Annex B?

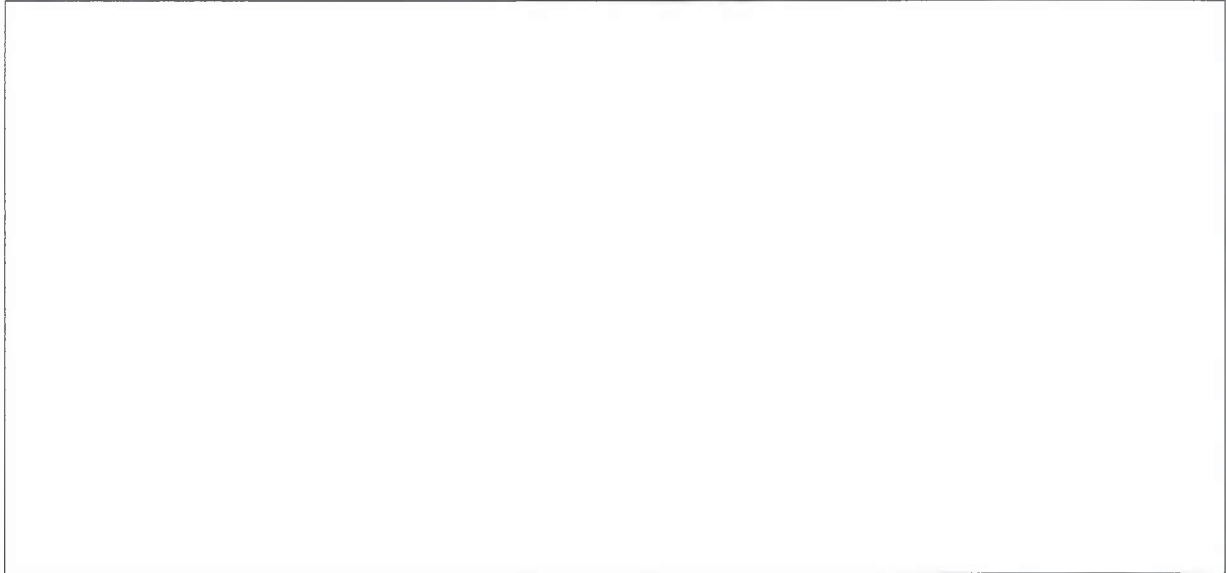
3. Do you have the ability to nationally accredit the system to Mission CONFIDENTIAL in accordance with NATO Cryptographic algorithm compliancy requirements?

4. Do you have the ability to perform on-site installations, interventions and repairs, within the mission area of responsibility?

5. Do you have the facilities to run a call centre at the mission confidential level to provide engineering and technical support during standard business working hours?

6. Do you have a product capable of recording/play back function of voice calls over an IP radio network? If yes, please describe the product/capability.

7. Please provide details on which handheld radios you would provide, describing features such as GPS and Security?



Continuation Sheet	Page
<p>Please feel free to add any information you may think that may be of value to NCI Agency in the space provided below. Should you need additional space, please copy this page and continue with the appropriate page numbers.</p>	_ Of _

