

## Notification of Intent to Invite Bids

*Method: International Competitive Bidding (ICB)*

### PROVIDE MULTI-BAND PERSON-PACK & FLY-AWAY SATELLITE TERMINALS

**NCI Agency Reference #: IFB-CO-423291-PPFA**

**Estimated Amount:** 65,000,000 EUR Not To Exceed (NTE) ceiling amount throughout the contract life of **five (5) year period, for Indefinite Delivery Indefinite Quantity (IDIQ) Framework Contract.** (The Agency will place additional Task Orders against this Framework Contract when requirements are identified and funding is available within the 5-year period)

**and**

**6,138,000 EUR – initial Task Order placed at contract award (as Firm-Fixed-Price),** against the Indefinite Delivery Indefinite Quantity (IDIQ) Framework Contract

**Type of contract:** Indefinite Delivery Indefinite Quantity (IDIQ) Framework Contract and Firm-Fixed-Price initial Task Order for 10 VSFA and 10 SFA GEO terminals with X and Ka capability

**NOI Closing Date:** 31 October 2024

**Solicitation Release Date:** Anticipated on 30 June 2025

**Solicitation Closing Date:** Anticipated on 30 November 2025

**Contract Award Date:** Anticipated on 31 July 2026

**Competition Type:** ICB Best Value

The NCI Agency hereby notifies the NATO Nations of its intent to invite bids for the establishment of the IDIQ Framework Contract for the procurement of SATCOM on-the-Pause (SOTP) terminals of different sizes and capabilities during a period of 5 years. These Flexibly Assigned SATCOM Terminals (FAST), corresponding to specific RF capability and approximate reflector sizes, identified as Very Small Fly-Away (VSFA), Small Fly-Away (SFA), Medium-Fly Away (MFA) and Large Fly-Away (LFA), will cover a range from Person Packs to 2.4m fly-away terminals.

The NCI Agency is establishing this framework agreement to serve as the preferred vehicle for Satellite Communication (SATCOM) Fly-away Terminals on an “as needed” basis. A single award Indefinite Delivery, Indefinite Quantity (IDIQ) contract is planned with an initial Task Order placed at contract award (as Firm-Fixed-Price), against this Indefinite Delivery Indefinite Quantity (IDIQ) Framework Contract.

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

*Attention Suppliers,*

*The NCI Agency 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.*

**NCI Agency Point of Contact**

Irina Barabancea, Contracting Officer

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**Annexes:**

- A. Summary of Requirements
- B. Distribution List

**To** : Distribution List

**Subject** : **Notification of Intent to Invite Bids for PROVIDE MULTI-BAND PERSON-PACK & FLY-AWAY SATELLITE TERMINALS**

**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 Investment Committee Decision Sheet, AC/4-DS(2024)0003 dated 10 May 2024;  
**D.** NATO Investment Committee Decision Document, AC/4(PP)D/28005-ADD2 (INV) dated 25 January 2024.

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1. In accordance with References A through D, the NCI Agency, as the Host Nation responsible to implement the project in subject, hereby gives notice of its intent (NOI) to issue an Invitation for Bid (IFB) for **PROVIDE MULTI-BAND PERSON-PACK & FLY-AWAY SATELLITE TERMINALS**, hereafter referred to as the "Project".
  2. A high-level summary of the Project's technical requirements is set forth in Annex A hereto. These requirements are being refined and will be included in further details as part of the IFB.
  3. The reference for this Project is IFB-CO-423291-PPFA, and all correspondence concerning this NOI and subsequent IFB should reference this number.
  4. Funding obligation shall occur at the time an order is placed against the IDIQ contract.
  5. The NCI Agency plans to issue an IFB using the International Competitive Bidding (ICB) Procedure for Best Value (BV) evaluations. The successful bid for this Project, pursuant to the IFB following this NOI, will be the bid that offers the best value in accordance with predefined evaluation criteria prescribed in the IFB. The top-level criteria weighting will be 60% Technical and 40% Price. A single, firm-fixed price contract is planned for the entire scope of work.
  6. Considering possible upcoming similar procurements, authorization was granted to issue an IFB covering the initial procurement of 10 VSFA and 10 SFA GEO terminals with X and Ka capability (Ref. C and D) and an IDIQ Framework Contract for similar terminals as described in the Annex A of this NOI. As a result of the IFB, the NCI Agency will establish an Indefinite Delivery Indefinite Quantity (IDIQ) Framework Contract for a period of validity of 5 years and a ceiling price of MEUR 65 providing for a pre-competed family of terminals. The project at Ref. C and D will constitute the first Task Order (with a bid ceiling of 125% of 6,138,000 EUR) to be placed under this IDIQ Framework contract, on the basis of Firm-Fixed-Price.
  7. The Agency will apply as well optional preliminary bidding procedure: **Request for Bidder Views (RFBV)**, per Annex II of AC/4-D/2261-ADD1. The RFBV will be issued upon closure date

of NOI and prior to the IFB issuance. The RFBV will provide the eligible firms with a comprehensive insight into the technical factors, criteria and/or problems which they should consider - as a minimum - in preparing their initial response. It will also indicate the basis on which preliminary discussions with potential bidders will be conducted and also that on which evaluation of their final technical proposals will be carried out. This will help to ensure that all eligible firms solicited have a common understanding of the requirement and of the way in which the Agency intends to conduct the preliminary round of discussions and handle the final evaluation of bids.

8. Eligibility to participate in the subsequent IFB is declared by national authorities. Hence, qualified and certified companies interested in receiving the IFB for this Project are hereby requested to provide a Declaration of Eligibility (DoE), **sent** by their Delegation/Mission to NATO to the NCI Agency contracting authority **not later than 31 October 2024**, which is 28 calendar days after the date of this letter.
  - a. In addition to the certification of the company's security clearances required under this NOI, the DoE should include the following information for each of the nominated companies:
    - Company name
    - Company address
    - Point of Contact (PoC)
    - PoC email address
    - PoC telephone number
  - b. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent electronically to [IFB-CO-423291-PPFA@ncia.nato.int](mailto:IFB-CO-423291-PPFA@ncia.nato.int)
9. In order to maximize competition the NCI Agency may, at its discretion, accept nominations after the deadline, so long as the IFB has not been issued. The NCI Agency may even accept, at its discretion, nominations after the IFB has been issued under the condition that such late nomination will not be used as the basis to request an extension to the bid closing date.
10. Requests for participation in this competition received directly from individual companies will not be considered.
11. Bidders will be required to declare a bid validity of 18 months from bid closing date. Should the selection and award procedure exceed the bid closing date by more than 18 months, companies will be requested to voluntarily extend the validity of their bids accordingly. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
12. National authorities are advised that the IFB package is anticipated to be NATO UNCLASSIFIED. However, the IFB and the contractual documents could contain references to other NATO documents classified as NATO RESTRICTED.
13. The successful bidder will be required to handle and store classified information up to the level

of NATO UNCLASSIFIED. In addition, contractor key personnel may be required to work unescorted in Class II Security areas. Therefore, such access can only be permitted to cleared individuals.

14. The NCI Agency reserves the right to cancel, suspend, or withdraw this NOI at its own discretion and at any time. The NCI Agency is not liable for any expenses incurred by companies in conjunction with their responses to this NOI and such responses shall not be regarded as a commitment of any kind concerning future procurement of the items or services described herein.
15. Your assistance in this procurement is greatly appreciated.

**For the Chief of Acquisition:**

*[Original Signed By]*

Irina Barabancea  
Contracting Officer

## Annex A – Summary of Requirements

**Project No. 2016/0CM03118, CP 9A0130**

**Project No. 2006/0CM03054, CP 0A0149-ADD1**

### 1. Project Objective

The project will cover delivery of SATCOM on-the-Pause (SOTP) terminals of different sizes and capabilities during a period of 5 years. These Flexibly Assigned SATCOM Terminals (FAST), corresponding to specific RF capability and approximate reflector sizes, identified as Very Small Fly-Away (VSFA), Small Fly-Away (SFA), Medium-Fly Away (MFA) and Large Fly-Away (LFA), will cover a range from Person Packs to 2.4m fly-away terminals.

### 2. Scope of Work

The scope includes full SATCOM ground terminals including antenna, RF, modem and baseband and associated services. The modems to be integrated to the terminals will be specified in the IFB stage. In addition, the terminals shall have the ability of integrating a variety of Small Form Factor Modems (SFFM).

The initial purchase will include 10 VSFA and 10 SFA GEO terminals with X and Ka capability, while the IDIQ scope will cover the purchase of VSFA, SFA, MFA and LFA terminals with X, Ka and Ku band capability. In addition to GEO terminals, terminals with multi orbit tracking capability will be in IDIQ scope.

Commercial-off-the-shelf (COTS) products without Non-Recurring Engineering (NRE) efforts will be targeted to the maximum possible extent.

In operational terms and in support of the terminals, NATO will pursue:

- Simplicity of installation, configuration and operation;
- Low size, weight and power (SWaP);
- Low lifecycle support costs.

#### Key Requirements

- The terminals shall be transportable in rugged transit cases to the area of operations via military or commercial air or land vehicles, and within the theatre of operations by truck or helicopter.
- The terminals shall be operational and survivable at environmental conditions as per well-recognized standards (e.g. MIL-STD-188-810G, STANAG 4370) for full outdoor exposure.
- The terminals shall support multiband operation with field swappable RF kits to provide different subsets of X, Ka and Ku band capability.
- For low SWaP, all RF kits shall enable the terminal to transmit using a GaN type, single

block Solid State Power Block up-converter (SSPB) and to receive using a single block Low Noise amplification and Block down-converter (LNB).

- As a minimum, all terminals shall provide assisted manual pointing for all bands.
- The larger terminals (SFA, MFA, LFA) shall provide automatic antenna pointing, preferably via a beacon receiver integrated with Antenna Control Unit (ACU) for all bands.
- The terminals shall include a unified Monitor and Control (M&C) system covering transmit, receive, pointing, baseband and powering subsystems without any third party software requirement.
- For ease of operation, maintenance and training, it will be highly desirable to keep hardware, software, interface and training commonality and modularity across all or subgroups of the terminals, for instance, via:
  - RF commonality using the same SSPB and LNB,
  - Software commonality using the same M&C software platform,
  - Easily and individually replaceable, standardized antenna petals, and
  - Commonality of antenna pedestal and/or pedestal control parts.

### **3. Period of Performance**

- a. The Period of Performance of the IDIQ contract is anticipated to start in Q3 2026 and end in Q2 2031. The initial Task Order will have a period of performance anticipated to start in Q3 2026 and end in Q2 2028. It is important to note that this timeline represents the anticipated duration of the Project, and adjustments may be made as per the requirements of the solicitation process and subsequent contractual agreement.

### **4. Rapid Procurement Vehicle**

- a. Rapid Procurement Vehicles, such as IDIQ, are NATO-wide contract vehicles to quickly meet requirements for Information and Communications Technology (ICT) goods and services with the aim to maximize competition and value for money. They are uniquely designed to drive standardization, acceleration of project delivery, flexibility and benefits of volume-based discounts, while providing a quick turnaround solution to overcome service or equipment deficiencies at all levels.
- b. The IDIQ will set forth the broad requirement and will provide an overarching set of terms and conditions.
- c. The resulting best valued bid would be awarded the IDIQ Framework contract and the relevant task order to complete the work detailed in the SOW. The initial Task Order will be placed at contract award (as Firm-Fixed-Price), against the Indefinite Delivery Indefinite Quantity (IDIQ) Framework Contract as described on the first page.

### **5. Technical Constraints**

- a. Contractor shall insure that no items used in the systems are export controlled by the Nation of Origin to a degree that would require any form of Memoranda of Understanding/

Agreement (MOU/MOA), such as US International Traffic in Arms Regulations (ITAR) or other national equivalents. Items that are commercially controlled and only require an end-user statement or similar may be allowed.

## **6. Warranty and O&M Support**

- a. All the provided Fly-away Terminals including hardware, software and algorithms delivered under the frame of this project will be covered by warranty provided by the Contractor for a period of minimum one (1) year after each PSA/FSA. The warranty includes at least corrective maintenance of the residual software/algorithms deficiencies and replacement/repair of faulty HW at no additional cost for the Purchaser.



## Annex B – Distribution List

### NATO Delegations:

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

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