

Acquisition Office

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18 December 2025



NOTIFICATION OF PROCUREMENT OPPORTUNITY (NPO)
Pre-Solicitation Notice
NATO Competitive Procurement

**PROVIDE ALTERNATE, CONTINGENCY AND EMERGENCY (ACE)
TRANSMISSION MEANS AND AUTOMATIC SWITCHING TO SPECIAL
OPERATIONS COMPONENT COMMAND (SOCC), SPECIAL OPERATIONS
TASK GROUP (SOTG) AND LIAISON ELEMENTS**

WP2 - PROVISION OF NATO-OWNED EQUIPMENT

NCIA Reference #: IFB-CO-424256-SOFC2CIS-ACE

Date of NPO Publication: 18/12/2025

Anticipated Solicitation Release Date: Q1 2026

Anticipated Solicitation Closing Date: Q2 2026

Anticipated Contract Award Date: October 2026

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Introduction

The NATO Communications and Information Agency (NCIA) hereby notifies the following Procurement Opportunity in accordance with the Procedure for NATO Competitive Procurement ([link](#)). This notification is issued to foster open and fair competition among eligible vendors from participating nations. This notification does not constitute a commitment to award a contract.

Vendors are invited to review the requirements described herein and to submit their bids in accordance with the instructions provided in this notification and subsequent solicitation documentation. All interested vendors are reminded that timely registration and compliance with eligibility requirements are essential, as deadlines for submission may not be extended. Vendors are advised to regularly check for updates to this notification.

This opportunity reflects NATO's commitment to transparency, equal treatment of suppliers, and the efficient delivery of goods, works, and services in support of NATO missions and participating nations.

All eligible and responsible sources may submit a quotation, bid, or proposal, which shall be considered by the NCIA.

1. Title of Procurement Opportunity

Provision of Alternate, Contingency and Emergency (ACE) Transmission Means and Automatic Switching to Special Operations Component Command (SOCC), Special Operations Task Group (SOTG) and Liaison Elements (LEs) → WP2 - Provision of NATO-owned equipment

2. Description of Requirement

This project will provide additional transmission means to enable Alternate, Contingency and Emergency (ACE) communications for Special Operations Forces (SOF) Deployable Points of Presence (DPoPs) supporting the Special Operations Component Command (SOCC) HQs, Special Operations Task Group (SOTG) HQs and Liaison Elements (LEs).

As described at Par. 3 below, NCIA intends to establish an Indefinite Duration Indefinite Quantity (IDIQ) Framework Contract for the procurement of the equipment detailed below during a period of 5 years, with an initial Task Order placed at contract award, against this IDIQ Framework Contract. Within the initial Task Order the project will include the scope summarized below.

The *Primary mode of communication* relies on NATO controlled and provided WAN connectivity based on wired connection and Military SATCOM, whose equipment and services are out of the scope of this Project. Nevertheless, this Project integrates the Primary mode of communication in the overall PACE solution, namely the automatic bearer switching component.

The *Alternate mode of communications* also relies on satellite capabilities, but provided by commercial equipment and services, based on different technologies for redundancy and increased resiliency. Primary and Alternate modes of communication are expected to deliver comparable service availability levels.

The *Contingency mode of communications* relies on terrestrial bearers, ensuring increased redundancy and a decoupling from satellite capabilities. This mode of operation shall support

the same set of services, with an anticipated compromise in level of performance.

In the *Emergency mode of communications*, only a limited subset of services is available to provide a “best effort” level of performance, which would allow SOF, under degraded operational conditions, to continue achieving C2 without relying on the CIS node itself.

Finally, the *programmable automatic switching capability* in all SOF DPoPs, aims at preventing or limiting any decrease in the quality of communications services by switching between the Primary, Alternate and Contingency modes of communication.

The scope of this procurement (*Provision of NATO-owned equipment - WP2*) is to provide an overall solution to the ACE bearers and PACE switching capability, which includes the provision of NATO-owned equipment for Alternate, Contingency and Emergency communication modes, and the switching system that will ensure the required Command and Control (C2) survivability, resiliency and availability for SOF transmission means. The equipment has to ensure long-term supportability, increased flexibility, agility, resiliency and redundancy to ensure continuous communication in a combat environment.

This Project consist of the major objectives and deliverables:

- Provide a design for the ACE bearers and automatic switching for PAC bearers solution;
- Provide satellite terminals for the Alternate mode of operation. These are Extra-Small Multiband fly-away satellite terminals (terminal/antennas, RF Modules for Ka and Ku bands and the modems) (approximately 10 terminals);
- Provide terrestrial communications equipment for the Contingency mode of operation
 - High-Capacity Line of Sight (HC-LOS) equipment with Point to Multi-Point (P2MP) and Mesh (ad-hoc) capabilities (approximately 30 terminals);
 - Medium Capacity Beyond Line of Sight (BLOS) equipment with Troposcatter capabilities (approximately 6 terminals).
- Provide emergency communications equipment for the Emergency mode of operation. These are netted push to talk handheld satellite terminals for collective use (approximately 42 terminals);
- Provide an automatic switching solution for the Primary, Alternate and Contingency modes of communication. The solution includes Engineering of switching solution on the Military Anchor Function – MAF and SOF CIS nodes and the equipment for MAF and CIS nodes. The automatic switching system integrates the Primary, Alternate and Contingency bearers from all SOF DPoPs ensuring automatic and manual switching between them. It will have a monitoring function for communication and quality of channels. The automatic switching will ensure the overall integration and testing of all equipment;
- Integrate and test a coherent PACE capability for the SOF DPoPs, including the integration of purchaser-furnished equipment and services. Purchaser-furnished items to be integrated with the deliverables of this Project include, non-exhaustively:
 - MILSATCOM terminals and space segment (Primary);
 - Unmanaged commercial space segment and terminals (Alternate);
 - Managed commercial space segment and terminals (Alternate);
 - MAF and DPoP networking equipment (automatic switching).

3. Estimated Value

- a. This procurement opportunity is estimated as follows, consisting in a Single commercial contract award:

- i. **100,000,000 Euro ceiling amount throughout the contract life of five (5) year's period, for Indefinite Delivery Indefinite Quantity (IDIQ) Framework Contract.** NCIA will place additional Task Orders against this Framework Contract when requirements are identified and funding is available within the 5-year period; and
- ii. **27,601,766 Euro – initial Task Order placed at contract award (as Firm-Fixed-Price), against the Indefinite Delivery Indefinite Quantity (IDIQ) Framework Contract.**

4. Vendor Eligibility

- a. Participation in this Procurement Opportunity is restricted to vendors from participating nations to be indicated in the solicitation documents. Vendors from non-participating nations are not eligible to serve as prime contractors or sub-contractors.
- b. This restriction applies to the eligibility of the vendors only and does not require that the goods, works, or services themselves be manufactured or produced within participating nations.

5. Access to Solicitation Documentation

- a. Interested vendors may participate to and access the solicitation documentation for this Procurement Opportunity as of the Anticipated Solicitation Release Date as follows:
 - i. Obtaining a Declaration of Eligibility (DoE) through the Vendor's National Authorities to be included in the Bidder's List.
 - ii. To participate should the solicitation be issued, prospective Bidders must hold a valid DoE issued by their National Delegation to NATO.
 - iii. A template of the DoE is provided in the Annex to this NPO for reference and completion. The prospective Bidder is responsible for arranging for their National Delegation to complete the form and to transmit the signed DoE directly to the Point of Contact (PoC) identified in this NPO.
 - iv. Prospective Bidders are advised to initiate this process early, as NCIA cannot request or obtain a DoE on behalf of a prospective Bidder. Failure to ensure that a valid DoE has been received by the PoC may result in exclusion from the solicitation process.

6. Language of Solicitation and Bid Submission

- a. Solicitation Documentation and Proposal Submission Language(s): English

7. Additional Engagement Opportunities

- a. The NCIA may organize the following engagement activities:
 - i. **Industry Day:** Not Applicable
 - ii. **Pre-Bid Conference:** Hybrid event in Brussels, Belgium (date to be confirmed after the release of the solicitation)

Date:

Declaration of Eligibility for NATO Competitive Procurement

To: NCIA Procurement Authority

Subject: Declaration of Eligibility for NATO Competitive Procurement

Reference: Solicitation Number:

1. With reference to the above-mentioned NATO Competitive Procurement (NCP) opportunity, the following *[insert Country of Origin]* vendor has expressed an interest in receiving the solicitation document:
 - a. **Vendor Name:**
 - b. **Address:**
 - c. **Point of Contact>Title: Mr./Ms.:**
 - d. **Email Address:**
 - e. **Phone #:**
2. I certify that this vendor has the necessary financial, technical and professional competence to be admitted by the Government of *[insert Country of Origin]* as a bidder were it responsible for awarding a contract of this nature. The vendor listed above is security cleared to the level of this procurement opportunity.
3. **Extension to Other NCP Opportunities**¹. In addition to the referenced project, this Declaration of Eligibility may be used for other NCIA NCP opportunities, and is valid for the vendor in paragraph 1 for a period of three (3) years, unless rescinded in writing by the National Responsible Authority of *[insert Country of Origin]*.

Check one:

Yes

No

Signature

[Name of National Responsible Authority]
[insert Country of Origin]

¹ Note to Vendor: If "Yes" is checked, then present this Declaration of Eligibility for expressed interest in other NCIA NCP Opportunities

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