



Acquisition Directorate

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13 June 2018**Notification of Intent to Invite Bids****Provide Counter-Small Unmanned Aircraft Systems (C-SUAS) Capability****IFB-CO-14685-UAS**

Estimated Value: EUR 8,581,464

The scope of this upcoming opportunity is the procurement of commercially available and effective commercial systems for the protection from and defeat of Small Unmanned Aerial Systems (SUASs).

This opportunity is anticipated to procure four (4) counter sUAS systems, including testing and installation activities. The capability is intended to be used for deployment to exercises and operational areas.

The formal Invitation for Bid (IFB) is planned to be issued in **September 2018** with an anticipated Contract Award by **February 2019**.

**NCI Agency Point of Contract**

Ms. Ijeoma Ezeonwuka, Senior Contracting Officer

E-Mail: [ljeoma.Ezeonwuka@ncia.nato.int](mailto:ljeoma.Ezeonwuka@ncia.nato.int)NATO Communications  
and Information Agency  
Agence OTAN d'information  
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To : Distribution List

Subject : Notification of Intent to Invite Bids

Provide Counter-Small Unmanned Aircraft Systems (C-SUAS) Capability

**IFB-CO-14685-UAS**

Reference(s) : A. AC/4(PP)D/27785  
 B. AC/4-DS(2017)0025  
 C. AC/4-D(2011)0009-Final

1. In accordance with References A and B, the NCI Agency, as the Host Nation, hereby gives notice of its intent to issue an Invitation for Bid (IFB) to “Provide Counter-Small Unmanned Aircraft Systems (C-SUAS) Capability” for deployment to exercises and operational areas.
2. A summary of the requirements of the Invitation for Bid is set forth in Annex A, attached to this letter. These requirements are being refined and detailed as part of the preparation of the Invitation for Bid.
3. The reference for the Invitation for Bid is **IFB-CO-14685-UAS**, and all correspondence concerning this IFB should reference this number.
4. Following authorisation from the NATO Investment Committee (IC), the NCI Agency intends to use the Alliance Operations and Missions (AOM) International Competitive Bidding (ICB) Lowest Compliant Bidder (LCB) Procedure (Reference C).
5. It is planned to award a single contract for the procurement of four (4) complete C-SUAS systems, including testing and installation activities is planned. The contract performance period is expected to be no more than 12 months plus another 12 months of support for warranty, spare parts and repair. Partial Bidding will not be allowed.
6. Details regarding a Bidder’s Conference, if applicable, will be included in the IFB.
7. National Responsible Authorities are kindly requested that the NCI Agency be provided with Declarations of Eligibility, **not later than 35 days from the date of this letter**, of qualified and certified companies which may be interested in receiving an Invitation for Bid for this project. The Declarations of Eligibility should include the following information for each of the nominated companies: **Company Name and Address, Point of Contact, Telephone number and E-mail address**. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent to the following point of contact:



NATO Communications and Information Agency  
Attention: Ms. Ijeoma Ezeonwuka, Senior Contracting Officer  
E-mail: [Ijeoma.Ezeonwuka@ncia.nato.int](mailto:Ijeoma.Ezeonwuka@ncia.nato.int)

8. Please note that requests for participation in this competition received directly from individual companies cannot be considered.
9. The formal IFB is planned to be issued in September 2018, with a Bid Closing Date of no later than October 2018 and Contract Award in February 2019.
10. An IFB cannot be issued to a potential Bidder until a Declaration of Eligibility is received from the National Responsible Authorities unless the firm has an existing Basic Ordering Agreement (BOA) with the NCI Agency.
11. Bidders will be required to declare a bid validity of twelve (12) months from closing date for receipt of bids, supported by a bid guarantee of €100,000 (One hundred thousand euros). If the selection and award procedure exceed the bid closing date by more than twelve (12) months, Bidders may be requested to voluntarily extend the validity of their bids and the bid guarantee accordingly. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
12. The National Authorities are advised that the IFB package will be classified as NATO UNCLASSIFIED.
13. The successful bidder may be required to handle and store classified information up to the level of "NATO RESTRICTED". In addition, execution of the proposed contract may require, in accordance with NATO Security Policy C-M(2002)49, personnel of the successful bidder to be required to hold individual security clearances of "NATO SECRET". Only firms maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting contract.
14. The NCI Agency point of contact for this IFB is Ms. Ijeoma Ezeonwuka at e-mail: [Ijeoma.Ezeonwuka@ncia.nato.int](mailto:Ijeoma.Ezeonwuka@ncia.nato.int).
15. Your assistance in this upcoming opportunity is greatly appreciated.

FOR THE DIRECTOR OF ACQUISITION:



Jean-Luc Guellec  
Principal Contracting Officer

**Attachment(s):**

Annex A- Summary of the Requirements

## ANNEX A – Summary of Requirements

### IFB-CO-14685-UAS

#### Counter-Small Unmanned Aircraft Systems (C-SUAS) Capability

##### 1. Background

- 1.1. The global community's use of commercially available small Unmanned Aerial Systems (sUAS), such as drones, is rapidly growing. Their capabilities are increasing at an exponential rate and insurgents have demonstrated abilities to carry payloads ranging from live-feed cameras to Improvised Explosive Devices (IED's). In response, NATO has formulated a requirement for a capability to address this emerging threat.

##### 2. Scope

###### 2.1. Counter sUAS system

- 2.1.1. The requirement is to procure four (4) counter sUAS systems, including testing and installation activities. The capability is intended to be used for deployment to exercises and operational areas.

##### 3. Technical Requirements

###### 3.1. Threat

- 3.1.1. The capability shall be effective against Commercial-Off-The-Shelf (COTS) fixed and rotary wing sUAS, including threats which do not transmit any radio signals and threats autonomously flying a pre-programmed mission.

###### 3.2. Detection

- 3.2.1. The capability shall detect sUAS by employing several layers of sensor technology, such as acoustics, radar, radio frequency receivers, and electro-optical sensors.

###### 3.3. Geo-location

- 3.3.1. The capability is required to geo-locate the sUAS and the controller if possible.



### **3.4. Fingerprinting**

- 3.4.1. The capability should ideally identify the type and model of the sUAS and the type of remote control. If the signals carry information uniquely identifying the sUAS or controller, this information should be stored as evidence.

### **3.5. Defeat**

- 3.5.1. Upon detection, the operator shall have the opportunity to invoke some kind of defeat mechanism. Electronic methods, such as jamming or directed energy should be the primary options. Physical attack (shotgun, laser, net-gun etc.) could be employed if the situation allows it. At a minimum the sUAS must be made uncontrollable.

### **3.6. Monitor and Control**

- 3.6.1. A central Monitor and Control station, located at the same site as the sensors, allows operation of the capability.

### **3.7. Protection Zone**

- 3.7.1. Each counter sUAS system shall be capable of defending an object of at least 1km<sup>2</sup>.

## **4. Period of Performance**

### **4.1. Contract Award**

- 4.1.1. The NCI Agency anticipates awarding a contract by February 2019.

### **4.2. Implementation Period**

- 4.2.1. 12 months following firm-fixed-price contract award, all equipment must be delivered, tested and accepted.

### **4.3. Support**

- 4.3.1. The contract will also include a requirement for 12 months support for warranty, spare parts and repair.