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NCIA/ACQ/2023/06652/TT-0899  
17 May 2023

**Market Survey - Request for Information**

**Project Title:**

**Project Title: "Provide Ultra High Frequency SATCOM Space Segment Services"**

**Project Serial Number: 2016/0CM03103 – WP3**

**Capability Package CP9A0130 "Satellite Communications (SATCOM) Transmission Services"**

**NCI Agency Reference: MS-CO-115880-UHF**

The NATO Communications and Information Agency (NCI Agency) is seeking information from Nations and their Industry regarding the availability of current and future UHF space segment capabilities, which could be offered to NATO to support secure, narrowband, Tactical Satellite (TACSAT) communications for deployed land, maritime and air forces to address current gap in services available for NATO use. The services are currently fulfilled through a multi-national consortium under the NATO Military SATCOM Service 6th Generation Memorandum Of Understanding (NSS6G MOU).

**NCI Agency Point of Contact (POC) for this Market Survey:**

**Ms. Viktorija NAVIKAITĖ**, Contracting Officer,  
E-mail: MS-CO-115880-UHF@ncia.nato.int



**To** : See Distribution List

**Subject** : NCI Agency Market Survey - Request for Information  
MS-CO-115880-UHF "UHF Space Segment Capacity"  
(A) AC/4(PP)D/27844 Type B Cost Estimate;

**References** : (B) AC/4-DS(2018)0014 - First Stage Authorisation;  
(C) AC/4-DS(2019)0012, AC/4(PP)D/27656-ADD2 - Authority to Issue the Invitation for Bids and to Commit NATO Funds.

1. The NCI Agency requests the assistance of the Nations and their Industry to identify the following solutions from their national Military SATCOM programmes or Commercial providers, which could be made available to NATO to support current operations and missions during the period September 2023 until December 2024, to address current gap in services available for NATO use under NSS6G MOU.
  - a) The potential UHF SATCOM Space Segment capacity, or
  - b) Solutions adopting different SATCOM Space Segment bands using specific antennas and light weight external systems (included in the service) to convert existing TACSAT radios UHF band signals from and to the offered band.
2. A summary of the NATO requirement for UHF Space Segment Capacity is set forth in the attached Annex A.
3. Respondents are requested to reply via the questionnaire at Annex B. Other supporting information and documentation of current and future UHF Satellite Space Segment capability programmes is also welcome (technical data sheets, marketing, brochures, non-binding catalogue price lists, descriptions of existing installations, etc.).
4. The NCI Agency reference for this Market Survey Request is **MS-CO-115880-UHF**, and all correspondence and submissions concerning this matter should include this number.
5. In addition to the firms noted in the Distribution List of this letter (who are current holders of Basic Ordering Agreements (BOA) with NCI Agency), NCI Agency requests the broadest possible dissemination by Nations of this Market Survey Request to their qualified and interested industrial base.
6. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the staff indicated at Paragraph 10 of this Market Survey Request). Respondents are invited to carefully review the summary of requirements in Annex A to determine interest.
7. Responses shall in all cases include the name of the firm, telephone number, email address, designated Point of Contact, and a description of the capability available and its functionalities (not above NATO Unclassified). This shall include any restrictions (e.g. export controls) for direct procurement of the capability by the NCI Agency.
8. Non-binding product pricing information is also requested as called out in Annex B.



9. Responses are requested to reach the NCI Agency no later than by 17:00 Brussels time on **14 June 2023**.
10. Please send all responses via email to the following NCI Agency Point of Contact:  
To Attention of: Ms Viktorija NAVIKAITĒ, Contracting Officer  
E-mail: MS-CO-115880-UHF@ncia.nato.int
11. Bilateral meetings with industry are not foreseen during this initial stage, however technical discussions may take place following the submission of responses, with the purpose of clarifying or further augmenting those responses where required.
12. Respondents are requested to await further instructions after submission of their responses regarding any potential future bidding process, and are requested to contact only the NCI Agency POC identified above in Paragraph 10 above with any further requests for information or clarification.
13. Any response to this request shall be provided on a voluntary basis. Responses to this request will help identifying and selecting firms eligible for any future procurement that may arise from this Market Survey.
14. 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 informational only and will not be construed as binding on NATO for any future acquisition.
15. 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.
16. Your assistance/participation in this Market Survey request is greatly appreciated.

FOR THE CHIEF OF ACQUISITION:

Viktorija Navikaitė  
Contracting Officer

Enclosures:

- Annex A: Summary of Requirements
- Annex B: Questionnaire

## ANNEX A

### Summary of Requirements

#### CP9A0130 – Project 2016/0CM03103 - WP3

#### Provide UHF SATCOM Space Segment Services

NATO requires UHF space segment capacity to support secure, narrowband and wideband, Tactical Satellite (TACSAT) Communications for deployed land, maritime and air forces. The UHF space segment will be used in support of the C2 needs of the deployed Commander through the provision of reliable netted secure voice and secure data communications to NATO elements operating in environments that require a flexible and continuous communications capability. The Strategic Commands (SCs) have directed that the required UHF SATCOM space segment resources shall support the next generation of TACSAT radios, as part of the Core SATCOM Capability. These requirements are currently fulfilled under the NSS6G MOU.

Project Serial Number in 2016/0CM03103 Provide UHF SATCOM Space Segment Services included in Capability Package CP9A0130 “Satellite Communications (SATCOM) Transmission Services”.

Current request is to acquire one 25 kHz Wide Band SATCOM channel in UHF or in a different band, using proper adapters and antennas included in the service, in a different band. The 25 kHz channel shall be capable of operating in narrowband multiple access (FDMA), wide band single access and Integrated Waveform (IW) modes of operation. A future transition to the waveforms of the US DOD Mobile User Objectives System (MUOS) is currently not planned due to the lack of a suitable UHF TACSAT ground segment, but can be considered as part of the mid-life upgrade of the UHF ground segment capability, and planned accordingly.

The channel shall be provided for the period from September 2023 until December 2024, in addition to these UHF channels provided under the NSS6G.

This Market Survey aims to clarify what capabilities are available for procurement to fill current requirements.

The following is a high-level statement of requirements:

1. UHF channel or other bands channel (using proper adapters and antennas included in the service) shall be provided from national military SATCOM programmes or commercial providers.
2. UHF channel or other bands channel (using proper adapters and antennas included in the service) shall be provided under a lease arrangement, i.e. resource(s) committed for sole NATO use, for the duration of the lease period.
3. The channels (UHF or other bands channels (using proper adapters and antennas included in the service)) shall be nominal 25 kHz channels, with adjacent channels separated by 25 kHz.
4. UHF up- and down-link channel frequencies shall comply with the allocation as agreed in the NATO UHF reorganisation process and as published in ACP190 (UHF Allotment Plan and Procedures 2017).



5. For usage in single access or IW mode, no frequency restrictions apply.
6. The channels (UHF or other bands channels (using proper adapters and antennas included in the service)) shall have sufficient performance to support disadvantaged users (low - or Omni-directional antennas) in all modes of operation.
7. The channels (UHF or other bands channels) shall be offered with one or more coverage footprints, providing Global coverage centred on Europe.



## ANNEX B Questionnaire

Organisation name: \_\_\_\_\_

Contact name & details within the organisation: \_\_\_\_\_  
\_\_\_\_\_

### Guidance Notes

- Please feel free to make assumptions, *HOWEVER* you must list your assumptions with your response to the question.
- 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 A.
- All questions apply to Commercial or Government responders as appropriate to their National Military SATCOM or Commercial programmes.
- Cost details required in the questions refer to Rough Order of Magnitude (ROM) Service and Management fees.
- Please **DO NOT** alter the questions as included herein. Should you believe additional or differing data be of interest to NATO, please add such information with your response.
- Please **DO NOT** enter any company marketing or sales material as part of your answers within this Questionnaire. But please submit such material as enclosures with the appropriate references within your replies.

1. Do you have access to SATCOM channels (UHF or other bands channels (using proper adapters and antennas included in the service)) compliant with the high level specifications of Annex A?

If so, please specify the number of channels (UHF or other bands channels (using proper adapters and antennas included in the service)) in your satellite constellation and on which satellites those channels are available, together with the anticipated lifetime of those satellites.

2. Are you able to and willing to offer one or more channels (UHF or other bands channels (using proper adapters and antennas included in the service)) to NATO over a period between September 2023 and December 2024? Would you consider shorter periods and if so, please state why.

3. Please specify the channel performance characteristics in terms of satellite receive G/T and satellite EIRP per channel, at the centre and edge of satellite coverage.

4. Please provide satellite coverage plots, defined at 5 degrees elevation angle.

5. Can you offer satellite channels (UHF or other bands channels (using proper adapters and antennas included in the service)) with polar coverage?

If so, please state how many channels and during which period.

6. Can you offer any alternative technology other than UHF SATCOM that can deliver all-informed netted tactical communications with end-user equipment of similar size, weight and power characteristics (i.e. TACSAT radio)?

If so, please specify.

7. Please specify how access to the channel (UHF or other bands channels (using proper adapters and antennas included in the service)) resources would be managed.

8. Please specify any restrictions for using the channels (UHF or other bands channels (using proper adapters and antennas included in the service)).



9. Please provide a Rough Order of Magnitude (ROM) cost for the yearly use of a single SATCOM channel (UHF or other bands channels (using proper adapters and antennas included in the service)), based on the quantity and period of commitment that you are able to offer. Please include any assumptions that this ROM is based upon, including management fees for operating and supporting the channels, if and where applicable.





**Distribution List for Market Survey  
MS-CO-115880-UHF**

Potential Industrial Suppliers (NCI Agency BOA Holders) 1

**NATO Delegations** (Attn: Investment Committee Adviser):

- Albania 1
- Belgium 1
- Bulgaria 1
- Canada 1
- Croatia 1
- Czechia 1
- Denmark 1
- Estonia 1
- France 1
- Germany 1
- Greece 1
- Hungary 1
- Iceland 1
- Italy 1
- Latvia 1
- Lithuania 1
- Luxembourg 1
- Montenegro 1
- Netherlands 1
- North Macedonia 1
- Norway 1
- Poland 1
- Portugal 1
- Romania 1
- Slovakia 1
- Slovenia 1
- Spain 1
- Türkiye 1
- United Kingdom 1
- United States 1

**Belgian Ministry of Economic Affairs** 1

**Embassies in Brussels** (Attn: Commercial Attaché):

- Albania 1
- Belgium 1
- Bulgaria 1
- Canada 1
- Croatia 1
- Czechia 1
- Denmark 1
- Estonia 1
- France 1



Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
Netherlands	1
North Macedonia	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Türkiye	1
United Kingdom	1
United States	1

**Potential Industrial Suppliers (NCI Agency BOA Holders)**

**On Distribution of MS-CO-115880-UHF**

<b>ALBANIA</b>	TCN shpk
<b>BELGIUM</b>	ATOS Computer Sciences Corporation European Datacomm NV ST ENGINEERING iDIRECT (Europe) CY NV
<b>BULGARIA</b>	2C-Trifonov & Co Electron Progress EAD
<b>CANADA</b>	Dialogic Corporation EMS Technologies Canada Ltd Network Innovations Inc. Telflex Technologie Inc
<b>CROATIA</b>	CROATEL KING ICT d.o.o Span PLC
<b>CZECHIA</b>	Compactive s.r.o. SITEL, spol. s r.o. Techniserv, s.r.o.
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<b>GERMANY</b>	CANCOM Public GmbH COMSOFT GmbH CONET Solutions GmbH Telespazio Germany GmbH
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<b>ITALY</b>	General Dynamics Mission Systems Italy ITEL SRL NETGROUP Telecom Italia S.p.A
<b>LATVIA</b>	Belss Ltd SIA Fima
<b>LUXEMBOURG</b>	LuxSpace NTT LUXEMBOURG PSF SA SES ASTRA S.A. SES TechCom S.A
<b>NETHERLANDS</b>	Eurotempest BV Network Innovations B.V. WBC Innovations BV Xantic B.V. (a Stratos company)

<b>NORWAY</b>	3D perception AS Airbus Defence and Space AS Atea Norge AS
<b>POLAND</b>	Ceragon Networks AS (ex Nera Networks) DGT Spółka z o.o. KenBIT Koenig i Wspolnicy Sp. j. Siltec Sp. z.o.o. TTcomm S.A.
<b>PORTUGAL</b>	EID S.A. Indra Sistemas Portugal, S.A.
<b>ROMANIA</b>	VIATEL - TECNOLOGIA DE COMUNICAÇÕES S.A AGRO-IND MANAGEMENT SRL ATOS Convergence Creators SRL BITLOSOPHY S.R.L. KRANSZ WALD SRL
<b>SLOVAKIA</b>	Aliter Technologies a.s Unistar LC d.o.o.
<b>SPAIN</b>	CARBURES DEFENSE SAU IBETOR s.l. INETUM Indra Sistemas S.A.
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