



NCIA/ACQ/2016/1723
7 October 2016

Market Survey - Request for Information
Project “Replace Ultra-High Frequency Tactical Satellite Radios”
Project Serial Number 2016/OCM03117
Capability Package CP9A0130 “Satellite Communications (SATCOM)
Transmission Services”

NCI Agency Reference: MS-CO-14390-TACSAT

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) products to provide Ultra High Frequency (UHF) satellite terminals.

NCI Agency Point of Contact (POC): Ms. Viktorija NAVIKAITĒ

E-mail: viktorija.navikaite@ncia.nato.int

To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey**
Request for Information MS-CO-14390-TACSAT

1. NCI Agency requests the assistance of the Nations and their Industry to identify potential COTS/GOTS solutions available to meet the NATO requirement for providing UHF Tactical Satellite (TACSAT) radios. This Market Survey is being issued to identify potential solutions and possible suppliers for replacement of the current NATO inventory of UHF radios to provide network-enabled beyond-line-of-sight communication to deployed NATO and Allied Forces.
2. In addition to the firms noted in Annex D 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.
3. A summary of the NATO requirement for new UHF TACSAT radios and ancillary equipment is set forth in the Annex B attached hereto.



NATO Communications
and Information Agency
Agence OTAN d'information
et de communication
Avenue du Bourget 140
1140 Brussels, Belgium
www.ncia.nato.int

4. 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, etc.) are also desired.
5. The NCI Agency reference for this Market Survey Request is **MS-CO-14390-TACSAT**, and all correspondence and submissions concerning this matter should reference this number.
6. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the staff indicated at Paragraph 9 of this Market Survey Request). Respondents are invited to carefully review the requirements in Annex B.
7. 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.
8. Responses are due back to the NCI Agency no later than **17:00 Brussels time 21 October 2016**.
9. Please send all responses either via post or email to the following NCI Agency Point of Contact:
- To Attention of: Ms Viktorija NAVIKAITĖ
- Postal address: NCI Agency
Acquisition
Avenue du Bourget 140
B-1110 Brussels
Belgium
- E-mail: viktorija.navikaite@ncia.nato.int
10. 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 regarding any potential future bidding process and are requested not to contact directly any NCI Agency staff other than the POC identified above in Paragraph 9.
11. 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. **Please note that any future procurement might be restricted to the companies having products evaluated by the Security and Evaluation Agency (SECAN) and approved by the Military Committee (MC)**, in accordance with the INFOSEC Technical and Implementation Directive on Cryptographic Security and Cryptographic Mechanisms (AC/322-D/0047-REV1). 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.



12. 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.

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

FOR THE GENERAL MANAGER:



Tiziana Pezzi
Principal Contracting Officer

Enclosures:

Annex A (Distribution List)

Annex B (Market Survey Request - Summary of Requirements, Project 2016/0CM03117)

Annex C (Market Survey Request - Questionnaire)

Annex D (Market Survey Industrial Recipients (holders of NCI Agency BOA Agreements))

ANNEX A
Distribution List for Market Survey Request for Information
MS-CO-14390-TACSAT

Potential Industrial Suppliers (NCI Agency BOA Holders) 1

NATO Delegations (Attn: Investment Adviser):

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Netherlands	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
The United Kingdom	1
The United States of America	1

Belgian Ministry of Economic Affairs 1

Embassies in Brussels (Attn: Commercial Attaché):

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1
Estonia	1

France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Netherlands	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
The United Kingdom	1
The United States of America	1

ANNEX B
Summary of Requirements
Project ID 2016/OCM03117, CP9A0130

NATO requires a pool of sufficient Ultra High Frequency (UHF) Tactical Satellite (TACSAT) radios to support the war-fighter with a mix of manpack, vehicular, airborne and maritime communication capabilities in all battle-space environments. The TACSAT radios will directly support the Command and Control (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 new generation TACSAT radios shall be used to support the Core SATCOM Capability for one Major Joint Operation (MJO) and three Small Joint Operation (SJO) missions at an operational distance of up to 8,000 Kms from Brussels.

The UHF TACSAT radios procured by this project will replace the current NATO inventory of TACSAT radios which are Harris AN/PRC 117F.

- New radios shall support the Single Channel per Carrier (SCPC), Demand Assigned Multiple Access (DAMA) and the Integrated Waveform (IW) modes of operation as defined in the following standards: MIL-STD-188-181B, MIL-STD-188-183-/A, MIL-STD-188-183B.
- The new radios shall support the provision of netted voice and data communications in On-The-Pause (OTP) mode designed for the dismounted soldier and static headquarters, and On-The-Move (OTM) mode, supporting any vehicular, airborne, and maritime requirements.
- The new radios shall be based on a software-defined architecture that will allow a future upgrade to support new tactical narrow-band waveforms.
- The new radios shall embed the necessary crypto modes for COMSEC and TRANSEC protection that have to be evaluated by the Security and Evaluation Agency (SECAN) and eventually approved by the Military Committee (MC).

The key deliverables to be provided through this project are:

- Approximately 500 UHF TACSAT radios;
- Ancillaries, to include handsets, TACTICAL antenna, battery packs, chargers, speakers and transit cases, to support the man-pack, vehicular, airborne and maritime operations;
- OTM kits, to include amplifiers and omni-directional antennas, to support vehicular, airborne and maritime operations.

ANNEX C
Questionnaire

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 respondees as appropriate to their Commercial off the Shelf (COTS) or Government off the Shelf (GOTS) product.
- 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.

- 10. Do you produce any external systems that can enhance the UHF TACSAT radio operational capabilities like baseband switches, data controllers etc.?**
- 11. Did you produce any other similar equipment that could be applicable to the requirements summarized in Annex B, and that was not specified in the questions above?**
- 12. Please state the Rough Order of Magnitude (ROM) procurement cost of radios and equipment as defined in Annex B, assuming a quantity of 500. Include all assumptions that the estimate is based upon as well as what is included and excluded from the estimate.**

Continuation Sheet 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.	Page __ Of —

ANNEX D
Potential Industrial Suppliers
NCI Agency Basic Ordering Agreement (BOA) Holders on Distribution
MS-CO-14390-TACSAT

ALBANIA:

TCN shpk

BELGIUM:

AKACIO

ATOS

Alfa Systems NV

Astron N.V.

BLACK BOX NETWORK SERVICES

BT(Worldwide)Ltd Belgium Branch

Brevco Services S.C.S.

Cairtel

Computer Sciences Corporation

Damovo Belgium NV/SA

Deloitte

Dimension Data Belgium

Equant Belgium

European Datacomm NV

Extreme Networks Inc.

Getronics Belgium SA/NV

Gillam-FEI

Global Knowledge Belgium bvba

IBM Belgium NV/SA

Indra Sistemas S.A.

Newtec Cy N.V.

NextiraOne

Nijkerk Computer Solutions BeNeLux

Prodata Systems

Rohde & Schwarz Belgium N.V / S.A.

SAIT

Securelink NV

Simac ICT Belgium

Telindus NV

Thales Alenia Space Etca s.a.

Thales Belgium S.A.

Thales S.A.

UNIFY COMMUNICATIONS

Van Roey Automation NV

Vitrociset Belgium

BULGARIA:

2C-Trifonov & Co

Lirex BG Ltd

CANADA:

ATCO Structures and Logistics
Dialogic Corporation
EMS Technologies Canada Ltd
General Dynamics Canada Ltd.
MacDonald, Dettwiler and Associates Ltd.MDA
Network Innovations Inc.
Norsat International Inc.
Track24 Canada Limited

CROATIA:

CROZ d.o.o. za informaticku djelatnost
INsig2 d.o.o.
Senso IS d.o.o.

CZECH REPUBLIC:

LTI DataComm - Czech Republic Office
SITEL, spol. s r.o.
Techniserv, s.r.o.
Xanthus a.s.

DENMARK:

Danoffice ApS
HSS Engineering ApS
SAAB Danmark A/S
Terma A/S

ESTONIA:

FRANCE:

ADW Network
ASTRIUM
ASTRIUM SAS
Actia Telecom
Altran technologies_ASD Paris
Cassidian SAS
Collecte Localisation Satellites
Eutelsat SA
INEO Defense
LGM
METRACOM
Orange Business Services
S.I.T. SA
Sagem Defense Securite

GERMANY:

Bruker Detection
CESTRON International GmbH
CETel GmbH
CGI (Germany) GmbH &Co.KG
COMSOFT GmbH

CONET Solutions GmbH
CSC Deutschland Solutions GmbH
Cognizant Consulting and Services GmbH
FREQUENTIS Deutschland GmbH
GTSI Corp.
Giesecke & Devrient GmbH
IABG mbH
KB Impuls Service GmbH
Lambda-Space GmbH
MEDAV GmbH
Media Broadcast
ND SatCom GmbH
OHB-System AG
Pan Dacom Direkt GmbH
ROMOLD GmbH
Roda Computer GmbH
Rohde & Schwarz GmbH & Co. KG
Secusmart GmbH
Selex Communications GmbH
Signalhorn Trusted Networks GmbH
T-Systems International GmbH
Telefunken Racoms GmbH & Co. KG
Thales Electronic Systems GmbH
TriaGnoSys GmbH
Vertex Antennentechnik GmbH
XORTEC GmbH
steep GmbH (former Serco GmbH)

GREECE:

ISI Hellas SA

HUNGARY:

Fercom Ltd.
Honvédelmi Minisztérium Elektronikai, Logisztikai és Vagyonkezelő zrt.
Kapsch BusinessCom Kft.
Navigator Zrt.

ICELAND:**ITALY:**

Ce.S.I.S S.r.l.
Finmeccanica SpA
ITEL SRL
Italtel
MPM di Maerini Paolo e Marco s.a.s.
NA.EL. SRL
Page Europa S.r.L.
SITTI S.p.A.
SMS Engineering srl
TESEO S.p.A
Valtellina Spa
Vitrociset S.p.A.

LATVIA:

LITHUANIA:

JSC FIMA (UAB)

LUXEMBOURG:

SES ASTRA S.A.

NETHERLANDS:

ADD Engineering B.V.

Carrier to Carrier Telecom B.V.

Castor Networks B.V.

Divitel B.V.

Eurotempest BV

Gannexion B.V.

Go Hardware

Misco Nederland BV

National Aerospace Laboratory (NLR)

Network Innovations B.V.

Sectra Communications BV

Stork Fokker AESP BV

SurCom International BV

Tucana Telecom B.V.

UNI Business Centre BV

WBC Innovations BV

Xantic B.V. (a Stratos company)

NORWAY:

3D perception AS

Airbus Defence and Space AS previously Astrium Services Enterprises

Atea Norge AS

Ceragon Networks AS (ex Nera Networks)

Datamatrix A.S

Kongsberg Defence & Aerospace AS

POLAND:

Atende S.A.(prior ATM S.A.)

Consortia Sp. z o.o.

DGT Spólka z o.o.

Enamor Sp. z.o.o

KenBIT Koenig i Wspolnicy Sp. j.

MAW Telecom Intl SA

S&T Services Polska Sp. z o.o.

Siltec Sp. z.o.o.

Sygnity S.A.

TTcomm S.A.

WASKO S.A.

Zbar Phu Mariusz Popenda

PORTUGAL:**ROMANIA:**

Romsys SRL
S.C. Siemens Convergence Creators S.R.L.
SC Mira Telecom SRL
UTI Grup S.A.

SLOVAKIA:

Aliter Technologies a.s
Quadriq, a.s.

SLOVENIA:**SPAIN:**

Alma Technologies s.a.
Distecable S.L.
IBETOR s.l.
INDRA Espacio S.A.
MDU, S.A.U.

TURKEY:

ASELSAN Elk. San ve Tic. A.S.
C TECH Bilisim Tek. San ve Tic A.S.
E+M Elektrik Sistem Hizmetleri Ltd. Sti.
Global Teknik Elektronik Yazilim Muhendislik Havacilik San. Tic. A.S.
Kuantta Insaat Taahhut Elektronik Turizm
SDT Uzay Ve Savunma Teknolojileri Anonim
Suta Insaat ve Muhendislik Sirketi
Tubitak Uekae

THE UNITED KINGDOM:

Airbus DS Limited
Anubis Associates Ltd
Artemis Communications
Audax
Avanti Communications Group plc
Fujitsu
GGR Communications Ltd UK
General Dynamics United Kingdom Limited
Info-Assure LTD.
NEXOR
Northrop Grumman Mission Systems EuropeLtd.
Pulse Power & Measurement
Rockwell Collins (UK) Ltd.
Savi Technology UK
Secure Systems & Technologies Ltd. (SST)
Sematron UK Ltd
Shape Services Ltd. (Shape Telecom)
Smiths Detection - Watford Limited
Spectra Group (UK) Ltd

Systemware Europe Ltd
Thales UK Limited
Ultra Electronics CIS Ltd.
Verizon Business
Vislink International Limited
Vodafone UK
e2E Services Ltd

THE UNITED STATES OF AMERICA:

ADCI of Delaware, LLC
ALTIMA GROUP INTERNATIONAL, INC. (AGI)
AS GLOBAL
AT&T Government Solutions, Inc.
Affigent, LLC
Applied Coherent Technology Corp.
BAE Systems Information Solutions Inc.
Blue River Information Technology, LLC
CapRock UK Limited
ITT Corporation Communications Systems
Concurrent Technologies Corporation (CTC)
DME Corporation
DRS Technical Services, Inc.
DTECH LABS Inc
Diversified Technology, Inc.
EMW, Inc.
Emerging Markets Communications (EMC)
Forward Slope, Inc
Globecomm Systems Inc.
Harris Corporation - RF Communications Division
Honeywell Technology Solutions Inc.
Hyperion, Inc.
Intelligent Waves LLC
Intelsat General Corporation
K3 Enterprises, Inc.
Lockheed Martin Corporation
ManTech International Corporation
Monteria LLC
Mutual Telecom Services Inc. d/b/a BlackBox Network Services Government Solution
OptiMetrics, Inc.
Pegasus Professional Services LLC
PlanIT Group LLC
Rapiscan Systems, Inc
Raytheon Company Network Centric Systems
SAIC
Satcom Direct Communications, Inc.
Segovia Inc
Spacenet Integrated Government Solutions
Sprint Communications Company, L.P.
TeleCommunication Systems, Inc.
The Boeing Company
The Experts, Inc.
Trace Systems

URS Federal Services International Inc
US International Development Consortium
UltiSat, Inc.
ViaSat, Inc.
Vykin Corporation
World Wide Technology Inc.
XSAT USA
XTec, Incorporated