

**ΑΔΙΑΒΑΘΜΗΤΟ
ΕΠΕΙΓΟΝ****ΕΛΛΗΝΙΚΗ ΔΗΜΟΚΡΑΤΙΑ**
Μόνιμη Αντιπροσωπεία της Ελλάδας
στο ΝΑΤΟΑρμόδιος: **Ασχος (ΜΕ)**
Δημήτριος Παπαδόπουλος
Τηλ.: **+32 2 707 6734**

Βρυξέλλες, 28 Αυγούστου 2017

Α.Π.: 4619**ΠΡΟΣ:** **ΥΠΕΘΑ/ΓΔΑΕΕ/ΔΑΕΤΕ** (μ. ΓΕΕΘΑ)**ΚΟΙΝ.:** **ΥΠΕΞ /Διπλ. Γραφείο Υπουργού – Δ2**
ΓΕΕΘΑ / Γ2 (μ. ΓΕΕΘΑ)
Υπουργείο Ανάπτυξης / Γενική Γραμματεία (μ. η.)
Εμπορίου / Πλ. Κάνιγγος
Υπουργείο Ανάπτυξης / Γενική Γραμματεία (μ. η.)
Βιομηχανίας / Δ/ση Διεθνών Βιομηχανικών
Σχέσεων /Πλ. Κάνιγγος
Τεχνικό Επιμελητήριο Ελλάδος/Δνση Ε (μ. η.)
Επαγγελματικής Δραστηριότητας, Νίκης 4**ΘΕΜΑ:** Distribution of NCI Agency Market Survey Request MS-CO-14634-DSGT: Provide Multiband Deployable Satellite Ground Terminals Pool**ΣΧΕΤ.:** NCIA/ACQ/2017/1816 /19 August 2017

1. Διαβιβάζεται συνημμένα η σχετική, η οποία αποτελεί την πρόσκληση συμμετοχής σε έρευνα της NCI για το αντικείμενο του θέματος.

2. Παρακαλούμε για τις ενέργειές σας, για ενημέρωση και συμμετοχή ελληνικών εταιρειών σε εν λόγω έρευνα.

3. Ως καταληκτική ημερομηνία υποβολής απαντήσεων, ορίζεται η 29^η Σεπτεμβρίου 2017,17:00

Ι.Ω.

ΑΓΓΕΛΕΤΟΣ

N A T O U N C L A S S I F I E D



NCIA/ACQ/2017/1816
19 August 2017

Market Survey - Request for Information
Project "Provide Multiband Deployable Satellite Ground Terminals Pool"
Project Serial Number 2016/OCM03114
Capability Package CP9A0130 "Satellite Communications (SATCOM)
Transmission Services "

NCI Agency Reference: MS-CO-14634-DSGT

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) Deployable Satellite Ground Terminals (DSGT) capable of operating in X-band and military Ka-band.

NCI Agency Point of Contact (POC): Ms. Viktorija NAVIKAITĖ
 E-mail: viktorija.navikaite@ncia.nato.int

To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey
Request for Information MS-CO-14634-DSGT**

1. NCI Agency requests the assistance of the Nations and their Industry to identify potential COTS/GOTS solutions available to meet the NATO requirement to provide a pool of multi-band (X/Ka) Deployable Satellite Ground Terminals (DSGT). This Market Survey is being issued to identify potential solutions and possible suppliers for augmenting and replacing the current NATO inventory of single-band DSGT radios to provide Satellite Communications (SATCOM) connectivity to deployed NATO and Allied Forces.
2. In addition to the firms noted at Annex D of this letter, 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 multi-band DSGT 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
1160 Brussels, Belgium
www.ncia.nato.int

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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-14634-DSGT**, 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 29 September 2017**.
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 Directorate
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. Negative responses shall not prejudice or cause the exclusion of companies from any future procurement that may arise from this Market Survey. 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.

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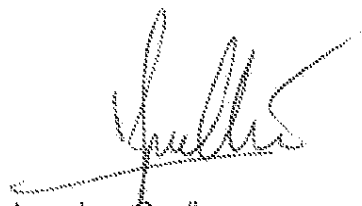
NATO Communications
and Information Agency
Agence OTAN d'information
et de communication
Avenue du Bourget 140
1110 Brussels, Belgium
www.nato.int

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

FOR THE GENERAL MANAGER:



Jean-Luc Guellec
Principal Contracting Officer

Enclosures:

Annex A (Distribution List)

Annex B (Market Survey Request - Summary of Requirements, Project 2016/0CM03114)

Annex C (Market Survey Request - Questionnaire)

Annex D (Market Survey Industrial Recipients)

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ANNEX A to
NCIA/ACQ/2017/1816ANNEX ADistribution List for Market Survey Request for Information
MS-CO-14634-DSGT

Potential Industrial Suppliers 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
Montenegro	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 1Embassies in Brussels (Attn: Commercial Attaché):

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

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Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	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

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ANNEX A to
NCIA/ACQ/2017/1816***Distribution for information (Blind to Potential Industrial Suppliers):*****NATO HQ**

NATO Office of Resources		
Management and Implementation Branch		
Attn: Deputy Branch Chief		1
Director, NATO HQ C3 Staff		
Attn: Executive Co-ordinator		1
SACTREPEUR		
Attn: Investment Assistant		1
SACEUREP		
Attn: Investment Assistant		1

Strategic Commands *(as applicable to funding source)*

SACT	Attn: ACOS C4ISR	1
ACO	Attn: SPT CIS Director	1

NATO Agencies

NSPA	Attn: Communication and Calibration Programme	1
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NCI Agency:

DACQ (Mr. P. Scaruppe through Ms. D. Cani)	1
Deputy DACQ (Ms. A. Szydelko)	1
ACQ PCO (Ms. T. Pezzi)	1
ACQ PCO (Mr. Giacomo Piliago)	1
ACQ Senior Contracting Assistant (Ms. V. Navikaitė)	1
ACQ ILS (Mr. R. Proietto)	1
ACQ Cost Analyst (R. Berghuijs through Kenneth Nelson)	1
CAB Secretary (Ms. M.L. Le Bourlot)	1
Legal Adviser (Ms. S. Rocchi through Mr V. Roobaert)	1
SStrat NLO (Mr. X. Desfougeres)	1
SStrat (Mr. K. Dixon)	1
FMU (Ms. I. Nechelput)	1
DSO (Mr. E. Lesbaupin)	1
NSII SATCOM Service Area Owner (Mr. G. B. Durando)	1
NSII Project Manager (Mr. M. B. S. Pierson)	1
Registry (for distribution)	1

NATEXs

All NATEXs	1 Each
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N A T O U N C L A S S I F I E D

N A T O U N C L A S S I F I E DANNEX B to
NCIA/ACQ/2017/1816**ANNEX B**
Summary of Requirements
Project ID 2016/0CM03114, CP9A0130

NATO requires a pool of sufficient multi-band (X/Ka) Deployable Satellite Ground Terminals (DSGT) to support Deployable Communications Information System (DCIS) requirements across different communities of interest and missions, at locations with less demanding operational and environmental conditions than the larger Transportable Satellite Ground Terminals (TSGT) of NATO's current Satellite Communications (SATCOM) ground segment. In particular, the multi-band DSGT shall provide SATCOM transmission in support of small DCIS Points of Presence (POP) or augment the transmission capabilities provided by TSGT in large DCIS POP. In those roles, these DSGT will replace the current 1st and 2nd generation X-band DSGT (2.4 metres, 200 Watts). As the 3rd generation DSGT in NATO, these terminals will also become the first ever Ka-band capable SATCOM assets available to NATO.

The 3rd generation multi-band DSGT shall:

- Support multi-carrier operation in X-band or military Ka-band;
- Be able to fine-point to and autonomously track a geostationary satellite in both X- and Ka-bands;
- Deliver G/T > 21 dB/K and EIRP > 62 dBW (linear at IP3o >25 dBC) at X-band and at 10° elevation;
- Deliver G/T > 28 dB/K and EIRP > 69 dBW (linear at IP3o >25 dBC) at military Ka-band and at 10° elevation;
- Fulfil the interoperability and performance requirements in MIL-STD-188-164B relevant to X-band and military Ka-band;
- Be transportable in rugged transit cases (2-men lift), which can be palletized for transport in fixed or rotary wing aircrafts or land vehicles;
- Be able to operate in extreme environmental conditions (from -25°C to +55°C);
- Operate with winds loads up to 30 mph without performance degradation;
- Be deployable in less than 30 minutes by two trained operators;
- Allow a configuration change between X- and Ka-band to occur within 30 minutes;
- Interface to the user equipment (Purchaser Furnished Equipment) at IF level (L-band). The external PFE equipment may include the NATO Deployable Baseband Augmentation Capability (DBAC) or the IF (L-band) section of a NATO TSGT. The DBAC essentially consists of a set of modems connected to an external RF head via an IF splitter/combiner.
- Be remotely manageable through a built-in monitoring and control (M&C) capability. The onboard M&C shall be SNMPv3-compatible allowing for the use of any 3rd party software applications to remotely manage the terminal
- Be delivered as Commercial or Government off-the-shelf (COTS/GOTS) to the maximum possible extent, i.e. be able to fulfil the high level specification above with minimal or no Non-Recurring Engineering (NRE) efforts required.

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ANNEX B to
NCIA/ACQ/2017/1816

The key deliverables to be provided through this project are:

- 16 multi-band DSGT in transit cases;
- 2 additional units in support of training as well as reference configuration and testing activities.

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ANNEX C to
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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.

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ANNEX C to
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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 _

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N A T O U N C L A S S I F I E D

**ANNEX D to
NCIA/ACQ/2017/1816**

**ANNEX D
Potential Industrial Suppliers on Distribution
MS-CO-14634-DSGT**

ALBANIA:

TCN shpk

BELGIUM:

Astron N.V.
Brevco Services S.C.S.
Cairtel
Computer Sciences Corporation
Damovo Belgium NV/SA
Gillam-FEI
Newtec Cy N.V.
NextiraOne
Rohde & Schwarz Belgium N.V / S.A.
SAIT
Telindus NV
Thales S.A.
Vitrociset Belgium

BULGARIA:

CANADA:

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

CROATIA:

CROATEL

CZECH REPUBLIC:

SITEL, spol. s r.o.
Techniserv, s.r.o.

DENMARK:

Ebicon ApS
SAAB Danmark A/S

ESTONIA:

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**ANNEX D to
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FRANCE:

ASTRIUM SAS
Actia Telecom
Airbus Defence and Space SAS
Collecte Localisation Satellites
Eutelsat SA
INEO Defense
METRACOM
Orange Business Services
S.I.T. SA
Thales Communications & Security

GERMANY:

CESTRON International GmbH
CETel GmbH
IABG mbH
KB Impuls Service GmbH
Lambda-Space GmbH
Media Broadcast
ND SatCom GmbH
OHB-System AG
ROMOLD GmbH
Rohde & Schwarz GmbH & Co. KG
Selex Communications GmbH
Signalhorn Trusted Networks GmbH
T-Systems International GmbH
Thales Electronic Systems GmbH
TriaGnoSys GmbH
Vertex Antennentechnik GmbH
XORTEC GmbH
steep GmbH (former Serco GmbH)

GREECE:

HUNGARY:

Fercom Ltd.

ICELAND:

ITALY:

ITEL SRL
Leonardo (former Finmeccanica SpA)
NA.EL. SRL
Page Europa S.r.L.
Vitrociset S.p.A.

LATVIA:

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ANNEX D to
NCIA/ACQ/2017/1816

LITHUANIA:

LUXEMBOURG:

LuxSpace
SES ASTRA S.A.
SES TechCom S.A

MONTENEGRO:

NETHERLANDS:

Carrier to Carrier Telecom B.V.
Castor Networks B.V.
Divitel B.V.
Gannexion B.V.
Network Innovations B.V.
Sectra Communications BV
SurCom International BV
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
Ceragon Networks AS (ex Nera Networks)
Datamatrix A.S

POLAND:

Enamor Sp. z.o.o
KenBIT Koenig i Wspolnicy Sp. j.
MAW Telecom Intl SA
Newind sp. z o.o.
Siltec Sp. z.o.o.
TTcomm S.A.
Zbar Phu Mariusz Popenda

PORTUGAL:

VIATEL - TECNOLOGIA DE COMUNICAÇÕES S.A

ROMANIA:

SLOVAKIA:

Aliter Technologies a.s

SLOVENIA:

N A T O U N C L A S S I F I E D

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**ANNEX D to
NCIA/ACQ/2017/1816**

SPAIN:

CARBURES DEFENSE SAU
Distecable S.L.
IBETOR s.l.
INDRA Espacio S.A.

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
Suta Insaat ve Muhendislik Sirketi

THE UNITED KINGDOM:

Airbus DS Limited
Audax
Avanti Communications Group plc
BT Global Services
Cobham Surveillance
General Dynamics United Kingdom Limited
GigaSat Limited
Info-Assure LTD.
Microwave Radio Communications
Northrop Grumman Mission Systems EuropeLtd.
O3b Limited
Rockwell Collins (UK) Ltd.
Sematron UK Ltd
Spectra Group (UK) Ltd
Systemware Europe Ltd
Thales UK Limited
Ultra Electronics CIS Ltd.
Vislink International Limited
e2E Services Ltd

THE UNITED STATES OF AMERICA:

ADCI of Delaware, LLC
Airbus DS Government Solutions, Inc.
ALTIMA GROUP INTERNATIONAL, INC. (AGI)
AS GLOBAL
ASC Signal Corporation
AT&T Government Solutions, Inc.
Applied Coherent Technology Corp.
AvL TECHNOLOGIES
BAE Systems Information Solutions Inc.
CapRock UK Limited
Communications Systems, a Division of ITT Corporation USA

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**ANNEX D to
NCIA/ACQ/2017/1816**

DataPath Inc.
Digisat International Inc.
DRS Technical Services, Inc.
Diversified Technology, Inc.
EMW, Inc.
Emerging Markets Communications (EMC)
Forward Slope, Inc
General Dynamics Information Technology
Global Communications Solutions Inc
Global SATCOM Technology, Inc.
Globecomm Systems Inc.
Honeywell Technology Solutions Inc.
Hyperion, Inc.
Intelligent Waves LLC
Intelsat General Corporation
LTI DataCom Inc.
Lockheed Martin Corporation
L3-COMMUNICATIONS GSES
ManTech International Corporation
PATRIOT ANTENNA SYSTEMS
Pegasus Professional Services LLC
PlanIT Group LLC
Raytheon CompanyNetwork Centric Systems
Segovia Inc
Spacenet Integrated Government Solutions
Sprint Communications Company, L.P.
Tactical & Survival Specialties Inc.
TeleCommunication Systems, Inc.
The Experts, Inc.
Trace Systems
UXB Defense, Inc
UltiSat, Inc.
ViaSat, Inc.
Vykin Corporation