



NCIA/ACQ/2018/1170  
17 May 2018

## Market Survey - Request for Additional Information

**Project “Contractor Logistic Support (CLS) for NATO Satellite Communications (SATCOM) Electronic Protective Measures (EPM) Modem System (NATO-EMS)”**

**NCI Agency Reference: MS-CO-14782-EMS**

NCI Agency is seeking information from Nations and their Industry regarding the availability of providers that are able to meet NATO’s requirements related to specific Contractor Logistics Support (CLS) services.

**NCI Agency Points of Contact**  
**Principal Contracting Officer (PCO) Mrs. Tiziana Pezzi**  
**Action Officer: Mr. Werner Goos**

E-mail: [werner.goos@ncia.nato.int](mailto:werner.goos@ncia.nato.int)

To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey**  
**Request for Information MS-CO-14782-EMS**

1. NCI Agency requests the assistance of the Nations and their Industry to identify providers that are able to meet NATO’s requirements related to Contractor Logistics Support (CLS) services for NATO Satellite Communications (SATCOM) Electronic Protective Measures (EPM) Modem System (NATO-EMS). This Market Survey is being issued to identify possible service suppliers and to identify any limitations or conditions that may need to be met before potential suppliers are able to submit bids for services in this area.



NATO Communications  
and Information Agency  
Agence OTAN d’information  
et de communication  
Avenue du Bourget 140  
1140 Brussels, Belgium  
[www.ncia.nato.int](http://www.ncia.nato.int)

2. A summary of the requirements is set forth in the Annex B attached hereto. 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.
3. The NCI Agency reference for this Market Survey Request is **MS-CO-14782-EMS**, and all correspondence and submissions concerning this matter should reference this number.
4. In addition to the firms noted in Annex D of this letter (who are current holders of Basic Ordering Agreements (BOA) with the NCI Agency), the NCI Agency requests the broadest possible dissemination by Nations of this Market Survey Request to their qualified and interested industrial base.
5. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the staff indicated at Paragraph 8 of this Market Survey Request). Respondents are invited to carefully review the requirements in Annex B.
6. 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.
7. Responses are due back to the NCI Agency no later than **17:00 Brussels time 18 June 2018**.
8. Please send all responses either via post or email to the following NCI Agency Action Officer:  
  
To Attention of: Mr Werner GOOS  
  
Postal address: NCI Agency  
Acquisition Directorate  
Boulevard Leopold III  
B-1110 Brussels  
Belgium  
  
E-mail: werner.goos@ncia.nato.int
9. 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 and are requested not to contact directly any NCI Agency staff other than the POC identified above in Paragraph 8.



10. 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.

11. 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.

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

FOR THE DIRECTOR ACQUISITION:



Tiziana Pezzi  
Principal Contracting Officer

Enclosures:

Annex A (Distribution List)

Annex B (Market Survey Request - Summary of Requirements)

Annex C (Market Survey Request - Questionnaire)

Annex D (Potential Industrial Suppliers, NCI Agency Basic Ordering Agreement (BOA) Holders on Distribution)

**ANNEX A**  
**Distribution List for Market Survey Request for Information**  
**MS-CO-14782-EMS**

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
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** 1

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

Albania	1
Belgium	1

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

ANNEX A to  
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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

***Distribution for information (Blind to Potential Industrial Suppliers):***

**NATO International Staff**

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: Infrastructure Assistant	1

**Strategic Commands** *(as applicable to funding source)*

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

**NCI Agency:**

ACQ Chief of Contracts (Mr A. Courtois)	1
ACQ Principal Contracting Officer (Mrs. T. Pezzi)	1
ACQ Contractor (Mr W. Goos)	1
Legal Adviser (Mrs. S. Rocchi via Mr. Vincent Roobaert)	1
COO Service Strategy (Mr. Bart van Miert)	1
ILS (Mr. H. Mueller-Nordmann)	1
NSII SL Chief (Mr. A. Calderon)	1
NSII SATCOM Area Owner (Mr. G. Battista Durando)	1
NSII SATCOM Delivery Manager (Mr. R. Griffiths)	1
Registry (for distribution)	1

**NATEXs**

All NATEXs	1
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## **ANNEX B**

### **Summary of Requirements**

The requirement is to provide Contractor Logistic Support (CLS) for the NATO Satellite Communications (SATCOM) Electronic Protective Measures (EPM) Modem System (NATO-EMS). This system has been manufactured by Thales Communications & Security and has been customised for NATO. The CLS is for both Hardware (HW) and Software (SW). The CLS period will cover one calendar year, 1 January to 31 December 2019, with options to extend for a further four years.

NATO-EMS consists primarily of 2 variants of modems:

- 8U EMS Modem Rack Assembly , each supporting up to 6 duplex circuits with serial digital interface, (one circuit requiring one channel unit)
- 1U chassis, also called EMSe modem, each supporting either one duplex serial link in circuit mode, or point-multipoint links (1 transmit and 4 receive channels per EMSe modem) using Ethernet interface in IP mode.

The 8U EMS Modem Rack and the 1U EMSe are interoperable in the circuit mode.

All EMS modems are using Frequency Hopping Waveforms defined in STANAGs 4606 Edition 3.

These provide the Super High Frequency (SHF) Anti-Jam (AJ) SATCOM Network Modem capability within NATO SATCOM. It is used at four Satellite Ground Terminals (SGT) of the NATO static environment and in 30 deployable units – Transportable Satellite Ground Terminals (TSGT).

Control, configuration and cryptographic key generation software run on workstations and laptops running MS Windows 7, associated to the Modems

The requested CLS support and maintenance activities consist of the following:

1. Hardware support – 3<sup>rd</sup>/4<sup>th</sup> line repair or replacement of faulty modules.
2. Software Support – this consists of troubleshooting, helpdesk (during working hours), implementation of SW patches and updates. Contractor will supply patches for all third party SW. Upgrades will be subject to a separate purchase order (PO).
3. Configuration Management (CM) including Obsolescence Management (OM)

4. On-Site Intervention - Contractor should have the ability to perform on-site interventions and repairs on an occasional basis at the system locations, all based within European NATO countries. Personnel will require a NATO security clearance.
  
5. One training course per year is required at each of these four levels: engineer; technician; operator; crypto production. Training courses should cover operation and maintenance of the two variants of modems.



**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) products.
- 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.

**Questions**

1. Do you currently have any support agreement in place with Thales in relation to the EPM Modem System or to their their generic “Modem 21” product line, including Hardware and Software support as described in Annex B?

2. Are your Engineering and Technical practices compliant and certified by DGA (Direction Générale de L'Armement - France)?

3. Do you have the facilities to run a call centre to provide engineering and technical support during standard business working hours?

4. Do you have experience supporting Cisco- and Microsoft-based systems?

5. What type of related professional certifications do your engineers and technicians have?

6. Do you have the ability to perform on-site interventions and repairs, on an occasional basis, within NATO countries?

7. Please state the Rough Order of Magnitude (ROM) for delivery of CLS services based on the requirements described in Annex B, and 30 equipment repairs per year. Include: all assumptions the estimate is based upon; what is included; what is excluded.

Option	ROM Value
1	
2	
3	
4	
5	
6	
7	

<p><b>Continuation Sheet</b></p> <p>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.</p>	<p>Page</p> <p>— Of</p> <p>—</p>

Annex D

Potential Industry Responders

<i>Country</i>	<i>Vendor</i>
<b>ALBANIA</b>	TCN shpk
<b>BELGIUM</b>	ATOS Akacio - Louis & Associates s.a.r.l Astron N.V. Brevco Services S.C.S. Computer Sciences Corporation ComputerLand S.L.M. S.A. Dell Dimension Data Belgium Getronics Belgium SA/NV Hewlett Packard Belgium Prodata Systems RealDolmen NV SAIT Server Storage Solutions (S3S) Simac ICT Belgium Telindus NV Thales S.A. UNIFY COMMUNICATIONS Van Roey Automation NV Verizon Terremark NV
<b>BULGARIA</b>	Lirex BG Ltd
<b>CANADA</b>	Network Innovations Inc. Norsat International Inc.
<b>CROATIA</b>	CROZ d.o.o. za informaticku djelatnost CS Computer Systems Ltd IN2 Information Engineering Ltd. KING ICT d.o.o
<b>CZECH REPUBLIC</b>	SITEL, spol. s r.o.
<b>DENMARK</b>	Danoffice ApS
<b>FRANCE</b>	Airbus Defence and Space SAS
<b>GERMANY</b>	CGI (Germany) Gmbh &Co.KG CONET Solutions GmbH Cognizant Consulting and Services GmbH FREQUENTIS Deutschland GmbH GBS TEMPEST & Service GmbH GTSI Corp. T-Systems International GmbH XORTEC GmbH



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## Annex D

<i>Country</i>	<i>Vendor</i>
<b>GERMANY</b>	
<b>GREECE</b>	Cosmos Business Systems S.A. European Dynamics SA Info-Quest SA PC SYSTEMS S.A.
<b>HUNGARY</b>	S&T Consulting Hungary Ltd.
<b>ITALY</b>	Italtel NA.EL. SRL SMS Engineering srl Vitrociset S.p.A.
<b>LATVIA</b>	Datakom LTD SIA Fima
<b>LITHUANIA</b>	Blue Bridge
<b>NETHERLANDS</b>	Global Crossing OSPL Nederland BV ROHDE & SCHWARZ BENELUX BV UNI Business Centre BV
<b>NORWAY</b>	3D perception AS Airbus Defence and Space AS previously Astrium Services Enterprises Atea Norge AS Evry Umoe IKT
<b>POLAND</b>	Asseco Poland S.A Decsoft S.A. Instytut Techniczny Wojsk Lotniczych Newind sp. z o.o. Produx S.A. QUMAK S.A. (joint-stock company) Solidex S.A. Zbar Phu Mariusz Popenda
<b>ROMANIA</b>	Romsys SRL UTI Grup S.A.
<b>SLOVAKIA</b>	Aliter Technologies a.s
<b>SPAIN</b>	Alma Technologies s.a. Indra Sistemas S.A. Informática El Corte Ingles (IECISA)



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## Annex D

<i>Country</i>	<i>Vendor</i>
<b>TURKEY</b>	E+M Elektrik Sistem Hizmetleri Ltd. Sti. Kuanta Insaat Taahhut Elektronik Turizm Suta Insaat ve Muhendislik Sirketi
<b>UNITED KINGDOM</b>	Airbus DS Limited Audax Fujitsu Info-Assure LTD. Integrated Network Hardware Secure Systems & Technologies Ltd. (SST)
<b>UNITED STATES</b>	AATD, LLC ALTIMA GROUP INTERNATIONAL, INC. (AGI) AS GLOBAL AT&T Government Solutions, Inc. Accelera Solutions, Inc. Affigent, LLC BAE Systems Information Solutions Inc. DRS Technical Services, Inc. EMW, Inc. Honeywell Technology Solutions Inc. Intelligent Waves LLC K3 Enterprises, Inc. L-3 National Security Solutions, Inc. LEIDOS Inc ManTech International Corporation Pifinity, Inc. DBA StorageHawk PlanIT Group LLC SAIC Spacenet Integrated Government Solutions URS Federal Services International Inc UXB Defense, Inc Vykin Corporation World Wide Technology Inc.
<b>Total :</b>	<b>106</b>

