



Doing Business with NCI Agency

Alain Courtois
Chief of Contracts, Acquisition Directorate

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BENLUX Industry Day 15/03/2019

26/03/2019 V.1.0

Presentation Outline

1. Introduction to NCI Agency
2. Introduction to the NATO Procurement Process
3. NCI Agency Procurement Procedures
 - Focus on Basic Ordering Agreements (BOA)
 - Practical Tips

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NCI Agency


1. Introduction to NCI Agency

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NCI Agency Mission
Lead NATO's Digital Endeavour

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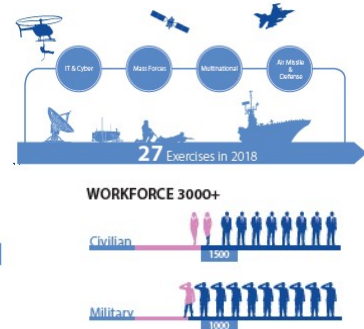
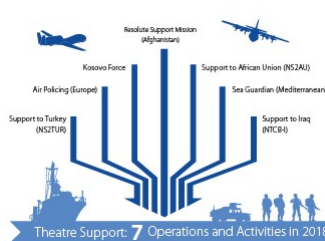
What we do

- Develop digital solutions and critical C4ISR capabilities
- Connect NATO, Nations & Forces
- Develop, operate & defend NATO networks – at forefront of Cyber Security
- Provide rapid and direct support to operations and exercises
- Support Air and Ballistic Missile Defence
- Deliver Training and other Services

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NCI Agency

- We are NATO's technology and cyber leaders.
- We help NATO Nations communicate and work together in smarter ways.
- Our solutions underpin NATO's ability to perform Article IV (consultation) and Article V (command and control).



Leadership - Executive Management



Mr Kevin J. Scheid
General Manager

**Rear Admiral Dr
Thomas Daum**
Chief of Staff



Timothy Murphy
Acting Director
Service Operations



Mr Rui Silva
Acting Financial
Controller



Mr Ludwig Decamps
Chief Operating Office



Mr Michael Stoltz
Director
Air and Missile Defence
Command and Control



**Colonel
Joyce M. LuGrain**
Head of Executive
Management



Mr Brian Christiansen
Acting Director
Service Strategy



Mrs Simona Rocchi
Legal Adviser and
Acting Director
Acquisition



**Sergeant Major
Timothy Erskine**
Senior Enlisted Advisor



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Acquisition Directorate

The mission of Acquisition Directorate is to:

- Develop procurement policies and strategies and acquire by contract supplies and services by and for the use of NATO, NATO Member Nations or other nations and entities as may be approved by the NAC
- Oversee all logistical matters relating to Supportability and Civil Engineering, Integrated Logistics Support (ILS) policy, procedures and requirements
- Oversee all costing and pricing matters relating to Cost Estimate, Analysis and Negotiation Support, cost policy, procedures and requirements

Contribute to NATO success by providing acquisition services to the Alliance, national and multinational customers.

Your POC for additional questions:

Alain COURTOIS

Chief of Contracts
alain.courtois@ncia.nato.int

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NCI Agency essentials: Acquisition key roles

1



2

Off the shelf
acquisition of
communication and
information
technology products
and services

3



Each year, contracts of the average volume of 600+MEUR awarded across NATO and (multi)national budgets

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Acquisition Directorate On going initiatives

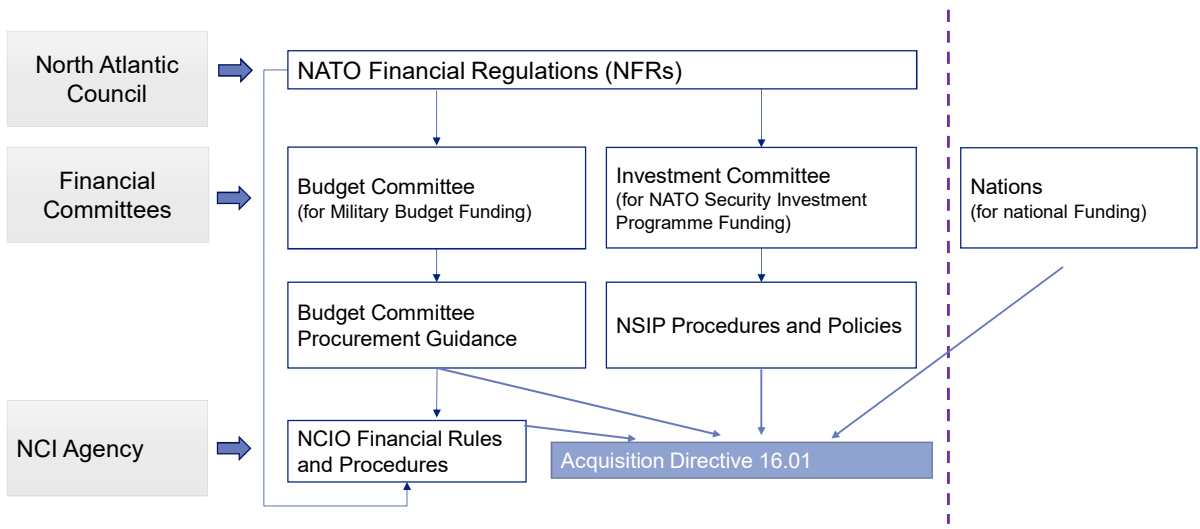
The Acquisition Directorate is involved in several initiatives to provide necessary level of flexibility and innovation to enable adequate NATO response to the diversified security challenges:

- Active participation to the revision of the Best Value ICB (IC)
- Active participation in supporting the projects using Agile methodology
- Implementation of the EBA Release 2 – E-procurement
- Not-For-Profit Framework
- BOA Programme Uplift

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2. Introduction to the NATO Procurement Process

Governing Rules And Procedures



Participation In Competitions NATO Financial Regulations For International Bidding



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Participation in Competitions Procurement Authorization Process



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Participation in Competitions Eligibility for Industries

Notification of Intent (NOI)

Nations nominate companies to NCI Agency



REGISTRATION



Case by Case

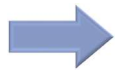


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Applicable Procurement Strategies

International Competitive Bid (ICB)



- Standard Procedure (Lowest Price, Technically Compliant)
- Alternative: Best Value
- Governed by AC/4-D/2261 (NSIP) or NATO Financial Rules (NFR) (BC)
- Bidders nominated by Nations

Basic Ordering Agreement (PLUS)



- Accelerated Procedure
- Applicable to COTS Supplies and Services
- Bidders are limited to Firms holding BOA with NCI
- PLUS: + nominations by Nations

Informal Bidding (Sole Source, 3 Tender, 5 Tender)



- Accelerated Procedure
- Applicable to COTS Supplies and Services
- Governed by NATO Financial Regulation

Allied Operations and Missions (AOM)



- Accelerated Procedure
- Applicable to Contracts supporting deployed NATO Forces (ISAF/KFOR)
- May be ICB, BOA or Combination (BOA+)

NSIP	BC/TP
✓	✓
✓	✓
not used	✓
✓	✓

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Applicable Procurement Thresholds

EFL Thresholds	Authorised Procurement Venue	Bidding Requirement	Deviation Approval Authority per Funding	
			MB	NSIP
< €500	Petty Cash	Single Source	DACQ	IC
< €3K	Purchase Cards			
< €20K	Simplified Orders * Advertising not required			
≥ €20K < €40K	Simplified Orders Fast Track SS Advertised when practical on Agency Website	3 Tender	DACQ	IC
≥ €40K < €160K	Simplified Orders Fast Track SS Advertised when practical on Agency Website	5 Tender		
> €160K	ICB Advertised on Agency Website	Formal Procurement (BOA, Full ICB, AOM) Full and Open Competition		
> €800K	ICB Advertised on Agency Website		BC	

* Purchase Orders, BPAs, CPAs

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3. NCI Agency Procurement Procedures:

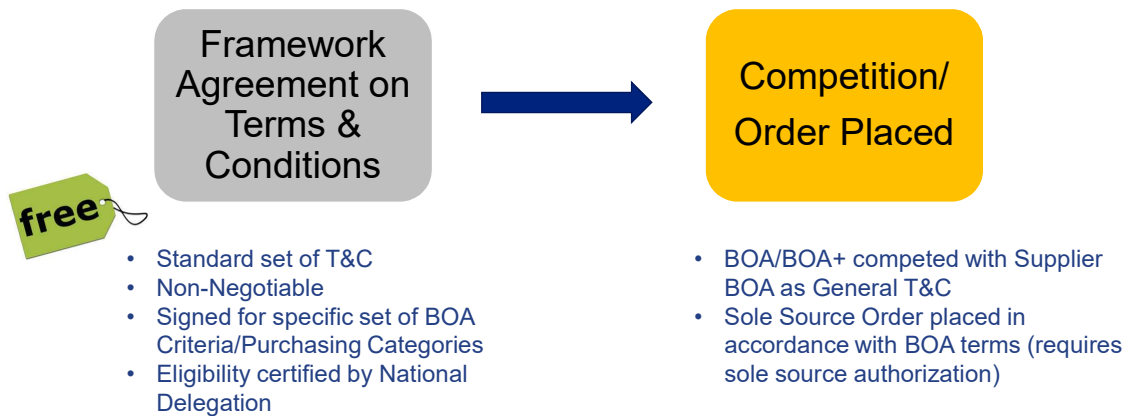
- Focus on Basic Ordering Agreements (BOA)
- Practical Tips

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BOA Programme - What is a BOA?

2-Step Process:



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BOA Programme Uplift

- Objectives
 - Bring Programme and Procedures to date with modern C4ISR acquisitions
 - Minimise administrative workload for national Industries
 - Increase overall relevance and usefulness of the Programme for the Alliance
- Status
 - Change proposals identified through lessons learned accumulated over more than 15 years of use, presented to nations at the Investment Committee (IC) early 2018
 - Under revision by the IC Secretariat

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How to Register for a BOA



- Visit NCI Agency Website for information on the Programme
 - Contact BOA Team (boa@ncia.nato.int) and [complete application package](#)
 - Certificate of Eligibility requested by NCI Agency Staff
 - Accept the General Conditions and Terms of the Programme

- Participate to BOA solicitations
 - Automatic inclusion into BOA and BOA+ Bidders Lists depending on BOA Criteria/Purchase Categories selected
 - Can be used for sole source requests

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BOA Programme - Agency website

NATO Communications and Information Agency

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Basic Ordering Agreement Orders (BOA)

NCI Agency Basic Ordering Agreements - BOAs - are acquisition instruments negotiated between suppliers of products and services and the NCI Agency on behalf of NATO in accordance with the referential NATO guidelines, and procedures.

A BOA is defined as a two-stage contracting procedure whereby a framework contract, specifying all basic contract provisions, including the pricing methodology, is negotiated and placed with a potential supplier for a specified range of goods and services against which retail quantities can be ordered, on a competitive basis, at a later stage.

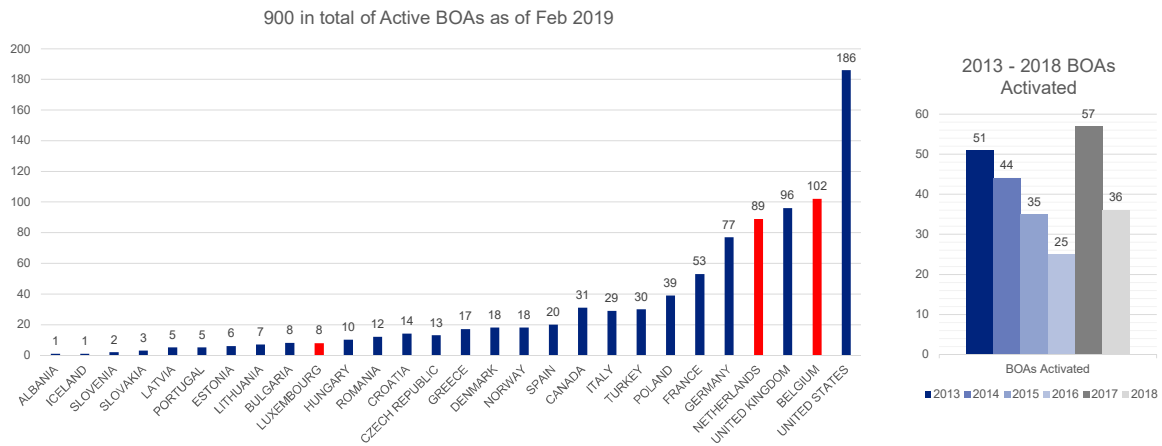
The aim of this procurement procedure is to provide Host Nations with an accelerated and cost-effective acquisition method for Commercial-Off-The-Shelf (COTS) products and services, respecting the principle of non-discrimination- and fostering an environment conducive to maximising the participation of qualified firms.

A list of product and service categories (BOA Bidders List Criteria) considered for BOA application, based upon the United Nations Standard Listing of products and service categories, is available for download. The list will be updated by the Agency on a regular basis. Wherever possible, the Agency will have more than one BOA in place for each product.

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Active BOAs



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3. NCI Agency Procurement Procedures:

- Basic Ordering Agreements (BOA)
- **Practical Tips**

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Stay in Touch

- Opportunities are advertised:
 - NCI Agency portal <https://www.ncia.nato.int/Industry/Pages/Home.aspx>
 - Twitter account [@NCIAAcquisition](https://twitter.com/NCIAAcquisition) 
 - Distribution to NATO National Delegations and Embassies to Belgium
- For ICB or AOM solicitations Bidders are nominated by their national authorities
- For BOA competitions BOA Holders are added to the bidders list by NCI Agency Contracting Officer in charge
- Bidding documents are issued to nominated/BOA companies
- Awards for contracts above 100KEUR are reported on the NCI Agency portal <https://www.ncia.nato.int/Industry/Pages/NCI-Agency-Procurement.aspx>

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24 October 2017

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Getting Started

- Manage level of ambition
- Think long-term
- Team with others
- Get on the bidder's list
- Know your National delegation team (incl. NATEX to NCIA)

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A unique platform:

- Keynotes and tech discussion
- Business opportunities
- Small business mentoring
- B2B speed dating
- Innovation challenge
- Tech exhibition

NITEC:19
OSLO
20-22 May 2019
www.nitec19.com

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THANK YOU

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 Alain.courtois@ncia.nato.int

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Business Opportunities (NITEC 2018)

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NATO Joint Targeting System*

- Provide Joint Targeting capabilities to replace the existing JTS and FAST (Time-Sensitive Targeting) prototypes to support NATO's Joint Targeting Cycle
- Use Service Oriented Architecture and web based solution
- Reuse of NATO C4ISR Visualization component

*Previously known as Combined Joint Operations FS Inc.1



POC: Mr Michel Fortier

Value: €8M

Timeline: IFB 1Q 2019, CAW 1Q 2020

Contracting Officer: Gael Craver

Email: gael.craver@ncia.nato.int



NATO Common Operational Picture (NCOP) Increment 2

- Extends COP functionality provided under Increment 1, FOC in 2015:
 - New functionality; Cross-domain Information Exchange, Strategic Situational Awareness, Time Dimension, Analysis and Statistics and Enhanced Visualization
- Technological refresh and new deployment locations
- Integrate BMD-relevant data sources and information products to provide situational awareness of ballistic missile threats and operations to command staffs at all levels



POC: David Dufour

Value: €20M

Timeline: IFB 4Q 2019, CAW 4Q 2020

Contracting Officer: Gael Craver

Email: gael.craver@ncia.nato.int



Chemical, Biological, Radiological and Nuclear (CBRN) Functional Services

- Replace and add new functionality to legacy disconnected CBRN analysis and hazard prediction and assessment tools
- Collate information and assess threats and risks
- Provide C2 of CBRN units and assets and incident reporting
- Predict and manage hazards, identify and warn forces at risk and provide CBRN contribution to Community of Practice
- On-going Bi-SC requirements review projected to be finalized by mid-2018



POC: Andre Regtien

Value: €9M

Timeline: IFB 4Q 2019, CAW 4Q 2020

Contracting Officer: Gael Craver

Email: gael.craver@ncia.nato.int



NATO CIS School (NCISS) Cyber Lab

- Uplift the IT technology of the NCISS Cyber Lab
- High level of automation, virtualization and integration with Agency's advanced Learning Management System (LMS) are key aspects
- Immersive individual and team cyber training
- To be deployed in NCI Academy, Oeiras, Portugal
- Part of the NATO Cyber Range;
 - Cyber Lab focus is on NATO specific Cyber Defence Individual & Team Training



POC: Andre Regtien

Value: €4M

Timeline: IFB 2Q19, CAW 4Q19

Contracting Officer: Gael Craver

Email: gael.craver@ncia.nato.int





NATO CIS School (NCISS) Relocation

- Relocate NCISS from Italy to Portugal
 - School CIS Training infrastructure
 - Planned 2Q 2019
- Projects:
 - Relocation of Polycom VMR under Basic Ordering Agreement
 - Relocation of SGS SATCOM under Basic Ordering Agreement

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POC: Garry Hargreaves

Value: €0.8M

Timeline: IFB 4Q18, CAW 2Q2019

Contracting Officer: Alain Courtois

Email: alain.courtois@ncia.nato.int



ETEE FS BMD Increment 1

- Education, Training, Exercises and Evaluation (ETEE) in the area of Ballistic Missile Defence (BMD)
- Plan, prepare, conduct and analyse BMD exercises
- Documents, training objectives, scenarios, observations, lessons identified.
- Expand and adapt existing NATO suite of ETEE applications

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POC: Serge Potier

Value: €9.6M

Timeline: 2FB 1Q20, CAW 2Q21

Contracting Officer: Gael Craver

Email: gael.craver@ncia.nato.int



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Logistics Functional Services

- Transform NATO's digital service offerings to its Logistics, Medical, Military Engineering and Finance communities
- COTS and bespoke Software for 20+ Capability Areas
- End users include Commands / Force HQs, Nations, Centres of Excellence and NATO Missions
- Agile development and candidate for using *NCIA DevTest pilot – 'Software Factory'* (separate breakout briefings)



POC: Mr William Niekirk

Value: 10 ME (initial contract)

Timeline: 2019-2020

Contracting Officer: Mr Gael Craver

Email: gael.craver@ncia.nato.int



Enterprise Business Applications

- Already under Contract or with constrained procurement authorization:
 - Agency Internals -> Customer Funding Core Capability
 - Procurement Suite
 - Advanced HR
- Project:
 - To deliver "State of the Art" Software Support Tools for Portfolio, Programme, Project/Service and Resource Management



POC: Mr Franco Fiore

Value: €5M

Timeline: 2019

Contracting Officer: Mr Gael Craver

Email: gael.craver@ncia.nato.int





New NATO Messaging Services

- Replace the legacy formal military messaging capability
- Adopt solution already in operation
- Centralised capability (3 data centres, 1 enhanced node)
- Gateways
 - ACP127: telex-based messaging
 - ACP145 (option): interim implementation for STANAG4406-based systems
 - SMTP (option): standard email.



POC: Cedric Salson

Value: €17.4M

Timeline: IFB 2Q18, CAW 4Q19

Contracting Officer: Giacomo Piliego

Email: giacomo.piliego@ncia.nato.int



Service Oriented Architecture and Identity Management Platform

- Provide coherent platform to build and integrate NATO systems
- Standards based approach: services and interfaces using open standards and Service Interface Profiles
- Build on NATO Enterprise Directory and Develop an initial Identity Management service
- Service discovery, Information assurance, Messaging, Mediation, Orchestration and choreography, Metadata repository, Information Access and Information Discovery



POC: Cedric Salson

Value: €30.4M

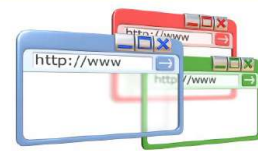
Timeline: IFB released 2Q18,
CAW 4Q19

Contracting Officer: Giacomo Piliego

Email: giacomo.piliego@ncia.nato.int

Information and Administration Services / Upgrade Information Portal Services

- Proliferate Electronic Document Management System, Tasker Tracker+, and NATO Information Portal services on Protected Business Network
- Enhance content management and enterprise-wide search services
- Implement Built-on capability
- Leveraging new technical environment, NATO's IT Modernization



POC: Cedric Salson

Value: €16.3M

Timeline: RFQ 1Q19, CAW 2Q20

Contracting Officer: Giacomo Piliego

Email: giacomo.piliego@ncia.nato.int

Information Exchange Services

- Industrialisation of extant prototype secure gateways
- Interconnection between NATO Secret CIS and NATO-led 'Mission' Secret CIS (authorized)
- Information exchange with non-NATO organizations (to follow)



POC: Cedric Salson

Value: €9.6M

Timeline: IFB 4Q18, CAW 2Q20

Contracting Officer: Giacomo Piliego

Email: giacomo.piliego@ncia.nato.int



CD Services Capability Package (CP) 120



- Business opportunities: €70M
- Two main areas:
 - Area A: CIS Security Technology Refresh (€50M)
 - Refresh and optimization of ageing technology and services
 - Area B: CIS Security Enhancements (€20M)
 - Enhancement in three specific areas
- First IFBs to be released in 2019



POC: Ian West

Value: €70M

Timeline: 2020-2023

Contracting Officer: Ms Rebecca Benson

Email: rebecca.benson@ncia.nato.int



CIS Security Cryptographic Svcs CP 122



- Business opportunities: €110M
- Main areas of interest:
 - High-speed network encryptors (€45M)
 - Secure Voice capability (€26M)
 - Secure Tactical Radios (€17M)
 - Key and Certificate Management (€22M)
- First IFBs to be released in 2019



POC: Ian West

Value: >€110 M

Timeline: 2019-2022

Contracting Officer: Ms Rebecca Benson

Email: rebecca.benson@ncia.nato.int





Professional Services Support



- Individual skills: short notice, short term reinforcement areas:
(mainly via existing SSC prime contracts)
 - Cyber-aware project management
 - Penetration testing
 - Cyber event incident handling
 - Boundary/Firewall configuration design and maintenance
 - CIS security architecture
 - CIS security accreditation, audits and reporting



Voice Communication Equipment Addendum 2



- Procurement of Voice Communication Systems
 - Ground-Air
 - Ground-Ground
 - VoIP
 - Secure / non-secure
- Interface with Air Command and Control System ACCS
- For deployment in Albania, Croatia, Slovakia and Slovenia



POC: Dr Tibor Papp

Value: €20M

Timeline: IFB 4Q 2019, CA 4Q 2020

Contracting Officer: Mr. Philip Chulick

Email: philip.chulick@ncia.nato.int





ACCS Communications Security Secure Recognized Air Picture

- Provision of Boundary Protection Devices for secure Recognized Air Picture dissemination across 51 NATO Integrated Air and Missile Defence System sites
- Procurement through Basic Ordering Agreement



POC: Mrs Sara González

Value: €1M

Timeline: RFQ 4Q 2018, CA 1Q 2019

Contracting Officer: Mr. Philip Chulick

Email: philip.chulick@ncia.nato.int



ACCS Communications Security Boundary Protection Devices

- Provision and deployment of Boundary Protection Devices, as developed by NCI Agency, for ACCS sites for:
 - Air Traffic Control (ATC) Gateway
 - Civilian ATC sensors
 - Military sensors
 - World Meteorological Organization interfaces



POC: Mr. Christos Tzoumkas

Value: €9M

Timeline: RFQ 4Q 2018, CA 1Q 2019

Contracting Officer: Mr. Philip Chulick

Email: philip.chulick@ncia.nato.int





Monitor and Manage Multiple Link16 Networks

- ACCS core software adaptation for NATO Command Structure (NCS)
- Enhancement of ACCS to provide capability to monitor and manage multiple Link16 networks

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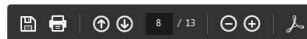
POC: Mr. François Bocle

Value: €10M

Timeline: IFB Q42019, CA 4Q 2020

Contracting Officer: Mr. Philip Chulick

Email: philip.chulick@ncia.nato.int



Move of NATO ACCS Maintenance Facility

- Move the NATO ACCS Maintenance Facility from Glons to The Hague
 - Provide a move plan to minimise the service disruptions
 - Survey departing and receiving sites
 - Reinstall at final location
 - Support to testing at system level
- Move currently planned beginning 2019

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POC: Dr. Antonio Munaretto

Value: €1M

Timeline: IFB 3Q 2018, CA 1Q 2019

Contracting Officer: Mr. Philip Chulick

Email: philip.chulick@ncia.nato.int





AirC2IS Increment 2 Revised

- Implement the next increment of Air Command and Control Information Systems addressing:
 - Airspace Management
 - Command and Control Resource Management
 - Integrated Air & Missile Defence Planning
 - Air Mission Planning & Tasking
 - Air and Theatre/BMD Monitoring
 - Theatre/BMD Planning
 - ORBAT and Air Resource Management

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POC: Ms Gina Venezia

Value: €41M

Timeline: IFB Q3 2019, CA 3Q 2020

Contracting Officer: Mr. Philip Chulick

Email: philip.chulick@ncia.nato.int



ACCS BMD Increment 1

- ACCS adaptations for territorial Missile Defence and to integrate upper layer Weapon Systems, in the areas of BMD:
 - Tasking
 - Engagement
 - Surveillance
 - Training

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POC: Ms Margaret Lovgren

Value: €160M

Timeline: IFB Q4 2019, CA 4Q 2020

Contracting Officer: Mr. Bill Maley

Email: bill.maley@ncia.nato.int





NATO Response Force Counter IED Capability

- Jammers against Radio Controlled IEDs (RC-IED) in support of NRF Deployable Headquarter Camp
- Provision of vehicular and static ECM systems against RC-IEDs
- Integration of the vehicular ECM systems into purchaser provided armoured vehicles, installation of antenna suites and control units, overall system testing and verification, training, and logistics support packages

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POC: Mr Cristian Coman

Value: €2M

Timeline: IFB 3Q18, CAW 3Q19

Contracting Officer:

Mr JeanLuc Guellec

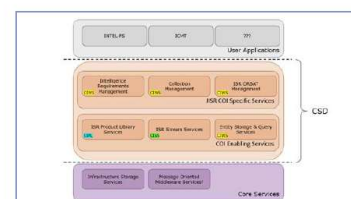
Email: jeanluc.guellec@ncia.nato.int



Coalition Shared Data (CSD) Services

- Procurement of an enduring NATO Coalition Shared Data (N-CSD) capability:
 - ISR Product Library (IPL) Services
 - ISR Workflow Services
 - ISR Streaming Services
 - N-CSD will be a new operational capabilities based on MAJIC 2 Bravo.1 Baseline and STANAG 4559 Ed.4
- The contract will provide a capability to the NATO Command Structure and also will be accessible on Mission Secret

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POC: Mrs Isabelle Le Pladec

Value: €6M

Timeline: IFB 4Q18, CAW 1Q19

Contracting Officer:

Mr JeanLuc Guellec

Email: jeanluc.guellec@ncia.nato.int





Intelligence Functional Services Spiral 2

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- The future capability will provide the additional functionality (including material, training, interoperability aspects) to the NATO Command Structure:
 - Support to Ballistic Missile Defence
 - SIGINT
 - Collection Management
 - Enhanced support for situational awareness and for targeting (integration with other capabilities)
 - Text mining functions

**INTELLIGENCE
 FUNCTIONAL SERVICES**
SPIRAL 2

POC: Mr Trond Skaar
Value: €17M
Timeline: IFB 2Q19, CAW 2Q20
Contracting Officer:
 Mr JeanLuc Guellec
Email: jeanluc.guellec@ncia.nato.int

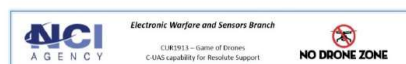


Counter Small Unmanned Aerial Systems

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- Protection against (weaponized) small Unmanned Aerial Systems (s-UAS)
- Deployed to four specific locations in Resolute Support / Afghanistan
- Current scope:
 - Detection / Tracking of s-UAS
 - Hard or soft kill capability
 - Contractor support in theatre

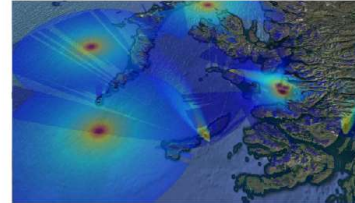
POC: Mr Rene Thaens
Value: €10M
Timeline: 3Q18 – 1Q19
Contracting Officer:
 Mr JeanLuc Guellec
Email: jeanluc.guellec@ncia.nato.int





Electronic Warfare Functional Services Spiral 2

- Scalable capability to support NATO operations in countering Electromagnetic threats in a range of deployment and operational environments
- To enable NATO forces to attain and maintain superiority in the Electromagnetic Spectrum
- Within the Bi-SC AIS as part of the C4ISR Toolkit for Alliance Operations
- Interoperable with intelligence and spectrum Functional Services



POC: Mr Stephen Lewis

Value: €15M

Timeline: IFB 2020 – 2021

Contracting Officer:

Mr JeanLuc Guellec

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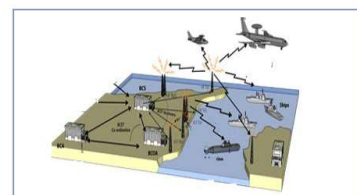


Wireless & Maritime

- Replace software for communication with ships
- New software providing IP access:
 - Implement full High Frequency systems ashore to communicate with ships at sea or updating existing capabilities
 - Create monitoring tool for NATO's Maritime Command to cope with capabilities provided by Nations
 - Implement full Ship-Shore-Ship Buffer capability

Projects:

- Broadcast and Ship-Shore (BRASS) Enhancement 1 Target Architecture €7M (IFB Q4-18)
- Wireless Centralized Management Interface €1.4M (IFB Q2-19)
- BRASS Latvia, a national project to implement HF services €11M (IFB Q4-19)
- Provision of Ship-Shore-Ship Buffer for Poland €1.6M (CAW Q2-19)
- Other Business Opportunities: € 10M



POC: Alex Bertin

Value: €31M

Timeline: First IFB Q4-18, CAW Q2-19

Contracting Officer: Tiziana Pezzi

Email: tiziana.pezzi@ncia.nato.int





Networks, Voice & Video

- Core Communications Network Services to enhance, refresh and sustain secure voice, video and networking at NATO, new Capability Package (CP123)
- Projects:
 - Anticipate up to four projects that will provide for the enhancement, sustainment and technology refresh of the NATO technical infrastructure, €16M (expected approval late 2018 or early 2019)
 - First contract will be the Enhance and Sustain Core Transport Capability with the Invitation for Bid €24.5M (IFB Q4-19)
 - Communications for NATO Nuclear Command Control & Reporting System €2.5M (IFB-BOA Q3-18, CAW Q1-19)



POC: Carol Macha

Value: €43M

Timeline: First IFB Q3-18, CAW Q1-19

Contracting Officer: Tiziana Pezzi

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Air & Missile Defence CIS

- Provision of Deployable Communications for (T) Ballistic Missile Defence (BMD)
- Projects:
 - BMD extension and enabling Information Exchange via Deployable CIS €2.6M (IFB Q2-18, CAW Q3-19)
 - SATCOM Transmission equipment, Deployable Satellite Ground Terminal (DSGT), Multiband DSGT, SATCOM Ground Segment Baseband Systems, SATCOM Ground Segment EPM Systems and SATCOM Management And Control Capability €3.9M (IFB Q2-18)
 - Non-CIS equipment: 4X4 Medium Load Cargo Vehicles, Power Generators and associated Trailers €2.8M (IFB Q1-19)
 - Lifetime Extension of Deployable CIS mini-Points of Presence Limited Basic Ordering Agreement Competition €704K (IFB-BOA Q1-19)



13.33 x 7.50 in



POC: Ataol Atanur

Value: €10M

Timeline: First IFB Q2-18, CAW Q3-19

Contracting Officer: Tiziana Pezzi

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Deployable CIS

- NATO Response Force Deployable CIS capability enhancement to meet the NATO Level of Ambition
- Projects:
 - NATO Response Force Deployable CIS 'Firefly'
 - Deployable CIS, 8 Site CIS Kits and 10 Small Team Kits
 - IFB is anticipated to be released by (Q3-18) €46M
 - Enhanced Deployable CIS Capabilities
 - New Capability Package Approved in December 2017 to deliver enhanced Deployable CIS capabilities: €53.6M (Up to Jun-2020)
 - Estimated value of all additional opportunities:
 - CIS Gateway Shelter (CGS) Lifetime Extension €5.7M (IFB Q1-19)
 - Dragonfly Operational Deficiencies €5.1M (IFB-BOA Q2-18, CAW Q4-18)
 - Resolute Support Mission Facility €8.4M (IFB Q4-18)
 - Other Opportunities €37.5M



POC: Ian Walton

Value: €156M

Timeline: First IFB/RFO Q2-18, CAW Q4-18

Contracting Officer: Tiziana Pezzi

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SATCOM

- SATCOM Transmission Services for the space, ground and control resources to support NATO operations from 2020 to 2034
- Majority will be procured from national MODs (€1,1B)
- Commercial projects will include:
 - Commercial Space resources (Ku and personal Comms services) €5M (CAW Q1-19)
 - UHF TACSAT Radios €50M (IFB Q1-19)
 - Link protections systems EPM €12M (IFB Q2-19)
 - Non EPM modems €22M (IFB Q4-19)
 - Management and Control Capabilities €14M (IFB Q3019)
 - Dual-band Transportable Satellite Ground Station €74M (IFB Q2-20)
 - Estimated value of additional opportunities: €36M



POC: Giovanni Durando

Value: €213M

Timeline: First IFB Q1-19, CAW Q1-19

Contracting Officer: Tiziana Pezzi

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BMD Integration Testbed Build 6

- Extensions of the functional capabilities of the BMD Integration Testbed in The Hague to support the future increments of the BMD Programme
- Development of functional components:
 - New threat models
 - Consequence of Engagement/ Consequence of Intercept models
 - Training White Cell functions
- Integration of hardware and software components



POC: Mr. Laurent Smith

Value: €10M

Timeline: IFB 2Q 2019, CA 2Q 2020

Contracting Officer: Mr. Bill Maley

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