Acquisition Directorate
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NCIA/ACQ/2018/1177
4 May 2018

To : All Nominated Prospective Bidders

Subject : **INVITATION FOR BID NO. IFB-CO-14602-OLRT**

Satellite Personal Communications Services for Operational Liaison and Reconnaissance Teams (OLRT)

Project Serial 2016/0CM03106

Reference(s) :
A. AC/4-D/2261 (1996 Edition)
B. AC/4-DS(2016)0018, AC/4(PP)D/27611
C. AC/4-DS(2017)0013, AC/4(PP)D/27611-ADD1
D. AC/4-DS(2018)0005, AC/4(PP)D/27611-ADD2
E. NCI Agency Notification of Intent to invite Bids NCIA/ACQ/2017/1799 dated 14 August 2017

Prospective Bidders,

1. Your firm is hereby invited to participate in an **International Competitive Bidding** under the procedures set forth at Reference A for the provision of Satellite Personal Communications Services for Operational Liaison and Reconnaissance Teams (OLRT).

2. The Contract resulting from this Invitation for Bid (IFB) shall acquire satellite airtime on both Inmarsat and Iridium commercial satellite constellations to enable the mobile communications that underpin the high readiness posture that is being continually maintained by the OLRTs. This project shall also provide Terrestrial backhaul services to be used by the current and future inventory of Theatre Liaison Kilts (TLKs) and Small Team Kits (STK) to connect to the NATO anchor points.

3. The IFB is divided into **two separate Work Packages (WP)**, the Bidder may submit one bid for only one WP or two separate bids for each of the two WPs:

   Work Package 1 (WP1): Provision of Inmarsat and Iridium Services for Operational Liaison and Reconnaissance Teams;

   Work Package 2 (WP2): Provision of Terrestrial Backhaul Services (Extranet VPN Services).

4. The WPs will be evaluated separately but the Purchaser may decide to award one single Contract combining both WPs in the event that the lowest compliant Bidder for the two WPs is the same Bidder.

5. Contract Award will be made on a Firm Fixed Price Basis to the proposal evaluated as the lowest price, technically compliant in accordance with the selection criteria set forth in the Bidding Instructions attached to this letter.

6. The expected target date for Contract award is March 2019. The services under the Prospective Contract shall be available three (3) months from Effective Date of Contract (EDC), and shall be offered over a period of 5 years. It is intended to award the Contract(s) for the provision of services for an initial baseline period of 3 years, with options for two yearly Contract extensions to cover the full 5 year period.

7. The reference for the Invitation for Bid is **IFB-CO-14602-OLRT**, and all correspondence concerning the IFB should reference this number.

8. **THE CLOSING TIME FOR SUBMISSION OF BIDS IN RESPONSE TO THIS INVITATION FOR BID IS 14:00 HOURS (BRUSSELS TIME) ON 27 JULY 2018**.

9. This Invitation for Bid consists of the Bidding Instructions, including Administrative Certificates and Bidding Sheets (Book I), and the Prospective Contracts for each of the two Work Packages (Book II and Book III). The Prospective Contract contains the Schedule of Supplies and Services (Part I), Contract Special Provisions (Part II), NCI Agency Contract General Provisions (Part III), and the Statement of Work (SoW) with its Annexes (Part IV). The SoW and its Annexes thereto set forth detailed specifications governing the performance requirements of the Prospective Contract.

10. Bidders are advised that the overall security classification of this IFB Package is 'NATO UNCLASSIFIED'.

11. Bidders have the right to request IFB clarifications as outlined in Book I Section 2.6. All requests for clarification will be dealt strictly in accordance with the procedures at Reference A.

12. Recipients are requested to complete and return the enclosed 'Acknowledgement of Receipt' at Attachment A within 7 working days of the date of this letter, informing the NCI Agency of their intention to bid/not to bid. Firms are not bound by their initial decision, and if a firm decides to reverse its stated intention at a later date, it is requested to advise the NCI Agency by a separate communication.

13. This IFB does not constitute either a financial or contractual commitment at this stage. Prospective Bidders are advised that the NCI Agency reserves the right to cancel, withdraw or suspend this IFB at any time in its entirety and bears no liability for bid preparation costs incurred by firms or any other collateral costs if bid cancellation, withdrawal or suspension occurs.

14. This IFB remains the property of the NCI Agency and shall be protected in accordance with the applicable national security regulations.

15. The NCI Agency sole point of contact (POC) for all information concerning this IFB is Ms. Viktorija Navikaitė, who may be reached at Viktorija.Navikaite@ncia.nato.int.

ON BEHALF OF DIRECTOR OF ACQUISITION:

Tiziana Pezzi
Principal Contracting Officer

Attachments:

A) Acknowledgement of Receipt of IFB-CO-14602-OLRT

B) Invitation for Bid IFB-CO-14602-OLRT

Distribution List for IFB-CO-14602-OLRT

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

Embassies in Brussels (Attn: Commercial Attaché):

Albania	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
Montenegro	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

All Nominated Prospective Bidders 1

BELGIUM

Proximus

FRANCE

Global Technologies

MARLINK

GERMANY

GESAT GmbH

NSSL Global GmbH

Telemar GmbH

NORWAY

Airbus Defence and Space AS

SPAIN

INDRA SISTEMAS, S.A.

UNITED KINGDOM

APPLIED SATELLITE TECHNOLOGY SYSTEMS LIMITED

Boldon James Limited

EXTRAC LTD

GLOBAL RADIODATA COMMUNICATIONS LTD

SPECTRA GROUP (UK) LIMITED

VIASAT UK LIMITED

WIRELESS INNOVATION LIMITED

ADVANTECH AMT LTD

UNITED STATES OF AMERICA

Satcom Direct Communications, Inc.

ADCI of Delaware, LLC

MVS USA, Inc.

COMSAT, Inc

VT Milcom Inc

ATTACHMENT A

ACKNOWLEDGEMENT OF RECEIPT OF INVITATION FOR BID

IFB-CO-14602-OLRT

Please complete and return (as .pdf scan) within 7 working days
by e-mail to: Viktorija.Navikaite@ncia.nato.int

Date: _____

We hereby advise that we have received Invitation for Bid IFB-CO-14602-OLRT on _____, together with all enclosures listed in the Table of Contents.

PLEASE CHECK ONE:

☐ As of this date and without commitment on our part, we **do intend** to submit a bid.
Please specify the Work Package: ☐ WP1
☐ WP2

☐ We **do not intend** to submit a bid (please find in return the IFB documents/or Certificate of Destruction, if applicable).

☐ We are reviewing the requirements of the IFB and will notify you of our decision as soon as possible.

Signature: _____
Printed Name: _____
Title: _____
Company: _____
BOA no. (if any): _____
Address: _____

POC for the Bid: _____
Tel.: _____
Fax: _____
E-mail: _____

ATTACHMENT B

Invitation for Bid

IFB-CO-14602-OLRT

Contents of Attachment B:

a) BOOK I Bidding Instructions

b) BOOK II Prospective Contract (WP1)
   i. Part I Schedule of Supplies and Services
   ii. Part II Contract Special Provisions
   iii. Part III NCI Agency Contract General Provisions
   iv. Part IV Statement of Work (SoW)

c) BOOK III Prospective Contract (WP2)
   i. Part I Schedule of Supplies and Services
   ii. Part II Contract Special Provisions
   iii. Part III NCI Agency Contract General Provisions
   iv. Part IV Statement of Work (SoW):
      1. SOW APPENDIX A: Site Locations