



HEADQUARTERS KOSOVO FORCE

Film City, 10000 Pristina, Kosovo



Our ref: 5080 /KV J8A 106 /18

Tel: +389-2268-2806

NCN: 681+2806

Date: 20 March 2018

TO: BC Distribution List for International Competitive Bidding

SUBJECT: Notification of Intent (NOI) to issue an Invitation for International Bidding (IFIB) for obtaining Specialized Technical Reconnaissance and Surveillance Services for KFOR HQ's, Film City, Pristina Kosovo.

REFERENCE: Bi-Sc Directive 60-70

1. In accordance with the stipulations of the Bi-SC procurement Directive 60-70, Annex B, the following information is provided on an Invitation For International Bidding (IFIB) that this Headquarters has the intention to release:

IFIB reference number: **ACO -KFOR-18-14**

Title of IFIB: Specialized Technical Reconnaissance and Surveillance Services for KFOR HQ's Film City, Pristina Kosovo.

Requirement: The purpose of this requirement is to obtain Specialized Technical Reconnaissance and Surveillance Services for NATO Kosovo Forces (KFOR) Headquarters, Film City, Kosovo to provide situational awareness to the KFOR Command Group and manoeuvre elements through day/night (EO/IR) video/imagery surveillance with real-time Full Motion Video (FMV) downlinked to the KFOR Joint Operations Centre (JOC) and real-time FMV and imagery available for exploitation. A NATO SECRET security clearance is required in the performance of this work.

Type of Contract: Firm Fixed Price

Period of Performance: One Base Year and four (4) one (1) year options.

Bidding Procedure: Two Sealed Envelopes – lowest technically compliant bidder

Funding: 183 MB.
MBC: 183 2018 722511 FE O81 000 401 000 000 170 000

Estimated cost €2,200,000.00 (Base Year plus four (4) option years).

Classification: NATO UNCLASSIFIED.

Issue date: 26 April 2018

Bid closing date: 02 July 2018

Eligibility: Eligible sources are restricted to governmental or commercial entities (1) that originate and are chartered/incorporated within NATO-member nations, which that provide the funding for ACO/ACT HQs and/or specific requirement and (2) that maintain a professionally active facility (office, factory, laboratory, etc.) within NATO-member nations. Companies which have performed at least one (1) contract within the last three (3) years and with a minimum duration of six (6) months substantially similar in scope, complexity and magnitude to the requirement described in the solicitation. Given the sensitivity of the requirements for ISR services to be competed; only bidders that have been approved by the respective NATO delegations and the appropriate Declaration of Eligibility has been issued will be allowed to participate in this bidding process.

Delivery location (s): Headquarters Kosovo Forces (KFOR), Film City, Pristina (Kosovo) and its sub-sites.

Partial Bidding: Is Not Authorized.

Web site: www.shape.nato.int/page136374522.aspx

2. KFOR J8 P&C will directly e-mail this IFIB to all potential bidders and SHAPE Finance and Acquisition Directorate -ACO Acquisition Management Branch- will post an abstract of the tender documents on the Web site above. Firms that have already been identified, at the moment, are listed below (subject to the respective delegation approval). The Interested Companies shall contact their national delegation to NATO in order to be nominated. You are hereby invited to nominate, by facsimile or email and before **24 April 2018**, the name, full address, Point of Contact, telephone and facsimile number, of all the potential bidders identified either by the KFOR J8 P&C (listed below) or within your country and issue the appropriate Declaration of Eligibility for each nominated company. Your nomination should be addressed to: HQ KFOR J8 Film City, Pristina –Kosovo-, which is responsible for the preparation of the Bidders List, at the below address. No company will be allowed to participate in this bidding process unless an appropriate Declaration of Eligibility has been issued by the respective NATO delegation. This and any other correspondence hereto is to be addressed to:

**J8/BUDFIN – Purchasing & Contracting Branch
HQ KFOR J8
Film City, Pristina, Kosovo**

Attn:

NIKOLAOS GOUNATIDIS

KPN/DSN: 606-681-2806

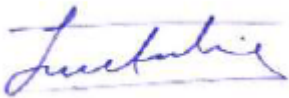
Commercial: (00389) 2268-2806 or 00381(0) 38 503 603 2806

Cell: 00386 (0) 49 750 249

Email: gounatidisn@hq.kfor.nato.int

C.C:

Sqn Ldr (OF-3) GORDON BLACKLEY
Via Madonna del Pantano
80014 Giugliano in Campania, Italy
Tel: +39 081 721 3112 - Fax: ++39-081-7212315
E-mail: Gordon.BLACKLEY@jfcnp.nato.int



Nikolaos Gounatidis
NATO Civ,
KFOR HQ
Chief, Purchasing and Contracting

List of Potential Bidders Already Identified by KFOR Headquarters (subject to the respective delegation approval).

A/A	BIDDER	ADDRESS	CAP	CITY	COUNTRY	TEL	FAX	Email
1	Raytheon Blackbird Technologies Inc	13900 Lincoln Park Dr. Suite 400	20171	Herndon	US	703-345-3384	703-464-8695	ckirk@blackbirdtech.com
2	ALTUS LSA SA	9 Renieri Str	73134	Chania	Greece	+30 28210 44492	+30 28210 44493	zsarris@altus-lsa.com fbertels@altus-lsa.com
3	ONEX S.A	87 Kon Paliaologou Str	15232	Chalandri, Attica	Greece	+30 210 4310218	+30 210 4310875	ppapadogkonas@onexcompany.com lfotos@onexcompany.com info@onexcompany.com
4	Radiance Technologies, Inc	350 Wynn Drive	35805	Huntsvill	US	256 489 8966	256 489 8201	vbalch@radiancetech.com
5	Diamond- Executive Aviation Ltd	Retford (Gamston) Airport EGNE	DN22 0QL	Retford, Nottingham shire	UK	0044 1777 838 731		peter@dea.aero
6	3 S D L Ltd	Malvern Hills Science Park Geraldine Road	WR14 3SZ	Malvern, Worcestersh ire	UK	+44 1684 342 050 +44(0)1684 878 170	+44 1684 878 171	andrew.mcaleer@3sdl.com rober.kerby@3sdl.com
7	CAE Aviation Sarl	Aeroport de Luxembourg	L-1110		Luxembour g	+352 436811223	+352 436889	luc.audoore@cae-aviation.com
8	SELEX ES S.p.A	Via Tiburtina km 12,400	00131	Roma	Italy	+39 06 415 02856 +39 0331 582 460	+39 06 918 52419 +39 0331 582 534	gianbattista.usberghi@selex-es.com faust.grimoldi@selex-es.com
9	IDS Ingegneria dei Sistemi S.p.A.	Via Enrica Calabresi, 24	56121	Loc. Montacchiel lo, Pisa	Italy	390633217315	390633217315	s.bardelli@idscorporation.com r.scaroni@idscorporation.com
10	INDRA SISTEMAS, S.A.	Rue froissart, 95	1040	Madrid	Spain	+34 91 894 89 79	+34 91 892 03 80	pgonzalezs@indra.es fjbarcala@indra.es
11	Defense Consil International, DCI	2, PLACE Rio de Janeiro	75008	Paris	France	00 331 4495 2616	00331 4495 2680	Pierre.POUGHEON@groupepci.com alma.noubel@groupepci.com
12	Reticle Ventures Canada Incorporated	400-1565 Carling Avenue	K1Z 8R1	Ottawa	Canada	+1613 371 3812		steved@reticle.ca
13	QinetiQ	Cody Technoclaogy Park Ively Road	GU14 0LX	Farnboroug h	UK	01684 89 4714		abowdidge@QinetiQ.com
14	Bianor Services Ltd	51 Aleksander Malinov blvd	1712	Sofia	Bulgaria	+359 2 460 4200	+359 2 955 5686	info@bianor.com adelina.nedkova@bianor.com