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**NITEC:∞**

NCI Agency Industry Conference and AFCEA TechNet International

# Business Opportunities in Network Services and IT Infrastructure

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# Network Services and IT Infrastructure Service Areas



# Network Services and IT Infrastructure

Project/Programme	POC	EUR	
Wireless and Maritime	Mr Alex Bertin	31M	
Networks, Voice & Video	Ms Carol Macha	43M	
Air & Missile Defence CIS	Mr Ataol Atanur	10M	
Deployable / Operations CIS	Mr Ian Walton	156M	
SATCOM	Mr Giovanni Durando	213M	

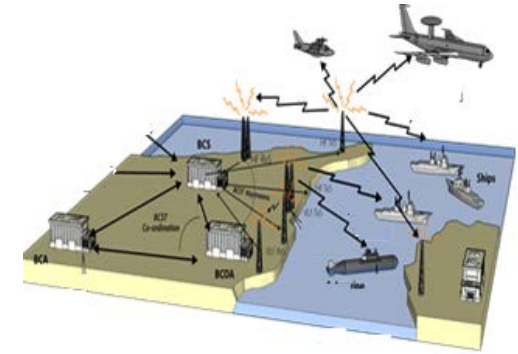
First Projected Invitation for Bid  
 First Projected Contract Award

# 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

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# 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)



**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/RFQ 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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