



NCIA/ACQ/2022/07348  
19 December 2022

**Market Survey - Request for Information**

**Project “Enhance and Sustain Modern Tactical Secure Voice Radio Capability”**

**Project Serial Number 2019/OCM03311**

**Capability Package CP 9C0122 “CIS SECURITY - CRYPTOGRAPHIC SERVICES – Increment 1”**

  

**NCI Agency Reference: MS-CO-115831-HFTR**

The NATO Communications and Information Agency (NCI Agency) is seeking information from Nations and their Industry regarding the availability of Commercial-Off-The-Shelf (COTS) and Government-Off-The-Shelf (GOTS) products to provide High Frequency (HF) Tactical radios.

**NCI Agency Point of Contact (POC) for this Market Survey:**  
**Ms. Viktorija NAVIKAITĖ, Contracting Officer**  
E-mail: [MS-CO-115831-HFTacticalRadio@ncia.nato.int](mailto:MS-CO-115831-HFTacticalRadio@ncia.nato.int)

To: See Distribution List (Annex A)

Subject: **NCI Agency Market Survey - Request for Information**

1. The NCI Agency requests the assistance of the Nations and their Industry to identify potential COTS/GOTS solutions available to meet the NATO requirement for providing HF tactical radios. This Market Survey is being issued to identify potential solutions and possible suppliers for replacement of the current NATO inventory of HF radios to provide network-enabled beyond-line-of-sight communication to deployed NATO and Allied Forces.
2. A summary of the NATO requirement for new HF tactical radios and ancillary equipment (e.g. antennas) is set forth in the Annex B attached hereto.
3. Respondents are requested to reply via the questionnaire at Annex C. Other supporting information and documentation (technical data sheets, marketing

brochures, non-binding catalogue price lists, descriptions of existing installations, etc.) are also welcome.

4. The NCI Agency reference for this Market Survey Request is **MS-CO-115831-HFTR**, and all correspondence and submissions concerning this matter should reference this number.

5. In addition to the firms noted in Annex D of this letter (who are current holders of Basic Ordering Agreements (BOA) with NCI Agency), NCI Agency requests the broadest possible dissemination by Nations of this Market Survey Request to their qualified and interested industrial base.

6. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the staff indicated at Paragraph 9 of this Market Survey Request). Respondents are invited to carefully review the summary of requirements in Annex B to determine interest.

7. 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.

8. Responses are due back to the NCI Agency no later than **31 January 2023, 17:00 Brussels time.**

9. Please send all responses via email to the following NCI Agency Point of Contact:

To Attention of: Ms Viktorija NAVIKAITĖ, Contracting Officer

E-mail: [MS-CO-115831-HFTacticalRadio@ncia.nato.int](mailto:MS-CO-115831-HFTacticalRadio@ncia.nato.int)

10. 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 regarding any potential future bidding process and are requested not to contact directly any NCI Agency staff other than the POC identified above in Paragraph 9.

11. Any response to this request shall be provided on a voluntary basis. Responses to this request will help identifying and selecting firms eligible for any future procurement that may arise from this Market Survey.

12. **Please note that any future procurement might be restricted to the companies having products evaluated by the Security and Evaluation Agency (SECAN) and approved by the Military Committee (MC), in accordance with the INFOSEC Technical and Implementation Directive on Cryptographic Security and Cryptographic Mechanisms (AC/322-D/0047-REV1).**

13. 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 informational only and will not be construed as binding on NATO for any future acquisition.

14. 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.

15. Your assistance/participation in this Market Survey request is greatly appreciated.

FOR THE CHIEF OF ACQUISITION:

Viktorija Navikaitė  
Contracting Officer

Enclosures:

- Annex A Distribution List
- Annex B Summary of Requirements
- Annex C Questionnaire
- Annex D Potential Industrial Suppliers - Market Survey Industrial Recipients  
(holders of NCI Agency BOA Agreements)

**ANNEX A**

**Distribution List for Market Survey Request for Information**

**MS-CO-115831-HFTR**

Potential Industrial Suppliers (NCI Agency BOA Holders) 1

**NATO Delegations** (Attn: Investment Committee 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
Republic of Türkiye	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
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
Republic of Türkiye	1
The United Kingdom	1
The United States of America	1

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

**NATO HQ**

NATO Office of Resources	
Management and Implementation Branch	
Attn: Deputy Branch Chief	1
Director, NATO HQ Communications and Information Staff	
Attn: Executive Co-ordinator	1
SACTREPEUR	
Attn: Investment Assistant	1
SACEUREP	
Attn: Investment Assistant	1
Strategic Commands ( <i>as applicable to funding source</i> )	
HQ SACT      Attn: ACOS C4ISR	1
ACO AGSIO    Attn: SPT CIS Director	1

**NCI Agency**

ACQ COA (Ms. J. Upton through Ms. P. Lombarte)	1
ACQ Deputy COA - Procurement & Policy (Mr. A. Vitry)	1
ACQ Deputy COA - Life Cycle & Business Operations (Ms. A. Szydelko)	1
ACQ PCO (Ms. T. Pezzi)	1
ACQ CO (Ms. V. Navikaité)	1
ACQ IPS Head (Mr. R. Spijkerman)	1
ACQ CE&A Head (Mr. D. Odesser)	1
Legal Adviser (Ms. S. Chan-Allen through Mr. V. Roobaert)	1
NSIP Account Manager (Ms. I. Le Pladec)	1
Finance BM NSIP (Ms. S. Tilliere-Leblois)	1
CTO A&E Chief (Mr. D. Janezic)	1
Security (Mr. A. Perrey)	1
NSII Service Line Chief (Mr. A. Hutzenlaub)	1
NSII Wireless and Maritime - Service Area Owner (Mr. P. Calinas)	1
NSII Wireless and Maritime - PM (Mr. M. De Meulemeester)	1
NSII SATCOM Service Area Owner (Mr. N. Yilmaz)	1
Registry (for distribution)	1

**NATEXs**

All NATEXs	1 Each
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**ANNEX B****Summary of Requirements****CP 9C0122 – Project 2019/0CM03311**

NATO requires a pool of sufficient High-Frequency (HF) Tactical radios to support the war-fighter with a mix of manpack, vehicular and maritime communication capabilities in all battle-space environments. The HF tactical radios will directly support the Command and Control (C2) needs of the deployed Commander through the provision of reliable netted secure voice and secure data communications to NATO elements, operating in environments that require a flexible and continuous communications capability. The Strategic Commands (SCs) have directed that the new generation HF radios shall be used to support the Core SATCOM Capability for Static Commands, NATO Signal Battalions and NATO Response Force [SJO2] missions at an operational distance of up to 4,000 km from Brussels.

The HF tactical radios procured by this project will replace the current NATO inventory of HF radios (Harris AN/PRC-150C) and ancillary equipment related to it.

- New radios shall support Fix frequency, ALE (Automatic Link Establishment) compliance for second, third and fourth generation (2G, 3G and 4G), STANAG 4538, MIL-STD-461, MIL-STD-188-141D.
- The new radios shall support the provision of netted voice and data communications in On-The-Pause (OTP) mode designed for the dismounted soldier and static headquarters mode of operations.
- The new radios shall have narrowband and wideband HF communication.
- The new radios shall be based on a software-defined architecture that will allow a future upgrade to support new tactical narrowband and wideband waveforms.
- The new radios shall embed the necessary crypto modes for Communication Security (COMSEC) and Transmission Security (TRANSEC) protection that have to be evaluated by the Security and Evaluation Agency (SECAN) and eventually approved by the Military Committee (MC).

The key deliverables to be provided through this project are:

- Approximately 90 HF tactical radios;
- OTP ancillaries, to include handsets, Ground skywave and NVIS antennas, battery packs, chargers and speakers to support the manpack and static headquarters.

**ANNEX C**  
**Questionnaire**

Organisation name:

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Contact name & details within the  
organisation:

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**Guidance Notes**

- Please **DO NOT** alter the formatting of the Questionnaire. 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 **DO NOT** alter the questions as included herein. Should you believe additional or differing data be of interest to NATO, please add such information on a 'Continuation Sheet'.
- 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 Questionnaire. But please submit such material as enclosures with the appropriate references within your replies.
- 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) product.
- 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.



1. Do you produce a product or products that provide HF Communications compliant with the specifications of Annex B? If so, please specify name and type of product.
2. Does your product support secure voice and secure data communication?
3. Does your product support multiple modes of operation such as Line Of Sight communication? If so, please specify the available modes of operation.
4. Is your product capable of performing automatic link establishment 2G, 3G and 4G compliant as defined per STANAG 4538 and MIL-STD-188-141D?
5. Is your product STANAG 5066 compliant?



10. Is your product compatible with any future crypto algorithms and can these be modified later?
  
  
  
  
  
  
  
  
  
  
11. If your product is capable of data transmission, could you specify any application that could be connected to the device without the need of any additional external devices apart from data cable?
  
  
  
  
  
  
  
  
  
  
12. Did you design your own application for data transfer compliant with the specifications of Annex B? If so, please state the name of it.
  
  
  
  
  
  
  
  
  
  
13. Does your product provide direct Ethernet connectivity?
  
  
  
  
  
  
  
  
  
  
14. Is your product compatible with layer 2 or layer 3 devices directly or through waveforms?

15. Is your product capable of wideband HF data transfer?
  
  
  
  
  
  
  
  
  
  
16. Do you produce a product that provides data transmission services compliant with MIL-STD-188-184, either as an external hardware solution or as an embedded software solution?
  
  
  
  
  
  
  
  
  
  
17. Does your product contain an embedded GPS system and/or is it capable of attaching to it outside GPS devices?
  
  
  
  
  
  
  
  
  
  
18. Is your product capable of automatic position reporting (PLI) or situational awareness capabilities?



<b>Continuation Sheet</b>	Page
<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. Please reference the question to which the text relates to.</p>	__ of __

**ANNEX D**

**Potential Industrial Suppliers**

**NCI Agency Basic Ordering Agreement (BOA) Holders on Distribution**

**MS-CO-115831-HFTR**

**ALBANIA:**

TCN shpk

**BELGIUM:**

AKACIO

Brevco Services S.C.S.

Computer Sciences Corporation

Nokia Bell NV.

Proximus NV

SAIT

Selex Communications S.p.A.

Thales S.A.

**BULGARIA:**

KRISTANEA LTD.

**CANADA:**

General Dynamics Mizzion Systems-Canada Ltd.

Norsat International Inc.

**CROATIA:**

CROZ d.o.o. za informaticku djelatnost

**CZECH REPUBLIC:**

SITEL, spol. s r.o.

**DENMARK:**

SAAB Danmark A/S

**FRANCE:**

ADW Network

Airbus Defence and Space SAS

Altran technologies\_ASD Paris

GEKA Telecom

MARLINK SAS

Rockwell Collins France

S.I.T. SA

Société Réseau Informatique et Gestion

THALES SIX GTS FRANCE

Telespazio France

**GERMANY:**

CESTRON International GmbH  
Elbit Systems Deutschland GmbH & Co. KG  
FREQUENTIS Deutschland GmbH  
KB Impuls Service GmbH  
Media Broadcast  
Rohde & Schwarz GmbH & Co. KG  
THALES Deutschland GmbH  
Telefunken Racoms GmbH & Co. KG  
Telespazio Germany GmbH  
XORTEC GmbH

**HUNGARY:**

Fercom Ltd.

**ITALY:**

IES –S.r.L.  
Italtel  
NA.EL. SRL  
TELSY S.p.A.  
TESEO S.p.A

**LATVIA:**

DATI Group, LLC

**LUXEMBOURG:**

SNOWBALL TECHNOLOGY SARL

**NETHERLANDS:**

Divitel B.V.  
National Aerospace Laboratory (NLR)  
Solitee B.V  
SurCom International BV

**NORWAY:**

3D perception AS

**POLAND:**

Atende S.A.(prior ATM S.A.)  
Consortia Sp. z o.o.  
Newind sp. z o.o.  
Zbar Phu Mariusz Popenda

**PORTUGAL:**

VIATEL - TECNOLOGIA DE COMUNICAÇÕES S.A



**ROMANIA:**

ATOS Convergence Creators SRL  
BITLOSOPHY S.R.L.  
KRANSZ WALD SRL  
UTI Grup S.A.

**SLOVAKIA:**

Aliter Technologies a.s

**SLOVENIA:**

Unistar LC d.o.o.

**SPAIN:**

INDRA Espacio S.A.  
KRC ESPAÑOLA, S.A.

**REPUBLIC OF TÜRKIYE:**

ASELSAN Elk. San ve Tic. A.S.  
E+M Elektrik Sistem Hizmetleri Ltd. Sti.  
HAVELSAN Hava Elektronik San. Ve Tic A.S.  
Kuantı Insaat Taahhut Elektronik Turizm  
Suta Insaat ve Muhendislik Sirketi

**THE UNITED KINGDOM:**

Audax  
Avanti Communications Group plc  
Shape Services Ltd. ( Shape Telecom )  
Softcat plc  
Spectra Group (UK) Ltd  
Spektrum Management Group Ltd  
Steatite Limited  
Systemware Europe Ltd

**THE UNITED STATES OF AMERICA:**

AUTOMATION INNOVATIONS LLC  
Advanced Computer Concepts  
Affigent, LLC  
BAE Systems Information Solutions Inc.  
By Light Professional IT Services LLC  
DRS Technical Services, Inc.  
EMW, Inc.  
Forward Slope, Inc  
Harris Corporation - RF Communications Division  
Honeywell Technology Solutions Inc.  
Intelligent Waves LLC  
Intelsat General Corporation

K3 Enterprises, Inc.  
ManTech International Corporation  
Mutual Telecom Services Inc.  
Parsons Engineering  
Pegasus Professional Services LLC  
Raytheon CompanyNetwork Centric Systems  
Satcom Direct Communications, Inc.  
Spacenet Integrated Government Solutions  
Trimble Inc  
URS Federal Services International Inc  
US International Development Consortium  
UXB Defense, Inc  
Ultisat dba Speedcast Government  
Via Sat, Inc  
Vykin Corporation