Business Opportunities in Network Services and IT Infrastructure

Antonio Calderon, Chief Network Services and IT Infrastructure
antonio.calderon@ncia.nato.int
Network Services and IT Infrastructure Service Areas

- Deployable CIS Operations & Exercises
- SATCOM Transmission Services
- Air & Missile Defence CIS
- Wireless and Maritime Comms
- Networks, Voice and Video (NV2)
## Network Services and IT Infrastructure
### Wireless and Maritime

<table>
<thead>
<tr>
<th>Project/Programme</th>
<th>POC</th>
<th>EUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broadcast and Ship-Shore (BRASS) Architecture</td>
<td>Ms Tiziana Pezzi</td>
<td>7 M</td>
</tr>
<tr>
<td>Wireless Centralized Management Interface</td>
<td>Ms Tiziana Pezzi</td>
<td>1.6 M</td>
</tr>
<tr>
<td>BRASS Latvia</td>
<td>Ms Tiziana Pezzi</td>
<td>10 M</td>
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</tbody>
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# Network Services and IT Infrastructure

## Networks, Voice and Video, including Air & Missile Defense (AMD) Communications

<table>
<thead>
<tr>
<th>Project/Programme</th>
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<th>EUR</th>
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<tbody>
<tr>
<td>Enhance and Sustain Core Transport Capability</td>
<td>Ms Tiziana Pezzi</td>
<td>20 M</td>
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<tr>
<td>Communications for NATO Nuclear Command and Control System</td>
<td>Ms Tiziana Pezzi</td>
<td>2.5 M</td>
</tr>
<tr>
<td>Basic Ordering Agreement for implementation of NCI Remote Nodes</td>
<td>Ms Tiziana Pezzi</td>
<td>3 M/year</td>
</tr>
<tr>
<td>AirC2 Communications Adaptations</td>
<td>Ms Tiziana Pezzi</td>
<td>5.7 M</td>
</tr>
<tr>
<td>COMMS BMD Project – Provide COMMS Support to Ballistic Missile Defence</td>
<td>Ms Tiziana Pezzi</td>
<td>0.8 M</td>
</tr>
</tbody>
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### Network Services and IT Infrastructure

**Deployable / Operations CIS**

<table>
<thead>
<tr>
<th>Project/Programme</th>
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<th>EUR</th>
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<tbody>
<tr>
<td>NATO Response Force Deployable CIS ‘Firefly’</td>
<td>Ms Tiziana Pezzi</td>
<td>47 M</td>
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<tr>
<td>Enhanced Deployable CIS Capabilities</td>
<td>Ms Tiziana Pezzi</td>
<td>53.6 M</td>
</tr>
<tr>
<td>CIS Gateway Shelter (CGS) Lifetime Extension</td>
<td>Ms Tiziana Pezzi</td>
<td>5.7 M</td>
</tr>
<tr>
<td>NATO Mission Iraq (NMI) Phase 2</td>
<td>Ms Tiziana Pezzi</td>
<td>2.7 M</td>
</tr>
<tr>
<td>NATO Mission Iraq (NMI) Phase 3</td>
<td>Ms Tiziana Pezzi</td>
<td>9.4 M</td>
</tr>
</tbody>
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- Projected Invitation for Bid
- Projected Contract Award
# Network Services and IT Infrastructure

**SATCOM**

<table>
<thead>
<tr>
<th>Project/Programme</th>
<th>POC</th>
<th>EUR</th>
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</thead>
<tbody>
<tr>
<td>Dual-band Deployable Satellite Ground Terminals</td>
<td>Ms Tiziana Pezzi</td>
<td>14 M</td>
</tr>
<tr>
<td>UHF TACSAT Radios</td>
<td>Ms Tiziana Pezzi</td>
<td>60 M</td>
</tr>
<tr>
<td>Link protections systems EPM</td>
<td>Ms Tiziana Pezzi</td>
<td>18 M</td>
</tr>
<tr>
<td>Transportable Satellite Ground Terminals</td>
<td>Ms Tiziana Pezzi</td>
<td>64 M</td>
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<tr>
<td>Ground Segments Baseband Systems</td>
<td>Ms Tiziana Pezzi</td>
<td>14 M</td>
</tr>
<tr>
<td>SATCOM Management &amp; Control Capabilities</td>
<td>Ms Tiziana Pezzi</td>
<td>19 M</td>
</tr>
<tr>
<td><strong>TOTAL of All Opportunities</strong></td>
<td></td>
<td>440 M</td>
</tr>
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</table>

- **Projected Invitation for Bid**
- **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 tools for NATO’s Maritime Command to cope with capabilities provided by Nations
- Support to Nations with implementation of Broadcast and Ship-Shore (BRASS)

Projects:
- BRASS Enhancement 1 Target Architecture €7M (CA 1Q20)
- Wireless Centralized Management Interface €1.6M (IFB 3Q19 – CA 2Q20)
- BRASS Latvia, a national project to implement HF services €10M (IFB 4Q19 – CA 3Q20)
- Other Business Opportunities: €10M

Programme Manager: Alex Bertin
Value: €28.6M
Timeline: First IFB 3Q19, First CA 1Q20
Contracting Officer: Tiziana Pezzi
Email: tiziana.pezzi@ncia.nato.int
Networks, Voice and Video (plus AMD)

**NV2 Related Projects**
- Anticipate up to six additional projects to enhance, sustain and refresh technology of the NATO technical infrastructure, €34M (expected approval of CP mid 2019)
- Enhance and Sustain Core Transport Capability with the Invitation for Bid €20M (IFB 3Q19 – CA 3Q20)
- Communications for NATO Nuclear Command Control & Reporting System €2.5M (RFQ 2Q19 - CA 3Q19)
- Basic Order Agreement for implementation of NCI Remote Nodes; standardized equipment and configuration, modular, fast roll-out out with minimum coordination; Services: Data, Voice and VTC; 7-10 sites per year. €3M/year (IFB 4Q19 – CA 2Q20)

**AMD Related Projects (Estimated Total €10M)**
- AirC2 Communications Adaptations (Secure RAP Dissemination) (IFB 3Q20 – CA 2Q21)
- BMD Ops Loop for Nations (In preparation)
- Provide Communication Support to Ballistic Missile Defence (IFB 3Q20 - CA 4Q20)
- Provision of Deployable Communications for (T) Ballistic Missile Defence (awaiting new MMR development by end 2019)

**Other Opportunities**
- Refresh, Transform and Sustain Secure Voice Capability

Programme Manager: Steffen Broecker
Value: €69.5M
Timeline: First IFB 3Q19
First CA 3Q19
Contracting Officer: Tiziana Pezzi
Email: tiziana.pezzi@ncia.nato.int
Deployable / Operations CIS

• NATO Response Force Deployable CIS capability enhancement to meet the NATO Level of Ambition

• Projects:
  • NATO Response Force Deployable CIS ‘Firefly’
    • Deployable CIS, 6 x Operational Site CIS Kits, 8 x Operational Small Team Kits, training and reference facilities.
    • Contract Award expected in 4Q19, €47M
  • Enhanced Deployable CIS Capabilities
    • Capability Package to deliver enhanced Deployable CIS capabilities: €53.6M (multiple IFB’s planned up to 2Q20)
  • Estimated value of all additional opportunities:
    • CIS Gateway Shelter (CGS) Lifetime Extension €5.7M (RFQ 2Q19 - CA 3Q19)
    • NATO Mission Iraq (NMI) Ph2 €2.7M (RFQ 3Q19 – CA 4Q19)
    • NATO Mission Iraq (NMI) Ph3 €9.4M (IFB 4Q19 – CA 2Q20)
    • Other Opportunities €34.8M

POC: Ian Walton
Value: €153.2M
Timeline: First RFQ 2Q19
First CA 3Q19
Contracting Officer: Tiziana Pezzi
Email: tiziana.pezzi@ncia.nato.int
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
- Commercial projects will include:
  - Dual-band Deployable Satellite Ground Terminals (IFB 1Q20 – CA 2Q21) €14M
  - UHF TACSAT Radios (IFB 3Q19 – CA 1Q20) €60M
  - Link protections systems EPM (IFB 1Q20 – CA 4Q20) €18M
  - Transportable Satellite Ground Terminals (IFB 2Q20 – CA 2Q21) €64M
  - Ground Segments Baseband Systems (IFB 1Q20 – CA 3Q20) €14M
  - SATCOM Management & Control Capabilities (IFB 2Q20 – CA 2Q21) €19M

Programme Manager: Giovanni Durando
Value: €189M
Timeline: First IFB 1Q20
First CA 3Q20
Contracting Officer: Tiziana Pezzi
Email: tiziana.pezzi@ncia.nato.int
Business Opportunities in Network Services and IT Infrastructure

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