



ΕΛΛΗΝΙΚΗ ΔΗΜΟΚΡΑΤΙΑ

Υπουργείο Ανάπτυξης, Ανταγωνιστικότητας  
Υποδομών, Μεταφορών και Δικτύων  
ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΒΙΟΜΗΧΑΝΙΑΣ  
ΓΕΝΙΚΗ Δ/ΝΣΗ ΣΤΗΡΙΞΗΣ ΒΙΟΜΗΧΑΝΙΑΣ  
Δ/ΝΣΗ ΔΙΕΘΝΩΝ ΒΙΟΜΗΧΑΝΙΚΩΝ ΣΧΕΣΕΩΝ  
ΤΜΗΜΑ Α'

Αθήνα, 8/5/2013

Α.Π.: 5795/246

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Τεχνικών Εταιρειών & ΕΠΕ  
Fax: 210 3824540
- 3) Intracom Defense Electronics -  
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- 5) SSMART SA & SIGNAAL  
HELLAS SA - Fax: 210 5516941
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Fax: 210 2801279

**ΘΕΜΑ: Διαβίβαση πρόσκλησης ενδιαφέροντος για έργο του NATO**

Σας αποστέλλουμε Φ/Α του εγγράφου με Α.Π. 5600.15/38/Α.Σ. 2532/25-4-2012 της Μόνιμης Αντιπροσωπείας της Ελλάδας στο NATO με θέμα την πρόσκληση υποβολής ενδιαφέροντος για το έργο «Ballistic Missile Defense System Engineering & Integration Support Contract IFB-CO-13550», για ενημέρωσή σας και τυχόν ενέργειες.

Ε.Υ.

Ο Αν. Προϊστάμενος της Διεύθυνσης

Ε. Σολωμού



ΔΙΕΥΘΥΝΣΗ ΑΝΤΙΓΡΑΦΟ

**Συνημμένα:** 11 σελ.

**Εσωτερική Διανομή**

- Γρ. κ. Γεν. Γραμματέα
- Αν. Προϊστάμενο Γεν. Δ/σης Στήριξης Βιομηχανίας
- Δ.Δ.Β.Σ.: Τμήμα Β' (Φ. 300) / Χρονολογικό Αρχείο

From MFA:13-0027762-0004

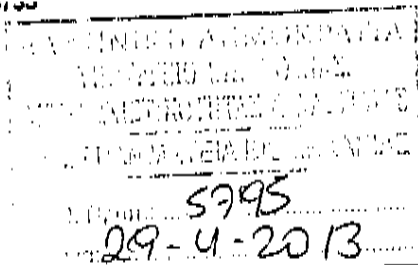
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13-0030738-B

**ΜΟΝΙΜΗ ΑΝΤΙΠΡΟΣΩΠΕΙΑ ΤΗΣ ΕΛΛΑΔΟΣ  
ΣΤΟ ΝΑΤΟ****ΝΑΤΟ ΑΔΙΑΒΑΘΜΗΤΟ  
ΕΠΕΙΓΟΝ**Βρυξέλλες, 25 Απριλίου 2013  
Α.Π. : 5600.15/ 38 /Α.Σ. 2532ΠΡΟΣ: **ΥΠΕΘΑ/ΓΔΑΦΕΕ/ΔΑΕΤΕ**  
(FAX No: 210-7474236 Υπόψη Κου Πιτσαλίδη)  
(FAX No: 210-7466178 Υπόψη Κου Τσαγκούλη)

(μ.ΥΠΕΞ)

ΚΟΙΝ.: **ΥΠΕΞ/Δ2****ΓΕΕΘΑ/Γ2**Υπουργείο Ανάπτυξης / Γενική Γραμματεία  
Εμπορίου/Δνση ΠΣΕΑ, Πλ.Κάνιγγος, ΤΚ 10181 Αθήνα

(μ.ΥΠΕΞ)

(μ.ΥΠΕΞ)

Υπουργείο Ανάπτυξης / Γενική Γραμματεία  
Βιομηχανίας/Δνση Διεθνών Βιομηχανικών Σχέσεων / Μεσογείων 119,  
ΤΚ 10192 Αθήνα (FAX No: 210-6969738 Υπόψη Κας Σανιώτη)

(μ.ΥΠΕΞ)

Τεχνικό Επιμελητήριο Ελλάδος/  
Γρ. Επαγγελματικών Θεμάτων  
Νίκης 4, ΤΚ 10248 Αθήνα

(μ.ΥΠΕΞ)

**Τ Η Λ Ε Ο Μ Ο Ι Ο Τ Υ Π Ι Α****ΘΕΜΑ: Πρόσκληση Υποβολής Ενδιαφέροντος για το Έργο: "Ballistic Missile Defence  
System Engineering & Integration Support Contract IFB-CO-13550"**  
**ΣΧΕΤ: NCIA/DACQ/ASG/2013/630/24 Apr 2013**

1. Διαβιβάζεται συνημμένα η σχετική που περιέχει τους γενικούς όρους και απαιτήσεις που αφορούν στην πρόσκληση υποβολής προσφορών εκ μέρους του φιλοξενούντος έθνους (NCIA), για το έργο θέματος.
2. Τονίζεται ότι οι εταιρείες που ενδιαφέρονται, να συμμετέχουν στο διαγωνισμό θέματος, θα πρέπει να δηλώσουν το ενδιαφέρον τους, μέχρι την 21<sup>η</sup> Μαΐου 2013.
3. Η παρούσα διακήρυξη διαβιβάζεται λόγω όγκου, μέσω CRONOS προς το ΥΠΕΞ/Δ2 και ΓΕΕΘΑ/Γ2.
4. Παρακαλούμε για τις ενέργειές σας.

ΠΑΡΑΣΚΕΥΟΠΟΥΛΟΣ

ΑΔ Χ.Π

Συνημμένα: Σελίδες -10-

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Acquisition and Procurement

gael.craver@ncia.nato.int

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Fax: +31 (0)2 707 8770

NCIA/ACQ/ASG/2013/630  
24 April 2013

**Notification of Intent  
Ballistic Missile Defence  
System Engineering and Integration (SE&I)  
Support Contract**

**IFB-CO-13550-BMD**

**€67,637,000**  
(estimated cost)

The purpose of this SE&I contract is to procure the technical expertise to execute the tasks and produce the associated deliverables necessary to support the NATO Communications and Information Agency's BMD Programme Office in achieving and delivering a NATO Ballistic Missile Defence (BMD) capability. This work consists of review and revision of system specifications, configuration control of those specifications and integration and testing in support of implementation activities.

The NATO capability will be composed of NATO Command, Control and Communications (C3) Systems components, and the NATO sensors and National sensors, interceptor and C3 systems which are expected to be provided by the nations and that will be linked to NATO Battle Management, Command, Control, Communications and Intelligence (BMC3I). The Contractor will support the development and integration of the NATO C3 systems, and the design development and test of the interfaces of these systems to NATO and National weapons and sensors.

The formal IFB is planned to be issued in July 2013 with a Bid Closing Date by Oct 2013. Contract Award is anticipated in the beginning of Mar 2014 with a start date about 1 April 2014.

**Contracting Officer: Mr Gael Craver**

E-mail: [gael.craver@ncia.nato.int](mailto:gael.craver@ncia.nato.int)

To: Distribution List

Subject: Notification of Intent to Invite Bids for International Competitive Bidding  
**BMD SE&I Support Contract**  
**IFB-CO-13550-BMD**

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- References:
- A. AC/4-D/2261 (1996 Edition)
  - B. AC/4-D/2261-ADD2 (1996 Edition)
  - C. NATO CAPABILITY PACKAGE 0A1303, Provide NATO-Wide Theatre Missile Defence Capability, dated 18 July 2005
  - D. BMD NSR, dated 02 Oct 2012 with 18 Apr 2013 CNAD approval

1. In accordance with paragraph 6 of Reference A, notice is hereby given of the intent of the NATO Communications and Information Agency (NCI Agency), as the Host Nation, to issue an Invitation for Bid (IFB) for the provision for System Engineering and Integration (SE&I) services for the Agency's Ballistic Missile Defence (BMD) Programme Office (PO). Note that this IFB is subject to prior authorisation from the Investment Committee.
2. The scope of this project is to continue work as outlined in the NATO Capability Package (CP) at reference C and NSR at reference D. The NATO capability will be composed of NATO Command, Control and Communications (C3) Systems components, and the NATO sensors and National C3. sensors and interceptor systems which are expected to be provided by the nations and that will be linked to NATO's Battle Management, Command, Control, Communications and Intelligence (BMC3I) Capability. The Contractor will support the development of the requirements for the BMD enhancements to the NATO C3 systems, and the design development and test of the interfaces of these systems to NATO and National weapons and sensors. Scope may be adjusted based on revisions to reference C that are currently under review.
3. The contract will be executed in two phases:
  - Transition Phase – A period starting at contract award which provides time for a smooth transition from the current SE&I contractor to the new contractor and maintains the continuity needed by the BMD PO to remain on schedule.
  - Programme Support Phase – To provide the required system engineering and integration services in support of the BMD PO.
4. A summary of the requirements of the project is set forth in Annex A to this letter.
5. The estimated cost for the services and deliverables included within scope of the intended contract is **€67,637,000**.
6. This will be a single contract over a seven year period with a base period of 4 years (Apr2014-Apr2018) and three years (2018-2021) which will be priced options. No partial bidding will be allowed.
7. Subject to appropriate authorisation from the IC, the NCI Agency intends to use the International Competitive Bidding (ICB) Procedure. Bids received in response to the IFB will be evaluated through a Best Value approach as described in Reference B. The successful bid pursuant to this IFB will be that bid which is deemed to offer the best value for money in accordance with predefined bid evaluation criteria which will be detailed in the IFB as prescribed by the Best Value Procedures.

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8. The formal IFB is planned to be issued in July 2013 with a Bid Closing Date in October 2013 and Contract Award in the first quarter of 2014.
9. Under separate correspondence following the release of this Notification of Intent, national representations and firms registered in the bidders' list will be invited to attend a BMD SE&I Industry Information Day. The purpose of this event is to provide the latest available technical information, update the status of the IFB release and give industry a forum to ask preliminary questions. While this remains subject to confirmation, NCI Agency intends to hold this event in June 2013.
10. Pursuant to paragraph 6 of Reference A, national responsible authorities are kindly requested that the NCI Agency be provided with a Declaration of Eligibility, not later than **29 May 2013**, of qualified and certified firms (including personnel and facility security certification at the NATO SECRET level) which are interested in bidding for this project. In addition to the certifications required under this NOI, the Declarations of Eligibility shall include the following information for each of the nominated firms: **name of the firm, telephone number, fax number, e-mail address, and Point of Contact**. This information is critical to enable prompt and accurate communication with prospective Bidders and should be sent to the following address:

NATO Communications and Information Agency  
Boulevard Leopold III, 1110 Brussels, Belgium  
Attention: Gael Craver – Senior Contracting Officer

Tel: +32 (2) 707 8387  
Fax: +32 (2) 707 8770  
E-mail: [gael.craver@ncia.nato.int](mailto:gael.craver@ncia.nato.int)

11. It is emphasized that requests for participation in this competition received directly from individual firms cannot be considered.
12. Bidders will be required to declare a bid validity of twelve (12) months from closing date for receipt of bids, supported by a Bid Guarantee of €1,000,000 (1 Million Euro). Should the selection and award procedure exceed the Bid Closing Date by more than twelve (12) months, firms will be requested to voluntarily extend the validity of their bids and Bid Guarantee accordingly. Bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
13. The IFB will be NATO UNCLASSIFIED. National authorities are advised that the Bidders Library is expected to contain information classified up to NATO SECRET. Bidders must therefore handle this information according to national/NATO security regulations. Further performance of the contract will require contractor to have personnel and facility clearances at a level of NATO SECRET.

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14. Note also that the contractor, sub-contractors, and their respective staff involved in the execution of the Contract shall be liable to preserve and not divulge any information related to the performance of the Contract without the express written approval of the Purchaser.
15. The reference for the Invitation for Bid is IFB-CO-13550-BMD (**BMD SE&I Support Contract**), and all correspondence concerning it should reference this number.
16. Your assistance in this procurement is greatly appreciated.

FOR THE GENERAL MANAGER:

A handwritten signature in black ink, appearing to read 'L.T. Herway', is written over a large, light gray watermark that says 'WWW.SAR.gov'. The signature is fluid and cursive.

L.T. Herway  
Chief of Contracts**Attachment(s):**

Annex A- Summary of the Requirements

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**Distribution for Official  
Notification of Intent to Call for Bids  
IFB-CO-13550-BMD**

NATO Delegations (Attn: Investment Committee Adviser):

Albania	1
Belgium	1
Bulgaria	1
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Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
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Iceland	1
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Luxembourg	1
The Netherlands	1
Norway	1
Poland	1
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**Distribution for information**  
**NATO HQ**

**NATO Office of Resources**  
Management and Implementation Branch – Attn: Deputy Branch Chief 1  
**Director, NATO HQ C3 Staff** 1  
Attn: Executive Co-ordinator  
**SACTREPEUR** 1  
Attn: Investment Committee Assistant  
**SACEUREP** 1  
Attn: Investment Committee Assistant

**Strategic Commands**

HQ SACT Attn: R&D Contracting Office & Mr Curtis Day 1  
ACO Attn: Mr Steve Wallis, Ms Kirsten Lund 1

**NCI Agency – Internal Distribution**

COS (MG L.E. Andrey) 1  
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Director, Demand Management (Mr V. Shalamanov) 1  
Director, Service Strategy (Mr C. Shawcross) 1  
BMD Programme Director (Mr A. Pera) 1  
BMD Deputy Programme Director (Mr D. Kiefer) 1  
CAB Administrator (Ms M-L Le Bourlot) 1  
ASG/Principal Contracting Officer (Mr W. Maley) 1  
ASG/Senior Contracting Officer (Mr G. Craver) 1  
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## Annex A: Summary of Requirement

### **BMD SE&I Support Contract IFB-CO-13550-BMD**

#### **1 Background**

At the 2010 Lisbon Summit, NATO leaders decided to develop a Missile Defence Capability to protect all NATO European populations and territories against ballistic missile attacks. This was an expansion to the already existing Active Layered Theater Ballistic Missile Defence Programme. The Alliance's Heads of State and Government stated that they see this as a core element of NATO's collective defence task in view of the growing threat of the proliferation of ballistic missile technology and weapons of mass destruction. The NCI Agency through its BMD Programme Office (PO) directs the development and execution of this Capability.

#### **2 Scope**

The BMD Architecture has been and will continue to be designed, controlled, integrated and tested by the NATO BMD PO. A SE&I contractor is employed to support the PO in the refinement and maintenance of the Architecture, and to keep the appropriate document baselines updated. A major revision of the architecture and its phased implementation plans is required as a result of NATO's assumption of the mission to protect its populations and territory. The contractor will also be responsible for the continued operation and periodic upgrade of the Integration Test Bed (ITB) and the system prototypes used in that test bed. The Contractor will support the BMD PO in delivery of the BMD capability to operational users and on occasion in capability sustainment.

That scope of work consists of three main tasks:

- a) Support to the BMD PO for standard project processes, to include: resource, schedule, risk, quality, configuration and stakeholder management.
- b) Systems engineering and architecture design and maintenance, including system of systems integration.
- c) Operation of the test bed in support of engineering integration and verification activities, and test bed hardware and software maintenance.

#### **3. NATO Staff Requirement (NSR)**

The architecture components and relevant system elements are contained in the NSR (reference D).

The BMD NSR was developed hierarchically from architecture to second and third tier requirements using an interactive system engineering process that incorporated NATO internal analysis and stakeholder input. High level Architecture Requirements

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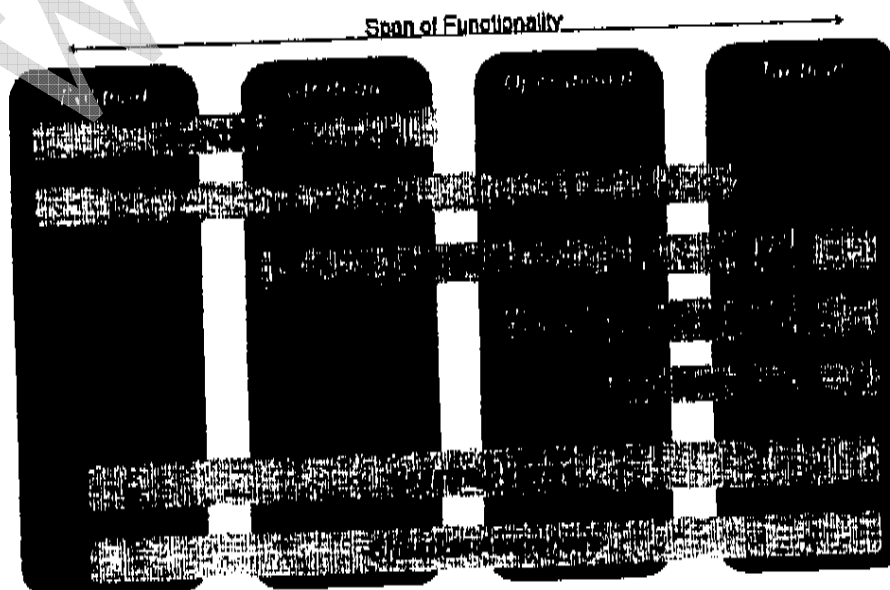
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were developed to capture the broad levels of functionality required to meet the BMD mission. These areas consist of requirement statements in the following:

- Consultation – to support the geo-political and strategic military considerations of the ballistic missile threat and the defence of NATO European territory, populations and forces;
- Intelligence – to support the full range of threats and Weapons of Mass Destruction (WMD) payloads;
- Active Defence (consisting of subcategories of Planning and Tasking, Engagement Operations and Surveillance) – to support the defence design and protection of high value assets and areas with weapons and sensors assigned to NATO for the BMD mission;
- Situational Awareness – to support command and control via the development of necessary information and products and to make these available to authorised stakeholders;
- Passive Defence (including Consequence of Engagement and Consequence of Intercept requirements) – to support the protection of military and civilian populations and to provide functionality for analysis of consequences of engagements and intercepts;
- Training & Exercise Support – to provide the needed simulation data and training functionality to support individual, command team and multi-echelon training;
- Non-Functional Support Areas – to support compliance with NATO standards and policies on safety, security, environmental, reliability, availability and maintainability.

The span of the requirement statements is mapped against the political and military levels and depicted below. This figure provides insight into where BMD functionality is needed and for the various levels of authority in NATO.



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## 4. System Requirements

The BMD Systems Architecture will be composed of NATO Battle Management, Command, Control, Communications and Intelligence (BMC3I) system components, NATO and National sensors, National interceptor systems and National C3 systems provided by the Nations and linked to NATO's BMC3I systems.

## 5. Implementation

NATO BMD requires the integration of multiple National C3 systems, weapon systems, and sensors by NATO BMC3I. There is a need to interface interceptor and sensor systems with NATO's C3 systems at the appropriate NATO Command Structure (NCS) levels. Accordingly, NATO BMC3I capability must be upgraded to include necessary high level functionality. Much of this work is on-going and NATO envisions an incremental development approach. The contractor tasks to support this development activity are outlined below.

### 5.1 Programme Management

The NCI Agency is the NATO Host Nation for this project. Its BMD PO will be implementing the project in accordance with NATO rules and regulations. The PO is responsible for the day-to-day management of the BMD programme to include the SE&I contractor.

Envisioned SE&I Contractor tasks are listed below. The full description will be included in the Statement Of Work (SOW) that will accompany the Invitation For Bid (IFB).

- Contractor Resource Management
- Project Management and Execution to include:
  - Master Plan to include safety
  - Risk Plan
  - Risk management and register
  - Quality Assurance (QA)
  - Security management
- Support BMD PO's Configuration Management
- Institute a Change Management process to include:
  - Status Accounting;
  - Configuration Review and Audit, and Impacts on Architectures
  - Configuration Control Board Support

### 5.2 System Engineering and System of Systems Design

The contractor will be required to perform systems engineering analyses to refine the BMD Architecture, develop an appropriate phased implementation of the architecture, refine information exchange requirements, develop test objectives to verify that BMD requirements are met, and analyse test results. The contractor will also be required to document and maintain detailed descriptions of this architecture as it is developed. In addition, the contractor will provide support to operational

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users. Envisioned tasks are listed below. The full description will be included in the SOW that will accompany the IFB.

- Architecture Analysis
- Architecture Design, Development and Maintenance
- Requirements Development and Management.
- Spiral Definition
- Prototype Capabilities
- Test Objectives Development and Capability Assessment
- Operational Integration and Support
- Test Analysis to include Safety considerations

### 5.3 Integration, Test and Verification, Integration Test Bed (ITB) Design, Support and Operations

The contractor will be required to assist in the planning and execution of BMD integration, test and verification activities. These activities include test event planning and execution to verify element interoperability as well as a capability assessment of the overall BMD architecture.

The contractor will be required to design modifications to the BMD Integration Test Bed (ITB), including the models and prototypes that are used in that facility. The ITB is an open-architecture framework which provides a common environment in which NATO and national elements are integrated and systems interoperability is evaluated. The contractor will also be required to operate the ITB, assist ITB users and ensure that the ITB is available to users in conformance with reliability and availability goals.

Envisioned tasks are listed below. The full description will be included in the SOW that will accompany the IFB.

- Architecture Integration
- Test and Verification to include Safety considerations
- Capability Assessment
- ITB Framework Modification
- On-Site Support
- Modification of the ITB
- ITB Metrics Collection and Development of Support Equipment and Software
- Operations and Support Management
- Operational Support (Test Planning and Execution, Exercises)
- Training and Training Support

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