

Invitation - Calling Notice
Request for Industry Participation – Commercial SATCOM Services
Hybrid Event to Elicit Industry Views
02 December 2025
13:00-17:00 Hours
Central European Time (CET)

Estimated Amount:	8 MEUR yearly for a period of 5 years + 15,5 MEUR for service commissioning, testing, training and provisioning of relevant hardware¹
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Invitation Closing Date: 25 November 2025

The NCIA invites early engagement and industry participation from suppliers of NATO Member Nations in a hybrid event scheduled on **02 December 2025**.

Companies interested in participating are requested to complete the registration form at: <https://cvent.me/mgQ0Y1>. Registration details will be forwarded to the respective national points of contact for review and approval. To ensure sufficient time for national approval, please submit your registration by 16:00 CET on 25 November 2025.

Due to limited space, in-person attendance needs to be coordinated within the company for **max. two** representatives. Additionally, online attendance should be limited to max. three persons per company.

During this event, the NCIA will be presenting its vision and draft high-level requirements on the project providing Commercial SATCOM services. These services will fulfil operational needs that are not already supported by the protected and assured NATO MILSATCOM service.

Commercial SATCOM services will rely on any frequency band, commercial or military (the latter, if available, through commercial providers), also involving provider-managed assets, space segment provision and logistics support of ground terminals.

The NCIA will also seek to understand Industry capabilities and perspectives to inform upcoming procurement actions related to Commercial SATCOM Services. In this respect the event will aid in developing of the upcoming International Competitive Bidding for the Augmentation SATCOM Services Project (P7) which includes SOF C2 CIS – ACE Project and others users.

¹ This estimate represents one potential user group only as of year 2028, pending scope and funding authorization. Other user groups may be confirmed throughout the period of performance of the future contract.

Registered Companies will have an opportunity to provide feedback on the High level description and requirements published in the [NOI NCIA/ACQ/2025/07439](#) dated 24 October 2025. Related materials and questions will be shared in advance with registered companies only.

Any feedback provided by Industry before, during and after the event will be treated by NCIA with confidentiality and will contribute to inform the subsequent stages of the implementation of Commercial SATCOM Services.

NCIA Point of Contact

Ms Viktorija Navikaitė, Senior Contracting Officer

Email: Commercial.SATCOM@ncia.nato.int

Annexes:

A. Distribution List

*****Neo eProcurement Registration*****

Attention Suppliers,

The NCIA is stepping into a new era of procurement. We have launched an eProcurement tool, Neo, to make our collaborations smoother, faster, and more transparent. If you are keen to do business with us, you will need to register in [Neo](#). This tool will offer suppliers visibility into past, current and upcoming business opportunities, and streamlines the competition cycles, contract awards, and account management.



To : Distribution List

Subject : Invitation – Calling Notice

Request for Industry Participation - Commercial SATCOM Services

1. A high-level description and summary of the requirements can be found on the [NCIA website](#). Additionally, questions will be shared with registered participants before the event.
2. Companies are asked to express their interest to attend by applying through the registration site: <https://cvent.me/mgQ0Y1>.
3. National Representatives will receive applications for review and will be able to confirm or reject the application, finalising the nomination process.
4. Upon receipt of formal nomination by the National Representative(s) through the registration system, the NCIA will forward to each nominated company further administrative formalities (Agenda, dial-in details and rules of engagement).
5. The onsite location for the event is: Courtyard Marriott Brussels (address: Avenue des Olympiades 6 - 1140 Brussels (Belgium) – phone: +32 (0) 2 337 08 08). The remote participation will be through Webex (detailed information will be shared with nominated participants).
6. The deadline for nominations is 25 November 2025, 16:00 Hours (CET). In order to maximise Supplier participation the NCIA may, at its discretion, accept late nominations.
7. All questions and correspondence concerning this Invitation - Calling Notice for Industry participation in the Commercial SATCOM Services Hybrid Event must be done via email to: Commercial.SATCOM@ncia.nato.int.
8. The NCI Agency is not liable for any expenses incurred by Suppliers in conjunction with their responses to this Invitation - Calling Notice to the hybrid event; any such responses shall not be regarded as a commitment of any kind concerning future procurement of items or services described herein.
9. Your interest to participate and assistance to this Event will be greatly appreciated.

For the Chief of Acquisition:

[Original Signed By]

Ms Viktorija Navikaitė, Senior Contracting Officer

Annex A – Distribution List

NATO Delegations:

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	Lithuania	Spain
Denmark	Luxembourg	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	

Embassies in Brussels (Attn: Commercial Attaché):

Albania	Greece	Poland
Belgium	Hungary	Portugal
Bulgaria	Iceland	Romania
Canada	Italy	Slovakia
Croatia	Latvia	Slovenia
Czechia	Lithuania	Spain
Denmark	Luxembourg	Sweden
Estonia	Montenegro	The Republic of Türkiye
France	Netherlands	The United Kingdom
Finland	North Macedonia	The United States
Germany	Norway	

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