



IRIS² Industry Information Day

30 March 2023

15:00 to 17:00

#EUSpace

DEFIS

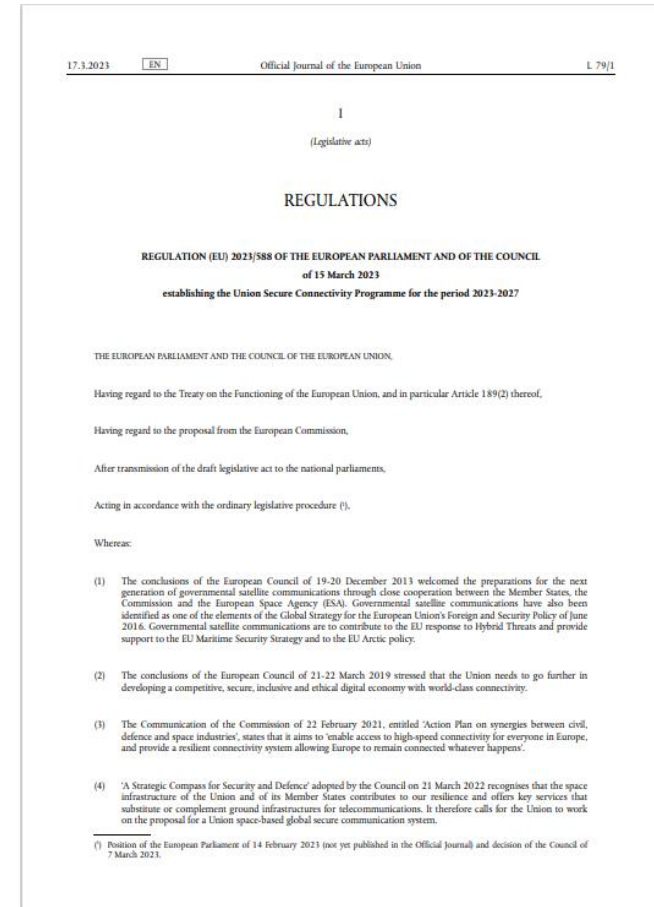
14:15 – 15:00	Coffee and registration
15:00 – 15:10	Welcome message
15:10 – 15:30	IRIS ² Regulation and introduction to the IRIS ² Main Contract
15:30 – 15:50	IRIS ² Main Contract – Descriptive Document and High Level Requirements
15:50 – 16:50	IRIS ² Main Contract – Tender Specifications
16:50 – 17:00	Closing remarks

- *This presentation concerns the tender documentation for the procurement of the concession contract for the implementation of the Union Secure Connectivity Programme.*
- *It has been developed for informative purposes only.*
- *Interested economic operators are invited to refer to the tender documentation.*
- *In case of any discrepancy between this presentation and the tender documentation, the latter shall prevail.*
- *Possible questions or requests for clarifications raised by the attendees will not be replied in the frame of the meeting.*
- *Attendees and interested economic operators are invited to raise possible requests for clarifications, through the Commission procurement website (eTendering), without prejudice to the possibility of the Contracting Authority to publish unsolicited clarifications.*
- *All clarifications will be published on the Commission eTendering website.*

IRIS² Regulation and introduction to the IRIS² Main Contract

Regulation 2023/588 is in force since 20 March 2023

Signature of the Regulation by EP President and Swedish Presidency





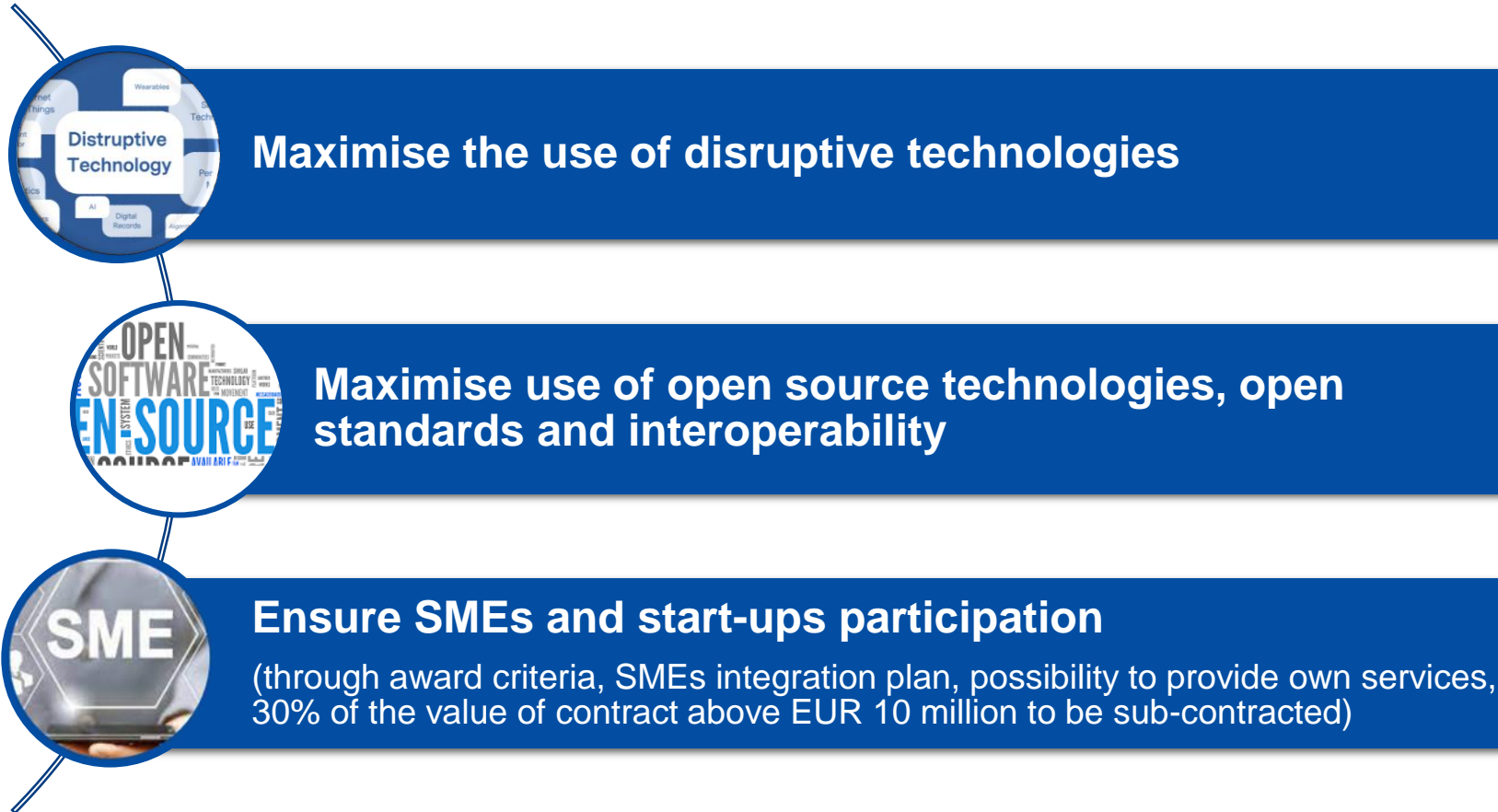
Ensure secure, autonomous, high-quality, reliable & cost-effective satellite governmental communication services to government-authorized users

Article 3



Enable commercial services, or services offered to government-authorized users based on commercial infrastructure at market conditions

Strengthening the competitiveness of the EU's space and digital sector



ESA and EUSPA have specific roles and entrusted tasks



- The **Commission and ESA coordinate their initiatives** in the area of secure connectivity
- ESA, in accordance with its internal rules and IRIS² Regulation, **may contribute through ESA optional programmes** to the Programme's development and validation activities resulting from the procurement
- The Commission plans to entrust ESA with the **supervision of the development and validation activities** for the implementation of the IRIS² programme
- ESA will place **partnership projects contracts with the entities awarded by the Commission**

- EUSPA is currently **procuring the GOVSATCOM Hub** infrastructure which will implement the **operational interface** between GOVSATCOM Hub and Hardgov services and Lightgov services users
- The GOVSATCOM Hub will **pool the existing satellite communication capacity and services** made available by both the Contractor, private commercial and nationally owned operators
- According to IRIS² Regulation, one of the objectives is to **complement and integrate the existing and future capacities of the GOVSATCOM component**



Procurement building blocks and roadmap

Main contract – scope of the tender

- 1** Design and development, deployment and operations of the **Governmental Infrastructure** (including the Shared Infrastructure) of IRIS²; and provide services to the users based on the Governmental and Commercial infrastructure;
The **acquisition of Lightgov Services** provided by the Contractor in the envisaged form of a “take or pay” agreements
- 2** **GOVSATCOM Hub Meta-Operator**: Procurement of a **service contract for the operation of the GOVSATCOM Hub**, enabling the associated service provision to the governmental competent authorities
- 3** Procurement of a **multi-supplier framework** contract or setting up of a dynamic purchasing system, for the **acquisition of satellite communication services**, in particular narrowband and auxiliary services, including **solutions proposed by SMEs and start-ups**.
- 4** Demonstration and validation of **quantum key distribution** from space through the provision of the system prototype of the 1st Generation EuroQCI space segment, including the development, validation and deployment of the 1st satellite(s) and related ground segment, and also some preparatory activities for 2nd generation.



Main Contract

Invitation to Participate data package

Invitation to Participate

Annex I. Tender Specifications

I.A Template Identification Sheet of the Candidate

I.B Template Declaration on Honour

I.C Template Power of Attorney

I.D Template Subcontractor Letter of Intent

I.E Template Non-Disclosure Undertaking

I.F GOVSATCOM Programme Security Instructions (PSI) + 3 Appendices (Spider Networks)

I.G Annex on Eligibility and Participation Conditions + 1 Appendix

Annex II. Descriptive Document

II.A High-Level Requirements (HLR)



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Call for tenders' details

Title: Concession Contract for the Implementation of the Union Secure Connectivity Prog...
Contracting authority: European Commission, DG Defence Industry and Space (DEFIS)
TED publication date: 23/03/2023
Time limit for receipt of tenders: N/A Status: Open

Data Document Library Questions and answers

Information

Tender reference number	DEFIS/2023/CD/0008
Title	Concession Contract for the Implementation of the Union Secure Connectivity Programme
Description	Concession contract for the design, development, validation, deployment, operations and service provision related to the governmental infrastructure of the Union Secure Connectivity programme and for the purchase of services to government-authorised users based on the commercial infrastructure.
Contract type	Services
Procedure type	Competitive dialogue
Status	Open

<https://etendering.ted.europa.eu/cft/cft-display.html?cftId=13625>

PUBLISHED ON 23/3 + 1 CORRIGENDUM ON 27/3

IRIS² Main Contract – Descriptive Document and High-Level Requirements

The IRIS² infrastructure shall be conceived as a **system of systems**, containing the necessary space and ground elements to **provide IRIS² Governmental and Commercial Services**. It will be **composed of a Governmental Infrastructure that includes a Shared Infrastructure** and a self-standing Commercial Infrastructure

Governmental

Descriptive Document
Sections 2 & 6.1.1

- means all the related ground and space assets which are required for the provision of the **Hardgov Services**
- Not part of this tender:
 - GOVSATCOM Hub
 - EuroQCI space and related ground segments
- The **Governmental Infrastructure shall be owned by the EU**

Shared

Descriptive Document
Sections 2 & 6.1.2

- The **Shared Infrastructure is part of the Governmental Infrastructure** contributing to the provision of Hardgov, Lightgov and Commercial Services
- The **ownership of the Shared Infrastructure shall remain with the Union** whilst the **ownership of the hosted payloads and subsystems** for the provision of Commercial Services shall **remain with the Contractor**

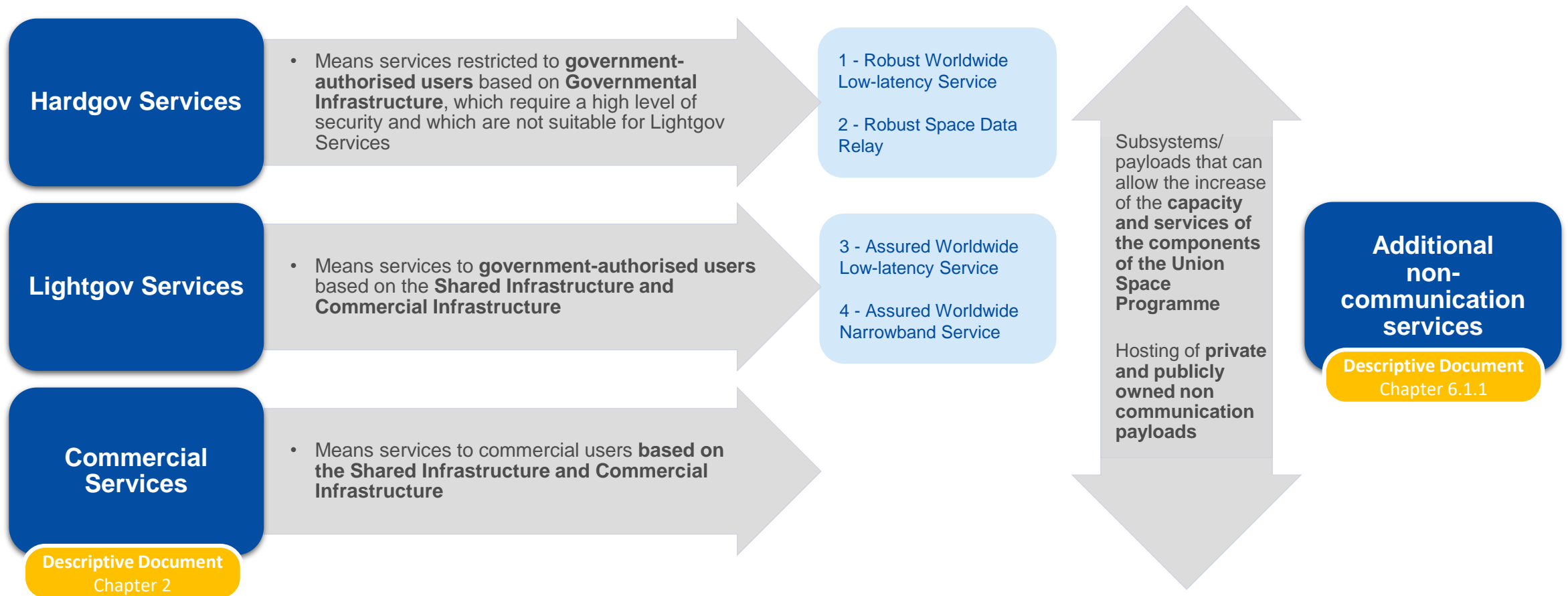
Commercial

Descriptive Document
Section 2

- The Commercial Infrastructure means all space and ground **assets other than those being part of the Governmental Infrastructure**
- The **Commercial Infrastructure shall be owned and financed by the Contractor**

No co-ownership with economic operators or hosting of IRIS² Governmental Infrastructure into systems owned by economic operators is foreseen, considering security constraints, including autonomy and resilience objectives

Services (relevant for the main contract)



Service #1:

Robust Worldwide
Low-latency Service

Service #2:

Robust Space Data
Relay

Service #3:

Assured Worldwide
Low-latency Service

Service #4:

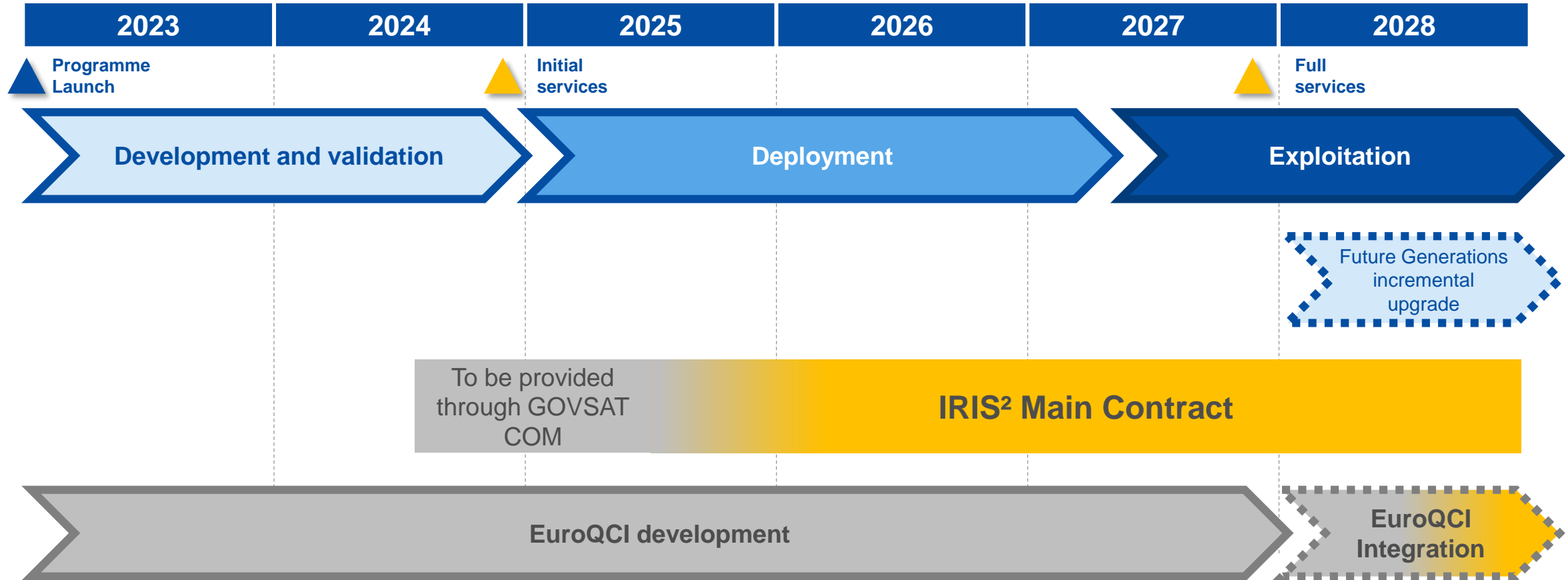
Assured Worldwide
Narrowband Service

The detailed service characteristics will be provided in the invitation to submit the Initial Proposal, e.g. availability, latency, data rate, user terminal types, robustness and security features, quality of service profiles etc.

The mission foresees **worldwide coverage**, including **Africa** and **Arctic region**. The global coverage is aimed by **2027**.

- The above services will complement the services offered under the GOVSATCOM space programme component
- Through its Commercial Services, IRIS² should support the EU partner countries which currently do not meet the digital targets for broadband connectivity, in particular the countries in the African continent, in the Arctic as well as in the Baltic, the Black Sea, Mediterranean regions and the Atlantic.

Req.: SC-HLR-40, SC-HLR-60, SC-HLR-110



Main drivers and Incremental approach

Main drivers

Descriptive Document
Chapter 6.1.1

The **following objectives shall be prioritised** and accordingly define an **incremental and scalable approach** for the deployment of the various system capabilities:

1. Ensure **Hardgov Service provision by 2027**, including **global worldwide coverage**, and full-service provision with the **required level of performance, system robustness and service availability over Europe**.
2. Implement a **secure design** in accordance with the related security requirements, including security accreditation
3. Enable governmental user terminals for both Hardgov and Lightgov services at an **affordable cost through the use of open standards and non-proprietary solutions, including 5G Non-Terrestrial Network**.
4. Implement the necessary **R&D and engineering activities to enable the development of later increments** of the Governmental Infrastructure to be deployed post 2027.
5. **Reduce the overall cost** of the Governmental Services provision thanks to optimised infrastructure, operations and maintenance costs

Incremental and modular approach

Descriptive Document
Chapter 6.1.1

Space components manufactured in the EU to ensure **autonomy and sovereignty** may be considered and implemented incrementally.

In addition to the infrastructure required to fulfil the communication services, IRIS² shall consider in the design of the system the possible additional non-communication missions a **modular design** shall enable the possibility to consider, at a later stage, the inclusion of non-communication services, **without impacting the core communication mission**.

Annex II.A High Level Requirements – Main categories

IRIS² Mission Objectives
IRIS² Infrastructure
<i>System Architecture</i>
<i>Civil Systems</i>
<i>Autonomy of use</i>
<i>Sovereignty</i>
<i>Ground Element Location</i>
<i>Government Infrastructure</i>
<i>User segment</i>
<i>System Interoperability, Expandability and Multi-mission Capability</i>
IRIS² System Perimeter
Operational requirements
Mission lifetime requirements
Security requirements

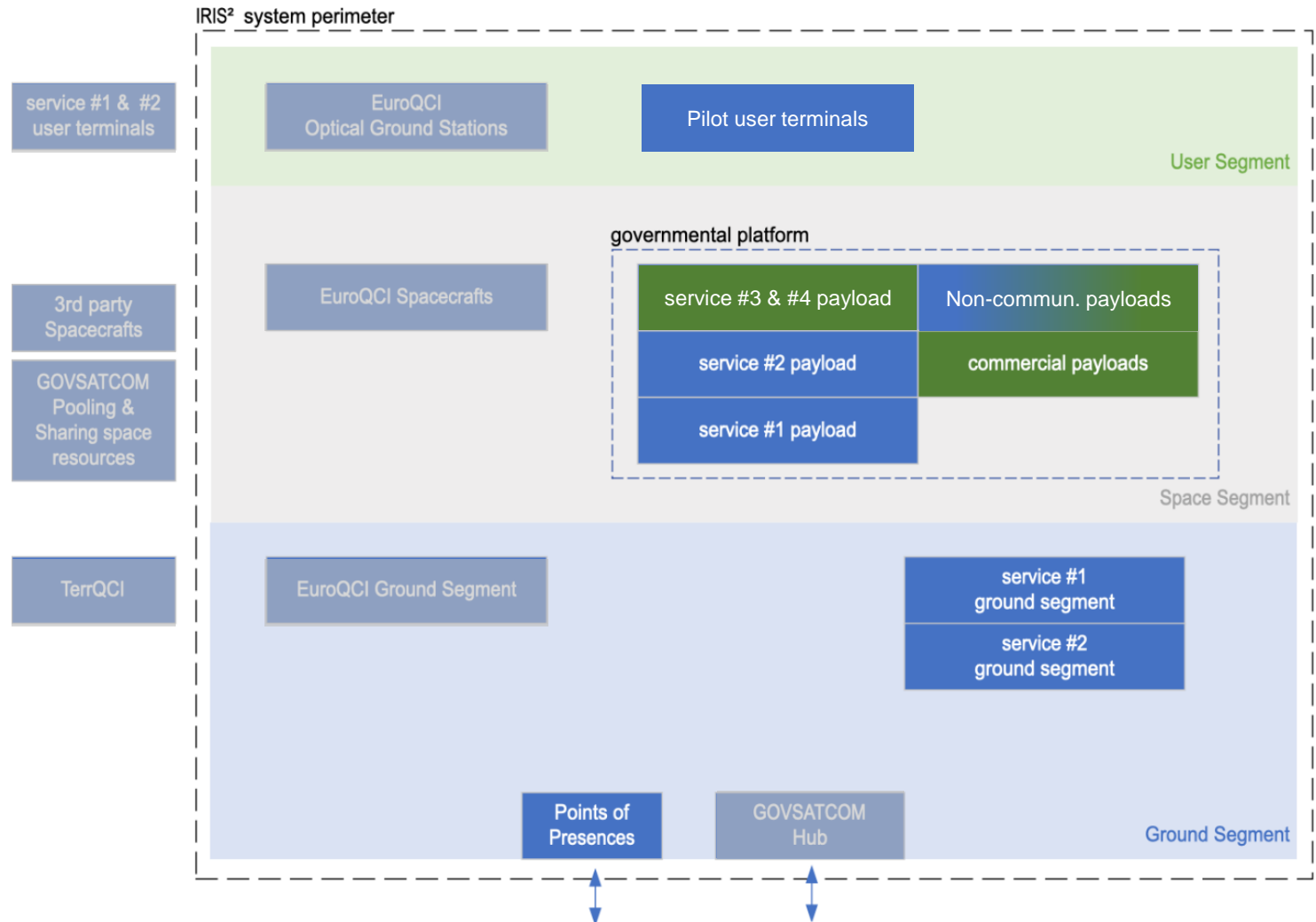
Programmatic legal and safety requirements
<i>Programmatic approach</i>
<i>Minimum Performance Levels</i>
<i>Documentation tree</i>
<i>Key indicators</i>
<i>Safety Requirements</i>
<i>Sustainability and debris prevention Requirements</i>
Frequency management and spectrum use
Schedule
<i>Schedule of communications services</i>
<i>Full Operational Capability</i>
<i>Evolved services</i>
<i>Schedule of QKD service (EuroQCI infrastructure)</i>
<i>Schedule of non-communication missions</i>
Non-communication services

Infrastructure and ownership of the Programme

IRIS² Space Infrastructure

IRIS² space infrastructure shall comprise a **multi-orbit constellation** of satellites in **LEO**, complemented where appropriate by satellites in MEO and/or GEO.

Req.: SC-HLR-180



Req.: SC-HLR-390

- **Control, Mission and Service Centers** shall be located and operated in **EU continental territory**
- **TT&C ground stations** shall be located and operated in **EU continental territory**
 - only if required, in Outermost Regions and Overseas Countries and Territories of the EU
- **Gateways** shall be located and operated in **EU continental territory**
 - only if required, in Outermost Regions and Overseas Countries and Territories of the EU.

Req.: SC-HLR-280, SC-HLR-290,
SC-HLR-300

Interoperability and Pilot User Terminals

- IRIS² system shall be **open** and not based on proprietary solutions
- Fostering **interoperability** at user level and, to the best extent possible, at infrastructure level
 - And therefore supporting EU engagements and involvement in international cooperation
- Support implementation of **5G NTN standards** defined in 3GPP domain
 - to the maximum extent possible and
 - through a gradual implementation approach
- **Pilot User Terminals** with different characteristics will be developed (fixed, on-the-move, nomadic)

Req.: SC-HLR-320, SC-HLR-360,
SC-HLR-370, SC-HLR-380

The mission design shall foresee **strategies** to cope with:

- Intra-constellation collision avoidance
- Prevention of in-orbit collisions
- Inter-constellation collision avoidance
- Controlled and safe re-entry
- Minimisation of disruptive visual brightness
- Disposal that guarantees the sustainability of the orbital environment

The IRIS² System shall minimise the **greenhouse gas emissions** generated by the development, production and deployment of the infrastructure

- Greenhouse gas offsets are to be foreseen

The IRIS² System shall register to **EUSST services**

Req.: SC-HLR-550 to SC-HLR-650

Frequencies for Hardgov Services

- For **Hardgov** applications, two Member States have provided ITU satellite filings that can be used by tenderers. Other Member States may also add additional filings in the coming weeks (tbc).
- The two confirmed filings are:

FMS-LEO (France)

- Date of Receipt 13/10/2020
- 20.2-21.2GHz, 30-31GHz,
- nGSO from 500-23222km (899 planes, 19708 satellites)

DEUMULTIORBIT (Germany)

- Date of Receipt 13/03/2023
- 20.2-21.2GHz, 30-31GHz, 43.5-47GHz, 71-76GHz, 81-86GHz
- nGSO from 500-23222km (899 planes 19708 satellites)

Frequencies for Commercial Services

- For **Lightgov** and **commercial** applications, tenderers will be expected to have the rights to use an appropriate ITU satellite frequency filing, or filings, that can be used to provide services and feeder links to/from an nGSO constellation.
- This expectation constitutes a **Technical and Professional capacity criterion** assessed during Phase I
- Having the potential to use same orbits, or similar (within the orbital tolerances), as used by the Hardgov applications would be desirable, along with the realistic probability of effective frequency access after coordination.

IRIS² Main Contract – Tender Specifications

IRIS ² Invitation to Participate	
Contracting Authority	European Commission, Directorate General for Defence Industry and Space
Lots	Not divided into lots
Nature of contract	Concession contract
Description	<ul style="list-style-type: none"> The design, development, validation, deployment and operations of the Governmental Infrastructure (including the Shared Infrastructure) of IRIS² and the provision of services to end users based on the Governmental and Commercial Infrastructure The purchase of Lightgov Services provided by the Contractor
Place of Performance	Depending on the activities to be implemented
Volume and value of contract	Estimated value covering 12 years is EUR 6 billion , of which are earmarked for MFF 2021-2027: <ul style="list-style-type: none"> up to EUR 380 million for development activities; EUR 950 million for deployment and exploitation activities.
Duration of contract	12 years

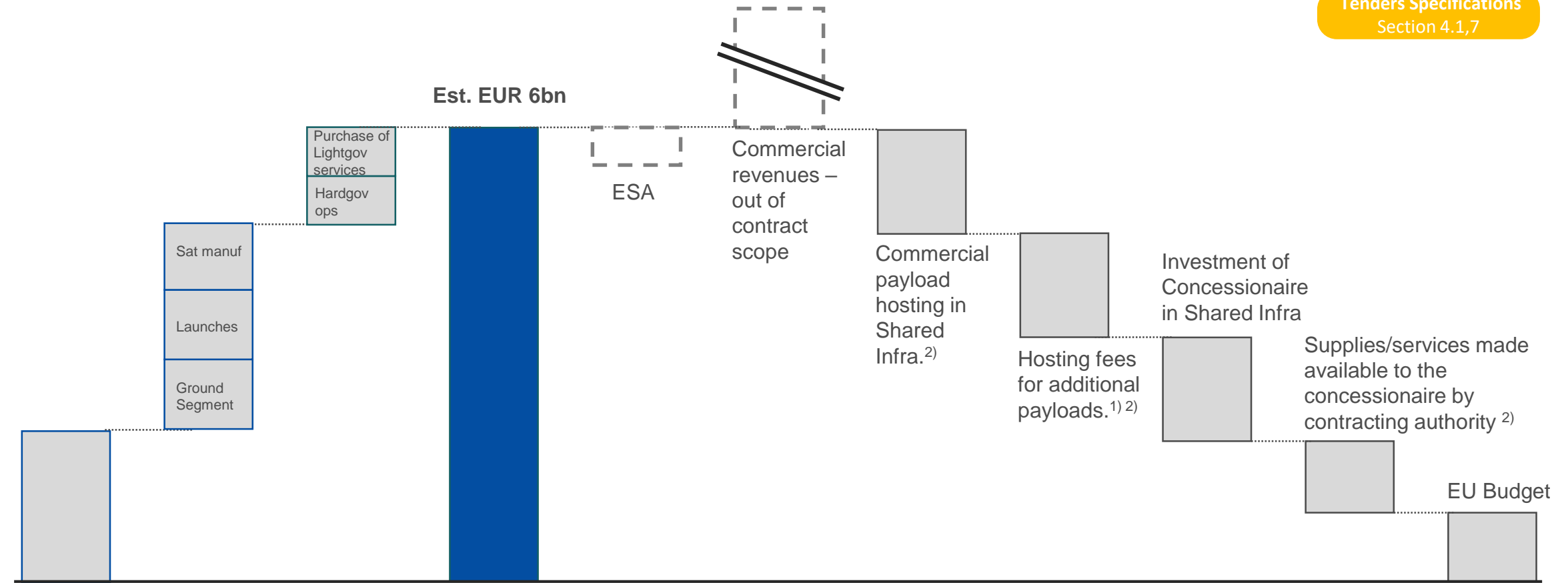
Tender Specifications
Section 4.1

Value takes into account:

- **Payments by Contracting Authority** for provision of Governmental Services
 - Design
 - Development
 - Validation
 - Deployment
 - Operation
 - Maintenance
 - Continuous improvement
 - Protection of infrastructure
 - Replenishment
 - Obsolescence management
 - Development of future generations
- **Payments by governmental users** to Contractor for Lightgov services
- **Market value** of commercial payload hosted in Shared Infrastructure
- **Hosting fees** for additional payloads
- **Contribution under ESA PP** received by Contractor
- **Value of supplies and services** made available to concessionaire by Contracting Authority

Main contract value (public and private) – Full contract over 12 years

Tenders Specifications
Section 4.1,7



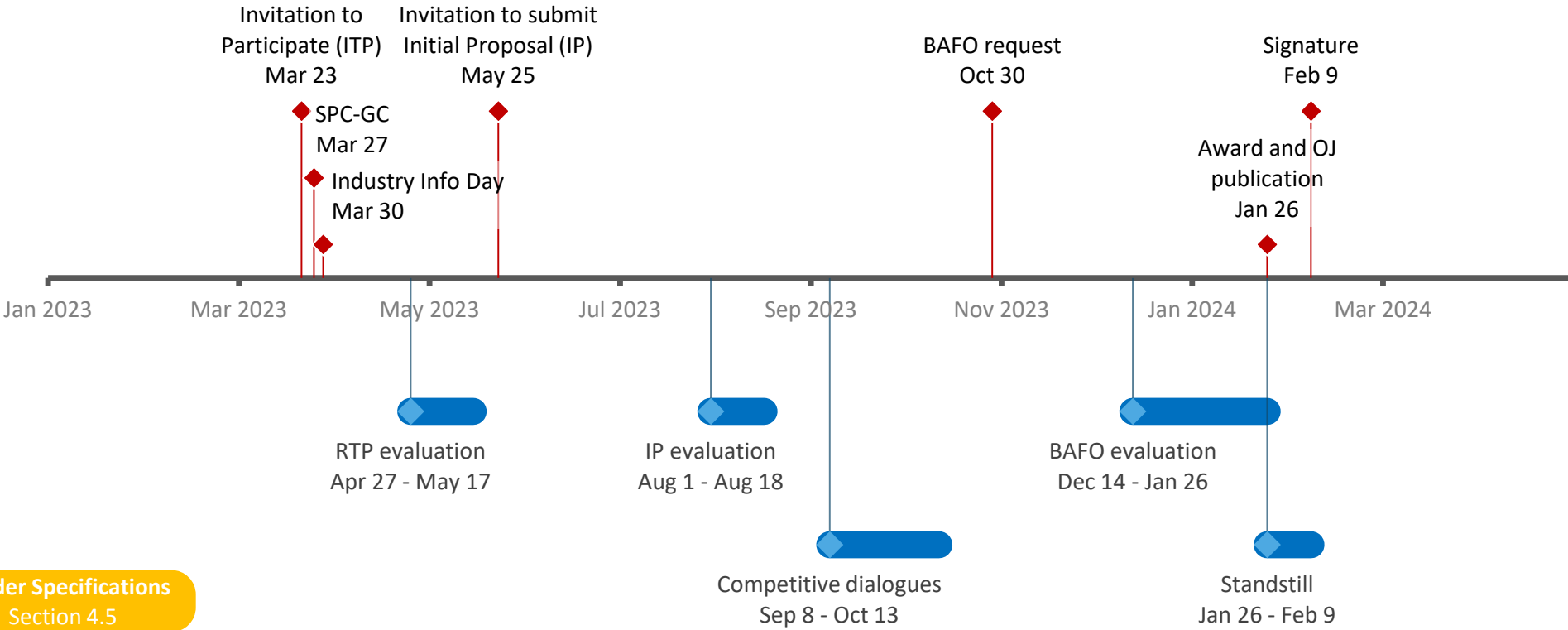
Development Deployment Exploitation Main contract

Governmental infrastructure

- 1) As defined in Annex II Descriptive Document in Section 6.1.1, letter H
- 2) At market value

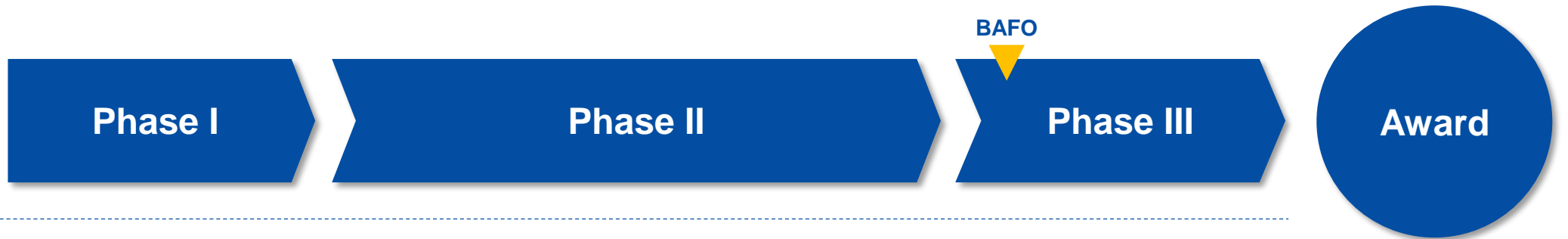


Categories and bar sizes are illustrative



Tender Specifications
Section 4.5

The Tender is structured in three Phases



Timeline

23/3 → 26/4

25/5 → 31/7

8/9 → 13/10

30/10 → 13/12

Invitation to **Participate**

Invitation to selected candidates to submit **Initial Proposals**

Competitive **dialogue**

Invitation to submit **Best And Final Offer (BAFO)**

Activities

Selection of candidates according to:

- **Exclusion** Criteria
- **Selection** Criteria including **Eligibility** and **Participation** Conditions

Evaluation of Initial Proposals on basis of Award Criteria

- **Qualitative** Award Criteria
- **Financial** Award Criteria

Dialogue with Tenderers to:

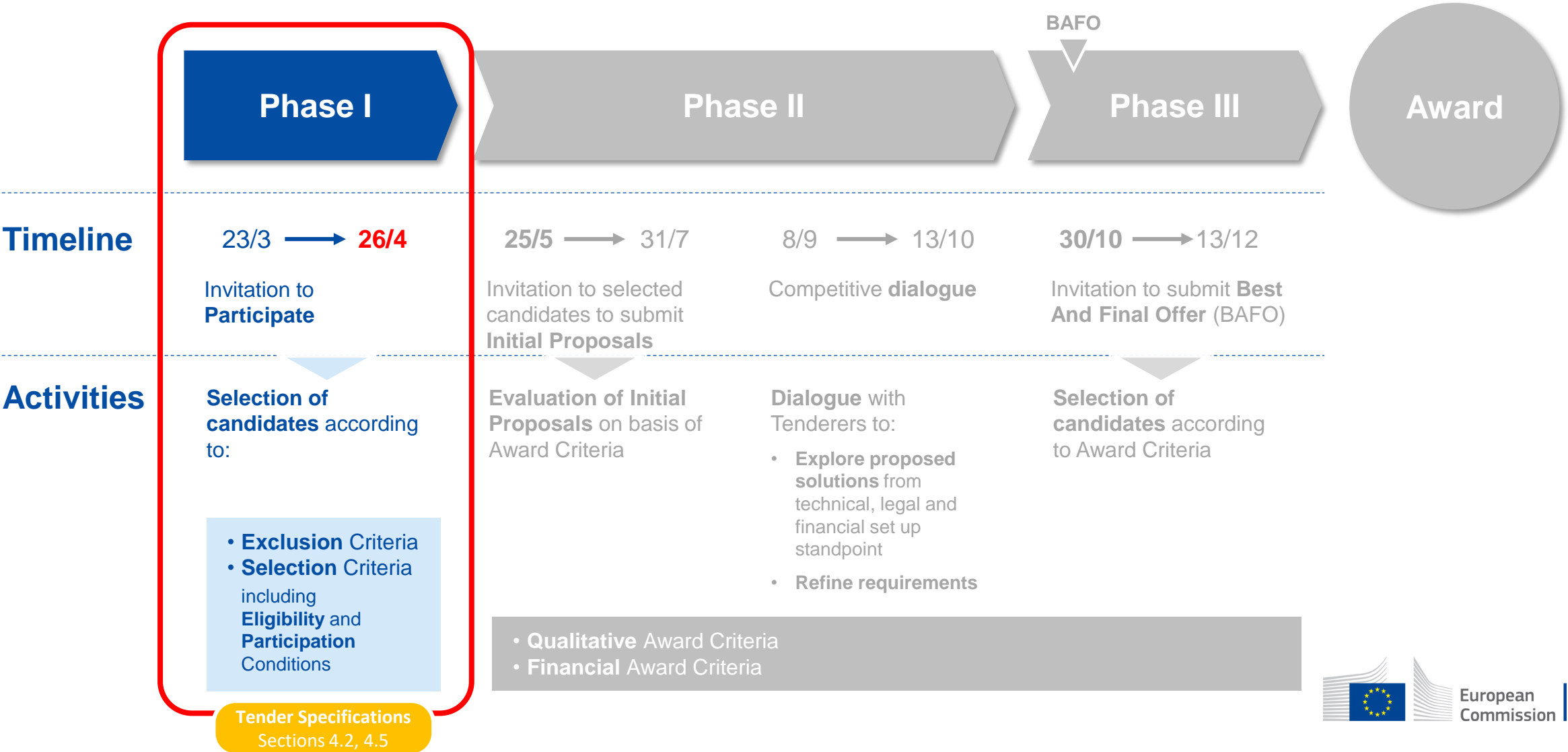
- **Explore proposed solutions** from technical, legal and financial set up standpoint
- **Refine requirements**

Selection of candidates according to Award Criteria

Tender Specifications
Section 4.5

Phase I

Deadline for Submission of Request to Participate is 26/4



Phase I

Deadline for Request for Clarifications is 18/4

Phase I	
Invitation to Participate	23/3
Deadline for requests for clarifications	18/4
Last date of publications of clarifications	21/4
Deadline for submission of Request to Participate	26/4

Tender Specifications
Section 4.5

Ted.eTendering
Calls for tenders from the European institutions

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Call for tenders' details

Title: Concession Contract for the Implementation of the Union Secure Connectivity Prog...
Contracting authority: European Commission, DG Defence Industry and Space (DEFIS)
TED publication date: 23/03/2023
Time limit for receipt of tenders: N/A Status: Open

Data Document Library **Questions and answers**

Information

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Contract type: Services
Procedure type: Competitive dialogue
Status: Open

[eTendering \(europa.eu\)](https://eTendering.europa.eu)

Phase I

Data Pack Overview

Tender Specifications
Section 4.2

Invitation to Participate
Annex I. Tender Specifications
I.A Template Identification Sheet of the Candidate
I.B Template Declaration on Honour
I.C Template Power of Attorney
I.D Template Subcontractor Letter of Intent
I.E Template Non-Disclosure Undertaking
I.F GOVSATCOM Programme Security Instructions (PSI) + 3 Appendices (Spider Networks)
I.G Annex on Eligibility and Participation Conditions + 1 Appendix
Annex II. Descriptive Document
II.A High-Level Requirements (HLR)

Tender Specifications
Section 8.2.4

Document submission (extract)				
Document	Prime	All Core Team members (including prime and subcontractors)	Non-Core Team subcontractors above 10% of the Contract value	Non-Core Team subcontractors below 10% of the Contract value
Cover Letter	x			
Annex I.A		x	x	x
Annex I.B		x	x	x
Annex I.C		x		
Annex I.D		x		
Annex I.E	x			
Annex I.F (Statement of Compliance to PSI)	x	x	x	x
Annex I.G		x	x	x

Phase I

Selection Criteria – Legal and Regulatory, Minimum Requirements

IRIS ² Legal and Regulatory capacity		
Ref	Criteria	To be evidenced by
L1.	Legal entity authorisation requirement	<ol style="list-style-type: none"> 1. Proof of enrolment in a relevant trade or professional register 2. Proof of authorisation that the candidate is authorised to perform the contract in its country of establishment 3. Proof that the candidate is a member of a specific professional organisation
L3.	Appointed Local Security Officer (LSO)	Candidates shall provide evidence of LSO for management of classified information classified RESTREINT UE/EU RESTRICTED or higher. Other Core Team members may optionally provide their LSO in Phase I. Upon reception of Phase II documentation (including SCG), the subcontractors that will require access to classified documentation shall submit relevant evidence to the Commission.
L4.	Management of professional conflicting interest	Statement of compliance in the dedicated Section of the Declaration on Honour (Annex I.B) and the evidences required in Section 5.8.
L5.	Non-disclosure requirement	Duly signed and filled in NDU as per template Annex I.E;
L6.	Facility Security Clearance (FSC)	Candidates shall provide evidence of FSC up to SECRET UE/EU SECRET. Candidates may rely on FSC being held by members of the same Consortium or subcontractors of the Core Team. Other Core Team members may optionally provide their FSC capacity in Phase I.
L7.	Compliance to PSI*	Candidates shall provide Declaration of Compliance to PSI (Annex I.F) . Other Core Team members may optionally provide such Declaration. Upon reception of Phase II documentation (including SCG), the subcontractors that will require access to classified documentation shall submit relevant evidence to the Commission.
L8.	Not subject to EU Restrictive Measures	In addition, involved entities must not be subject to EU restrictive measures adopted under Article 29 of the Treaty on the European Union (TEU) or Article 215 of the Treaty on the Functioning of the EU (TFEU) that constitute a legal impediment to perform the contract.

Tender Specifications
Section 6.3.1

IRIS ² Minimum Requirements		
Ref	Criteria	To be evidenced by
M1.	Compliance with applicable data protection, environmental, social and labour law obligations established by European Union law, national legislation, collective agreements or the applicable international social and environmental conventions listed in Annex X of Directive 2014/24/EU.	Corresponding statements of compliance in the Declaration on Honour – Annex I.B .

Tender Specifications
Section 6.3.4


*Corrigendum on L7 published on 27/03/2023.

Phase I

Selection Criteria – Financial capacity, Eligibility

Tender Specifications
Section 6.3.2

IRIS ² Economic and Financial capacity		
Ref	Criteria	To be evidenced by
F1.	Overall financial capacity	Combined annual Turnover above EUR 500 million over the last three years

 Companies do not need to fulfil this Criterion individually, it is the sum of Prime and Core Team that will be assessed.

Tender Specifications
Section 6.3.1

IRIS ² Legal and Regulatory capacity		
Ref	Criteria	To be evidenced by
L2.	Eligibility and Participation Conditions	<p>Duly completed Annex I.G on Eligibility and Participation Conditions signed by an authorised representative, accompanied by evidences as required.</p> <p><i>Note: In case of request for waiver (Section 5.1.2), the Candidate/Tenderer must submit all necessary evidence to demonstrate and justify the request in accordance with the conditions. If it considers as necessary, the Commission reserves the right to request additional supporting evidences demonstrating compliance with the eligibility and participation conditions and in any case before award.</i></p>

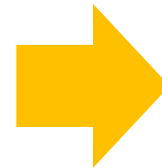
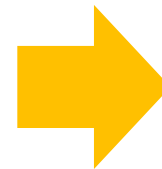
Phase I

Eligibility and Participation Conditions (Art. 22)

General Participating Conditions

- a) the eligible legal entity is established in a Member State and its executive management structures are established in that Member State.
- b) the eligible legal entity commits to carry out all relevant activities in one or more Member States; and
- c) the eligible legal entity is not to be subject to control by a third country or by a third country entity.

Tender Specifications
Section 5.1



Conditions for waivers (when possible)

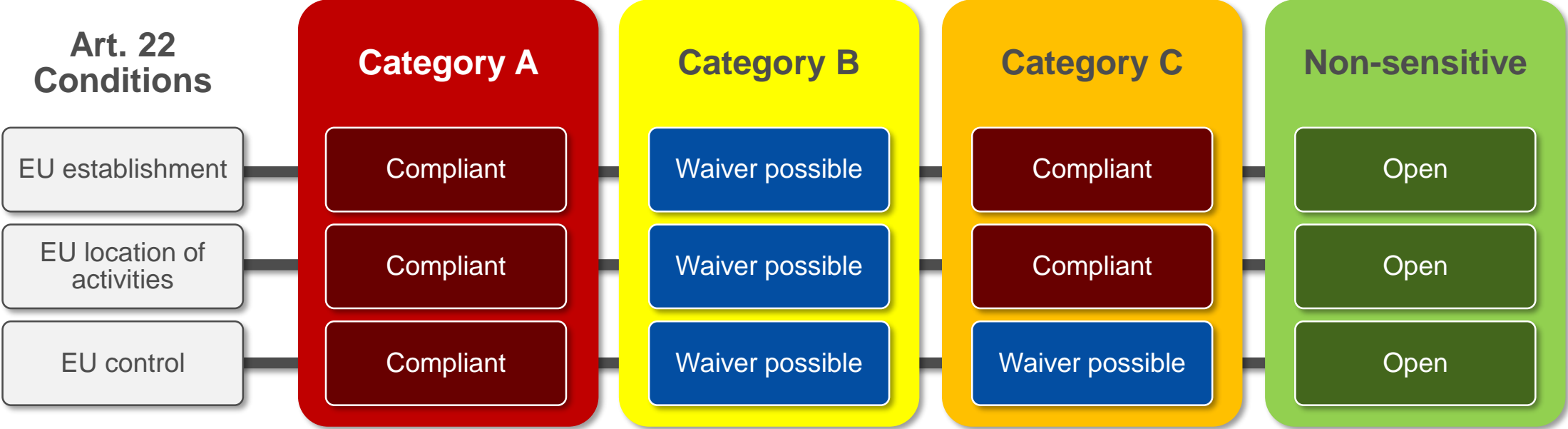
- Product or service not readily available in the Member States
- No exchange of EUCI
- Sufficient measures for the integrity, security and resilience of IRIS²

- No restrictions to carry out the procurement and deliver results*
- No controlling rights or reporting obligations*
- No exchange of EUCI*
- Sufficient measures for the integrity, security and resilience of the IRIS² *

*Based on assessment endorsed by Member States authorities
EUCI - European Union Classified Information

Phase I

Eligibility and Participation Conditions



Tender Specifications
Section 5.1

- Prime**
Gov:
- Major segment providers (space, ground)
 - Critical technologies (in the field of communication and security)
- Com:**
- Operator
 - Launch services
 - Owner

- Gov:**
- All Subcontractors of infrastructure or operations
- Com:**
- Critical subcontractors of the operator

- Gov:**
- -
- Com:**
- Operator
 - Additional payload manufacturers

Phase I

Annex I.G on Eligibility and Participation Conditions

Annex I.G: Eligibility and participation conditions, V1.0 – 17.03.2023

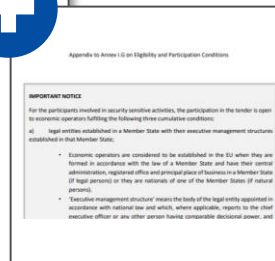
Annex I.G ELIGIBILITY AND PARTICIPATION CONDITIONS

This form needs to be completed by each Candidate, Tenderer, Member of the Consortium and Sub-contractor. For entities not carrying out sensitive activities, as a minimum Section 1 and Section 2.1. below need to be completed.

Before filling in this document, please read the instructions in Appendix 1 to Annex I.G on Eligibility and Participation Conditions.

At Section 4 below, the form has to be signed by a legally appointed representative with powers to represent the entity.

1. ESTABLISHMENT AND EXECUTIVE MANAGEMENT STRUCTURES IN A MEMBER STATE	
1.1. IDENTIFICATION	
Legal name:	
Status of legal entity	<input type="checkbox"/> Yes <input type="checkbox"/> No
PIC (Participant Identification Code): <i>(see section 8.1 of the Tender Specifications)</i>	
Legal registration number:	
Place of establishment: <i>(country of registration; full address)</i>	
1.2. HEADQUARTERS	
Location of global headquarters/head office: <i>(full address)</i>	
Location of the executive management structure: <i>(if different from the location of global headquarters/head office; full address)</i>	
<i>'Executive management structure' means a body appointed in accordance with national law, and, where applicable, reporting to the chief executive officer, which is empowered to establish the strategy, objectives and overall direction, and who oversees and monitors management decision-making.</i>	



- Detailed instructions in **Appendix**
- To be completed by **all participants**
- **Attach evidence**, e.g. extract from national trade registry, articles of association, graph of ownership structure, etc.
- Conditions to be met during the **entire duration** of the contract
- Applies to any **new participants**

Phase I Annex I.G on Eligibility and Participation Conditions

2. ACTIVITIES IN A MEMBER STATE

2.1. ACTIVITIES
Provide a short description of the participant's activities, with an explanation on how it matches its role and tasks in the tender.
Insert text

2.2. LIST OF SENSITIVE ACTIVITIES
Please indicate if your activities fall into any of the following categories.

A. Categories of entities that must fulfil the eligibility and participation conditions without possibility of waivers, see Section 5.1.1 of Annex I on Tender Specifications

General category	Role	Clarification
Prime	<input type="checkbox"/> Prime contractor	
Governmental infrastructure	<input type="checkbox"/> Governmental space segment	Shall include the responsibility related to definition, design, assembly, integration and testing.
	<input type="checkbox"/> Governmental ground segment	Shall include the responsibility related to definition, design, assembly, integration and testing.
	<input type="checkbox"/> Hub development	Shall include the responsibility related to definition, design, assembly, integration and testing.
Critical technologies for Governmental infrastructure	<input type="checkbox"/> Inter satellite link	Shall include the responsibility related to definition, design, assembly, integration and testing
	<input type="checkbox"/> Payload processing unit	Shall include the responsibility related to definition, design, assembly, integration and testing
	<input type="checkbox"/> Governmental gateway	Shall include the responsibility related to definition, design, assembly, integration and testing
	<input type="checkbox"/> Cryptographic product for the protection of the TM/TC (space and ground)	Shall include the responsibility related to definition, design, assembly, integration and testing
	<input type="checkbox"/> Common criteria Certified hardware and software products guaranteeing the separation between the infrastructure supporting Hardgov Services and any other infrastructure not under accreditation by EUSPA SAB	Shall include the responsibility related to definition, design, assembly, integration and testing

B. Categories of entities subject to request for waiver from eligibility and participation conditions on a) EU establishment or b) on carrying out the activities in the EU or c) on EU control, see Section 5.1.2 of Annex I on Tender Specifications, including for the criteria of the waiver request

The following categories cover only subcontractors.

Role	Clarifications
<input type="checkbox"/> Governmental space segment subcontractor with the exclusion of main providers of critical technologies defined in Category A	Excluding the responsibility related to definition, design, assembly, integration and testing
<input type="checkbox"/> Governmental ground segment subcontractor with the exclusion of main providers of critical technologies defined in Category A	Excluding the responsibility related to definition, design, assembly, integration and testing
<input type="checkbox"/> Hub development subcontractor	Excluding the responsibility related to definition, design, assembly, integration and testing
<input type="checkbox"/> Subcontractor of critical technology defined in Category A	Excluding the responsibility related to definition, design, assembly, integration and testing
<input type="checkbox"/> Subcontractor of the operator of Hardgov Services	
<input type="checkbox"/> Subcontractor of the operator of Lightgov Services with activities critical for service provision	

C. Categories of entities subject to request for waiver from eligibility and participation condition on c) EU control only, see Section 5.1.2 of Annex I on Tender Specifications, including for the criteria of the waiver request

Role	Clarifications
<input type="checkbox"/> Service Provider of narrowband Lightgov Services	Shall include the owner of the infrastructure supporting narrowband Lightgov Services.
<input type="checkbox"/> Operator of broadband Lightgov Services	The Service Provider shall ensure that sufficient capacities offered under the broadband Lightgov Services can rely, when circumstances require, only on operation from EU territory by

2.3. DECLARATION, if applicable, otherwise please provide a waiver request

We hereby

- commit to carry out all relevant activities in one or more Member States,
- confirm that the present declaration is true and sincere,
- declare to list and give details at a later stage of the tender procedure on the location of infrastructure, facilities, assets and resources that will be used for the purpose of carrying out the relevant activities for the implementation of the Union Secure Connectivity Programme

This will include all infrastructure, facilities (e.g. offices, laboratories, production capabilities), assets and resources (e.g. the technical equipment, tools, software, patents at the disposal of the applicant, personnel's expertise and know-how in the field covered by the procurement). You will be asked to give their precise location (number, street, city, postal code and country), by using the following:

- for facilities: place of establishment of owner/operating entity
- for cloud services: location of the servers + place of establishment of owner/operating entity

If a facility security clearance (FSC) is needed to handle classified information, you will be asked to indicate if you are already in possession of a valid FSC for the listed infrastructure and facilities.

A

B

C

Phase I

Annex I.F GOVSATCOM Programme Security Instructions (PSI)




- Frames the processes for the exchange of classified information throughout the tender
- Requirements for the handling of classified information within information system up to the level of RUE
- Security classification guide to be delivered during Phase II

**Compliance mandatory for
whoever will manage classified
information**

Phase I

Annex I.F – Appendices 1/2/3 – Electronic exchange of EUCI



 European Global Navigation Satellite Systems Agency

Ref. Ares(2023)2089357 - 22/03/2023
SPIDER Networks CONOPS
GSA-SEC-CA-UM-A03997
Issue/version: 1.1

SPIDER Networks CONOPS

Reference:
GSA-SEC-CA-UM-A03997

Issue/Version: 1.1

Date: 27/10/2020

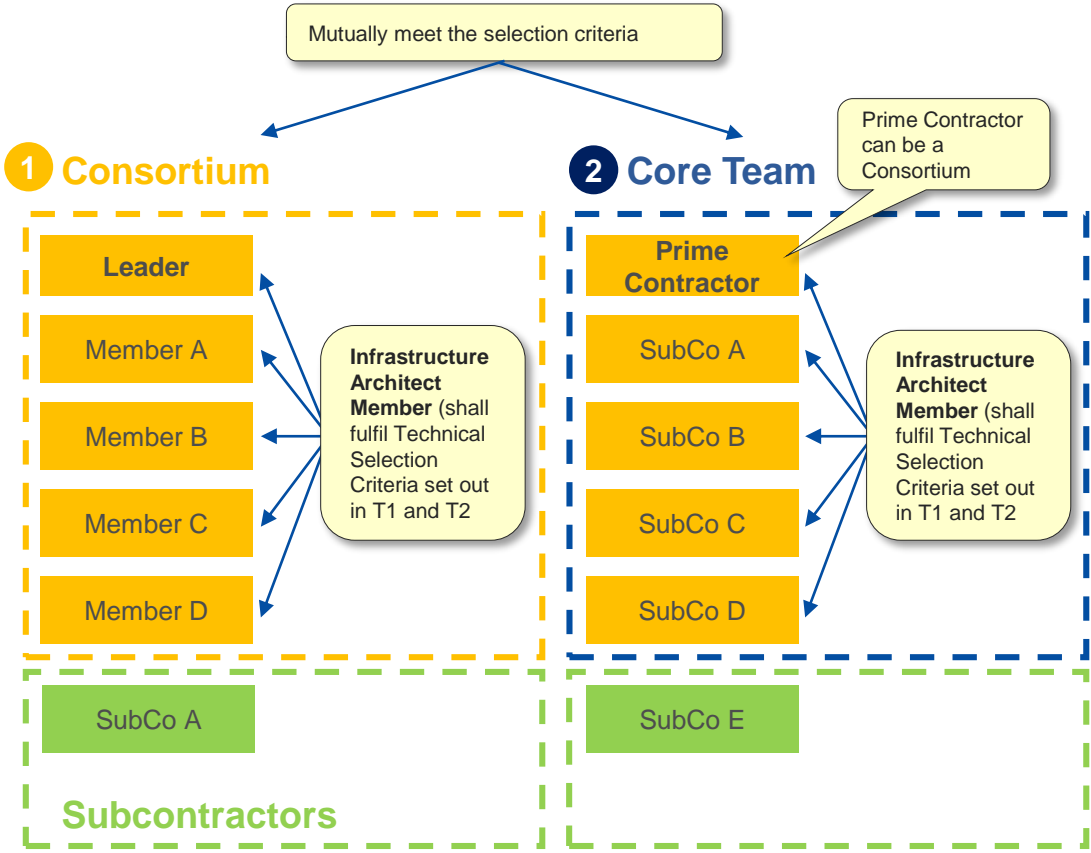
Prepared By:

Name	Department/Role/Team	Signature	Date

- For electronic exchange of EUCI at the level **RESTREINT UE/EU RESTRICTED**, the Commission gives the possibility to use the EUSPA SPIDER network based on product Filkrypto:
 - SPIDER corresponds to the system managing the distribution of keys to exchange classified information. It is based on the cryptographic product Filkrypto of TUTUS
 - Filkrypto product should be purchased separately and installed in accordance with the provisions of the PSI.
 - Key material to be provided by Commission in accordance with the process described in the documentation.
 - Possibility to create communities with prime and SubCos

Phase I

Participants roles and structure



Different groupings of economics operators are considered in the tender:

- 1 **Consortium:** group of economic operators which are jointly and severally liable to the Commission, for the performance of the Contract:
 - ▶ It may take the form of an informal group of economic operators which has been constituted for the purpose of this tender procedure, or a legally established group, in accordance with the applicable laws.
 - ▶ Participation in more than one Consortium as Member is forbidden
- 2 **Core Team:** means the Prime Contractor members and those subcontractors which are essential in order for the Candidate to mutually meet the Selection Criteria
 - ▶ When presenting their Core Team, the Candidate shall identify the role and responsibilities of each member

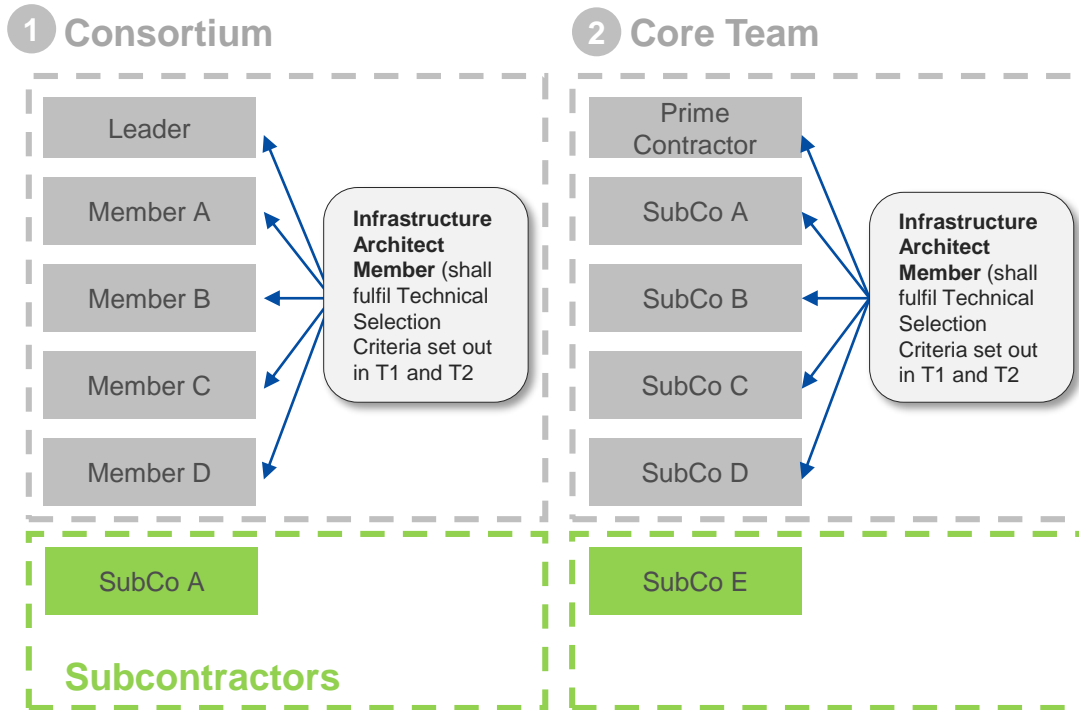
For both:

- ▶ The Candidate shall designate an **Infrastructure Architect Member** that shall fulfil the Technical Selection Criteria set out in T1 and T2 under Section 6.3.3

SMEs and mid-caps can participate in any of the above roles.
Qualitative Award criteria measuring the quality and maturity of the plan to maximise participation of SMEs and start-ups from across the Union in the delivery of the scope of the Contract **will apply.**

Phase I

Subcontractors



Subcontractors

- The Candidate can call on **subcontractors to provide specific know-how** and to fulfil Selection Criteria
- **Any change of subcontractors is not permitted** during the procurement process **unless specifically authorised**
- **Participation of subcontractors to more than one Candidate's Request to Participate or Tenderer's Proposal is possible¹**
- The Commission intends to **promote the widest and most open participation** possible by economic operators, **in particular start-ups, new entrants and SMEs** across the Union

Competitive tendering

- Tenderer will be responsible for **organising its own competitive tender(s)** aimed at finding necessary subcontracting respecting the **following procurement principles**: Fair competition & equality of treatment, Transparency, Proportionality, Best value for money, Avoidance of conflict of interest.
- **At least 30% of the total price shall be subcontracted** in competitive tendering **outside the Group²**
- During the Contract implementation, **the compliance with the 30% minimum threshold will be assessed** throughout the execution of the contract in its entire duration, and not as a percentage of the overall value of the Contract
- **The Tenderer shall provide** in its Proposal in Phase II **a detailed plan on how to achieve the above-mentioned target** and the relevant milestones. The quality of the plan, the target percentage and the relevant commitments will be subject to assessment under the Award Criteria (Section 7)

1) The contracting authority reserves the right to request due justification and evidence that such participation does not have the effect of distorting competition and does not amount to collusive tendering
2) Means the companies controlling the Tenderers and the companies controlled by the Tenderers, the notion of control is defined with reference to Article 22 of Directive 2013/34/EU

Phase I

Contracting authority – Selected specific rights

The contracting authority reserves specific rights of control and approval throughout the proposed Supply Chain:

- Due to the strategic nature of the **launch services** for security and resilience of the infrastructure, the contracting authority may reserve specific rights of control and approval on the providers, the technical features and the price of the proposed services in order to ensure access to all types of EU launchers, i.e. heavy, medium and small launchers.
- The contracting authority reserves the right to require or allow that the Contract is entered into by a **project company to be incorporated for the purpose of the project** by the winning Consortium members.
- The contracting authority reserves the right to require the establishment of contractual mechanisms ensuring the involvement and the direct recourse by the contracting authority to those members of the Core Team or the Consortium (or SPV) having assumed the role of **Infrastructure Architect Member**, space infrastructure manufacturer, ground infrastructure manufacturers, and Hardgov operator, within the Candidates/Tenderers' Proposals, during the execution of the Contract.

Tenders Specifications
Section 5.5; 5.6; 5.7; 5.8

Phase I

Selection Criteria – Technical capacity

Tender Specifications
Section 6.3.3

IRIS ² Technical and Professional capacity			
Ref	Area	Criteria	To be evidenced by
T1.	Design	Experience in designing <ul style="list-style-type: none"> - operational Satellite Communication systems, or - constellations of satellites, or - operational secure governmental space systems 	At least one project in one of the three areas of experience
T2.	Ground and space segment of relevant space systems	Experience in Development, Deployment and Validation of <ul style="list-style-type: none"> - space systems, including constellations, or - secure governmental space systems 	At least one project in one of the two areas of experience
T3.	Operations and maintenance of relevant space infrastructure	Experience in operations and maintenance of space systems including constellations, or in operations and maintenance of secure governmental space systems	At least one project in one of the two areas of experience
T4.	Communication satellites operator and service provider	Experience in provision and commercialisation of satellite communication services	Description of experience in at least one relevant project
T5.	Hosting of secondary mission payloads	Experience in integration of secondary mission payloads in a satellite system or project delivering own services to end-users supported by small satellite(s)	Description of the experience in at least one relevant project
T6.	Frequency filing for commercial services	Rights to use an ITU satellite frequency filing, or filings, which can be used to provide services and feeder links to and from non-GSO constellations in a frequency band appropriate for commercial services.	Name of the filing(s) or letter from a national frequency administration confirming access to such filing(s)

Phase I

Annex I.E Template Non-Disclosure Undertaking

[Please refer to section 5.3 of Annex I on Tender Specifications]

NON-DISCLOSURE UNDERTAKING

(name of undertaking entity)
 the undertaking entity, hereinafter referred to as the **"Recipient"**, whose registered office is at:

(Official address of Recipient in full)
 represented, for the purposes of the signature of this non-disclosure undertaking (hereinafter the
 "Undertaking"), by _____

(insert (i) name of representative of Recipient duly empowered to sign the Undertaking and (ii) his/her function).

Article 1 – Definitions

For the purpose of this Undertaking:

"Proprietary Information" shall mean any information or data of financial, personal, commercial or technical nature, including but not limited to, any reports, analyses, compilations, studies, interpretations, assumptions, estimates, projections, forecasts prospects, whether it relates to technical, pricing, legal or other information, including ideas, know-how, concept, designs, specifications and data, and whether it is in written, electronic, photographic, oral and/or any other form relating to Phases II and III of the procurement process and/or disclosed by or on behalf of the Commission to the Recipient, pursuant to this Undertaking.

"Classified" shall refer to European Union classified information (such as RESTREINT UE/EU RESTRICTED,

- **Prime** = Candidate/Tenderer or Consortium Leader
- To be able to **receive proprietary information** for Phase II
- No disclosure to non-eligible participants

Phase I

Registration and Submission Process

Participant Register

Participant Register [Need help?](#)

If you want to participate in a call for proposals or in a call for tenders with eSubmission, your organisation needs to be registered and have a 9-digit Participant Identification Code (PIC). Please quote your PIC in all correspondence with the Commission. The register contains all participants of EU programmes.

Is your organisation already registered? PIC search

Please check whether your organisation has already been registered. If so, no need to register it again.

Register your organisation

To register your organisation or as a natural person, you need to login into the Portal or, if you are a new user, create your account. Check what information you need to register in the Online Manual - and keep it to hand during the registration procedure. To start registration, click on the button below.

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[Link](#)

Tender Specifications
Section 8.1

Submission

Outer Envelope

- DEFIS/2023/CD/0008
- Candidate name
- “Request to Participate – Not to be opened by the internal mail service”
- Address for submission of Request to Participate
- Date of posting

Inner Envelope 1*

Administrative documents and documents relating to Exclusion, Legal and Regulatory and Economic and Financial Capacity Selection Criteria

Inner Envelope 2*

Technical documentation

Tender Specifications
Section 8.2

Deadline

26/4 16:00

(CET)

DEADLINE

Invitation to Participate

*Each inner envelope shall contain three (3) CD-ROMs, DVDs or USB sticks with the full sets of documents.

Phase II

Invitation to submit Initial Proposals to be sent on 25/5



Phase II

Data Pack Overview

Invitation to submit Initial Proposals

Annexes to include:

Tender Specifications for Phase II

Detailed Technical Specifications for Phase II
(statement of work)

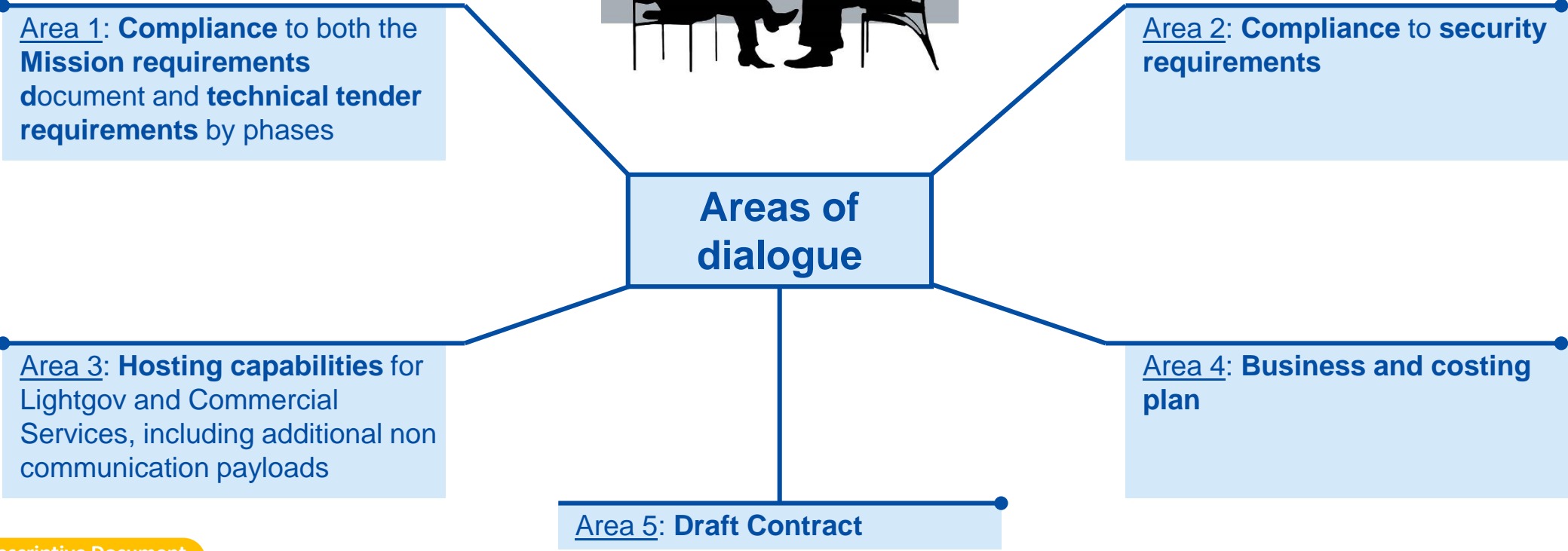
Draft Contract and its Annexes

Additional documents (as necessary)

Tender Specifications
Section 4.3

Phase II

Envisaged areas of dialogue



Descriptive Document
Section 9

Phase II

Qualitative Award Criteria

IRIS² Qualitative Award Criteria

Ref	Criteria
Q1.	<p>Q1.1 Adequacy, robustness and qualification status of the proposed design. Suitability of the design for and compliance to the technical requirements (incl. the Classified Annex) and objectives including the use of innovative technologies.</p> <p>Q1.2 Robustness of the proposed design with respect to the Preliminary Security risk analysis and security accreditation. Compliance to security requirements.</p>
Q2.	<p>Quality and suitability of the proposed Work Programme in terms of:</p> <p>Q2.1 Adequacy of industrial governance, management structure, human and technical resources and facilities proposed by the Tenderer with respect to the technical and programmatic solution described in the proposal;</p> <p>Q2.2 Compliance to the Statement of Work;</p> <p>Q2.3 Adequacy of development, engineering, testing, verification, and of validation approach and logic;</p> <p>Q2.4 Credibility and robustness of planning, including analysis of schedule risks and measures to control the schedule;</p> <p>Q2.5 Adequacy of the deployment and replenishment logic;</p> <p>Q2.6 Identification of technological risks and adequacy of proposed risk mitigation, including in terms of security of supply;</p> <p>Q2.7 Approach to environmental and space sustainability.</p>
Q3.	<p>Availability, speed, bandwidth, worldwide latency performance, and number of simultaneous users of the Lightgov Services</p>
Q4.	<p>Q4.1 Credibility and robustness of costing and pricing in terms of justification and compliance with the cost structure requirements and measures to control the cost;</p> <p>Q4.2 Quality and justification of synergies and costs savings between the design, development and deployment of the Governmental Infrastructure and of the Shared Infrastructure;</p> <p>Q4.3 Quality of analysis and justification of synergies and costs savings between the provision of governmental services, Lightgov Services and Commercial Services.</p>
Q5.	<p>Compliance with the draft Contract and relevant justifications.</p>
Q6.	<p>Robustness of business and commercialisation plan for Lightgov Services and other Commercial Services, incl. for the approach to hosting additional payloads and to covering future market needs.</p>
Q7.	<p>Q7.1 Quality and maturity of the plan to maximise participation of SMEs and start-ups from across the Union in the delivery of the scope of the Contract (including with regards to additional payloads), in terms of technologies, services, processes entrusted to start-ups and SMEs and relevant justifications;</p> <p>Q7.2 Robustness and maturity of the proposal with regards to subcontracting at least 30% of the value of the Contract by competitive tendering outside the Group of the Tenderer (including Consortium members) and justification of the logic and industrial strategy behind the subcontracting.</p>

Phase II

Financial Award Criteria

The **total price** to be considered shall correspond to:



The total **cost** (including financing cost) for the scope of the Contract over its entire duration, which means:

- Cost for the **provision of the Hardgov Services**, including for:
 - The design, development, validation, deployment of the Governmental Infrastructure (including Shared Infrastructure);
 - The operations, maintenance, continuous improvement, protection, including replenishment and obsolescence management, and the development of future generations of the Governmental Infrastructure;
- Cost for **purchase of Lightgov Services**;



minus the contractor's investment for:

- the Shared Infrastructure design, development, validation and deployment; and
- the Shared Infrastructure operation and provision of Lightgov Services based on the Shared Infrastructure.

Tender Specifications
Section 7.2

Note: For the avoidance of doubts the total cost for the contracting authority including Contractor's profit.

Phase II

Financial Award Criteria

- **Financial Award Criteria**

$$\text{Financial Evaluation Score of Tender } X = \left(\frac{\text{cheapest total price received}}{\text{total price of tender } X} \right) \times 100$$

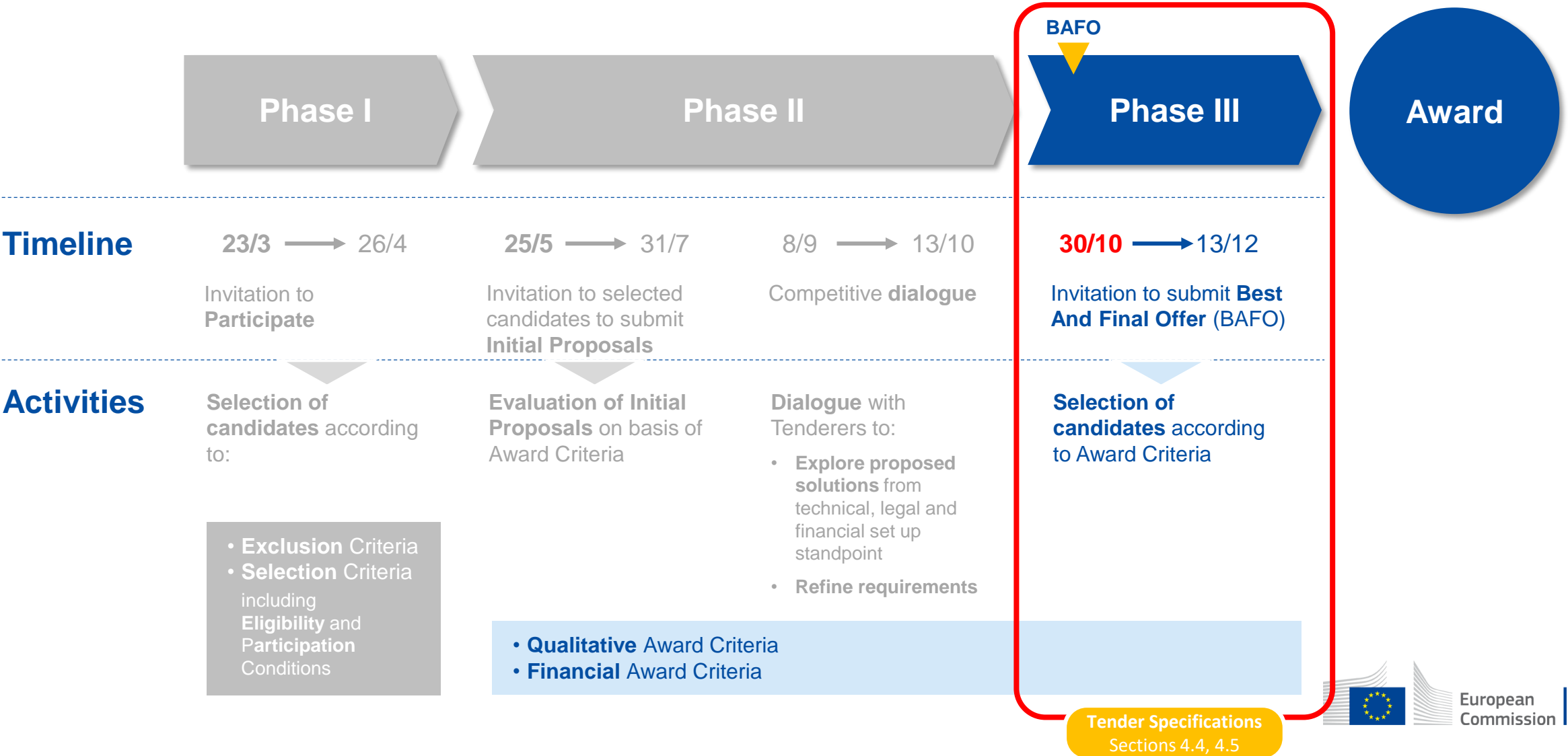
- **Calculation of final score and ranking of Candidates**

$$\text{Final Score} = \text{Quality Score} \cdot \frac{70}{100} + \text{Financial Score} \cdot \frac{30}{100}$$

Tender Specifications
Section 7.2

Phase III

Invitation to submit Best and Final Offer to be sent on 30/10



Phase I

Request for Clarifications (deadline 18/4)

Phase I	
	Tender Specifications Section 4.5
Invitation to Participate	23/3
Deadline for requests for clarifications	18/4
Last date of publications of clarifications	21/4
Deadline for submission of Request to Participate	26/4

The screenshot shows the Ted.eTendering interface. The breadcrumb trail is: Europa > TED home > eTendering home > Call for tenders' main page > Data. The navigation menu includes TED, TED SIMAP, TED eNotices, and TED eTendering. The 'Call for tenders' details are as follows:

- Title:** Concession Contract for the Implementation of the Union Secure Connectivity Prog...
- Contracting authority:** European Commission, DG Defence Industry and Space (DEFIS)
- TED publication date:** 23/03/2023
- Time limit for receipt of tenders:** N/A
- Status:** Open

The 'Questions and answers' tab is highlighted with a red circle. Below the details, there is an 'Information' section with the following data:

- Tender reference number:** DEFIS/2023/CD/0008
- Title:** Concession Contract for the Implementation of the Union Secure Connectivity Programme
- Description:** Concession contract for the design, development, validation, deployment, operations and service provision related to the governmental infrastructure of the Union Secure Connectivity programme and for the purchase of services to government-authorised users based on the commercial infrastructure.
- Contract type:** Services
- Procedure type:** Competitive dialogue
- Status:** Open

[eTendering \(europa.eu\)](https://ted.europa.eu)

Thank you!



Thierry Breton
@Thierry Breton

My message to all space industry: be ready to answer

← Tweet

Thierry Breton @ThierryBreton

Today marks an important milestone for EU space as we launch the very 1st #tender for our EU sovereign constellation: IRIS² 🚀 🇪🇺

For our #defence.

For our governments.

For all of us in Europe.

My message to all space industry: be ready to answer 📢

ec.europa.eu/commission/pre...

