IRIS² Industry Information Day

30 March 2023
15:00 to 17:00
Industry Information Day - Agenda

14:15 – 15:00  Coffee and registration
15:00 – 15:10  Welcome message
15:10 – 15:30  IRIS² Regulation and introduction to the IRIS² Main Contract
15:30 – 15:50  IRIS² Main Contract – Descriptive Document and High Level Requirements
15:50 – 16:50  IRIS² 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.
IRIS$^{2}$ Regulation and introduction to the IRIS$^{2}$ Main Contract
IRIS²
Regulation 2023/588 is in force since 20 March 2023

Signature of the Regulation by EP President and Swedish Presidency
IRIS²
Programme Objectives

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

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

Article 3
IRIS²

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

Maximise the use of disruptive technologies

Maximise use of open source technologies, open standards and interoperability

Ensure SMEs and start-ups participation
(through award criteria, SMEs integration plan, possibility to provide own services, 30% of the value of contract above EUR 10 million to be sub-contracted)
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
IRIS²

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)


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**

- 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**

- 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**

- 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**

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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)**

- **Hardgov Services**
  - Means services restricted to government-authorised users based on Governmental Infrastructure, which require a high level of security and which are not suitable for Lightgov Services

- **Lightgov Services**
  - Means services to government-authorised users based on the Shared Infrastructure and Commercial Infrastructure

- **Commercial Services**
  - Means services to commercial users based on the Shared Infrastructure and Commercial Infrastructure

**Subsystems/payloads that can allow the increase of the capacity and services of the components of the Union Space Programme**

1. Robust Worldwide Low-latency Service
2. Robust Space Data Relay
3. Assured Worldwide Low-latency Service
4. Assured Worldwide Narrowband Service

**Hosting of private and publicly owned non-communication payloads**

**Additional non-communication services**

*Descriptive Document Chapter 6.1.1*
IRIS² Services characteristics

<table>
<thead>
<tr>
<th>Service #1:</th>
<th>Service #2:</th>
<th>Service #3:</th>
<th>Service #4:</th>
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<tbody>
<tr>
<td>Robust Worldwide Low-latency Service</td>
<td>Robust Space Data Relay</td>
<td>Assured Worldwide Low-latency Service</td>
<td>Assured Worldwide Narrowband Service</td>
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</tbody>
</table>

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.
IRIS²
Programme timeline

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<th>2023</th>
<th>2024</th>
<th>2025</th>
<th>2026</th>
<th>2027</th>
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<tr>
<td>Programme Launch</td>
<td>Initial services</td>
<td>Development and validation</td>
<td>Deployment</td>
<td>Exploitation</td>
<td>Full services</td>
</tr>
</tbody>
</table>

To be provided through GOVSAT COM

IRIS² Main Contract

EuroQCI development

Future Generations incremental upgrade

EuroQCI Integration
Main drivers

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

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.
### IRIS² Mission Objectives

- Programmatic legal and safety requirements
  - System Architecture
  - Civil Systems
  - Autonomy of use
  - Sovereignty
  - Ground Element Location
  - Government Infrastructure
  - User segment
  - System Interoperability, Expandability and Multi-mission Capability

- IRIS² Infrastructure
  - Programmatic approach
  - Minimum Performance Levels
  - Documentation tree
  - Key indicators
  - Safety Requirements
  - Sustainability and debris prevention Requirements

### Frequency management and spectrum use

- Schedule
  - Schedule of communications services
  - Full Opertational Capability
  - Evolved services
  - Schedule of QKD service (EuroQCI infrastructure)
  - Schedule of non-communication missions

### Non-communication services
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
Governmental Infrastructure Sites

- **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
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.
IRIS$^2$ Main Contract – Tender Specifications
# IRIS² Scope of the Tender

<table>
<thead>
<tr>
<th><strong>IRIS² Invitation to Participate</strong></th>
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<tr>
<td><strong>Contracting Authority</strong></td>
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<td><strong>Lots</strong></td>
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<td><strong>Nature of contract</strong></td>
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| **Description** | • 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:  
  • up to **EUR 380 million** for development activities;  
  • **EUR 950 million** for deployment and exploitation activities. |
| **Duration of contract** | 12 years |

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**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

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
IRIS²
Procurement Timeline

- **Invitation to Participate (ITP)**: Mar 23
- **SPC-GC** (Mar 27)
- **Industry Info Day** (Mar 30)
- **IP evaluation**: Aug 1 - Aug 18
- **BAFO request**: Oct 30
- **Award and OJ publication**: Jan 26
- **Signature**: Feb 9
- **Standstill**: Jan 26 - Feb 9

**RTP evaluation**: Apr 27 - May 17

- **Competitive dialogues**: Sep 8 - Oct 13

**Tender Specifications**
Section 4.5
The Tender is structured in three Phases

**Phase I**
- Invitation to Participate
- Selection of candidates according to:
  - Exclusion Criteria
  - Selection Criteria including Eligibility and Participation Conditions

**Phase II**
- Invitation to selected candidates to submit Initial Proposals
- Evaluation of Initial Proposals on basis of Award Criteria
  - Qualitative Award Criteria
  - Financial Award Criteria

**Phase III**
- Competitive dialogue
- Dialogue with Tenderers to:
  - Explore proposed solutions from technical, legal and financial set up standpoint
  - Refine requirements
- Selection of candidates according to Award Criteria

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

**Timeline**
- 23/3 → 26/4
  - Invitation to Participate
- 25/5 → 31/7
  - Invitation to selected candidates to submit Initial Proposals
- 8/9 → 13/10
  - Competitive dialogue
- 30/10 → 13/12
  - Invitation to submit Best And Final Offer (BAFO)
Phase I
Deadline for Submission of Request to Participate is 26/4

Timeline
- Invitation to Participate: 23/3 to 26/4
- Initial Proposals: 25/5 to 31/7
- Evaluation of Initial Proposals on basis of Award Criteria: 8/9 to 13/10
- BAFO: 30/10 to 13/12

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 Sections 4.2, 4.5
### Phase I

**Deadline for Request for Clarifications is 18/4**

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<tr>
<th>Phase I</th>
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<td><strong>Deadline for requests for clarifications</strong></td>
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<td><strong>Last date of publications of clarifications</strong></td>
<td>21/4</td>
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<tr>
<td><strong>Deadline for submission of Request to Participate</strong></td>
<td>26/4</td>
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<td><strong>Title:</strong> Concession Contract for the Implementation of the Union Secure Connectivity Programme</td>
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<tr>
<td><strong>Contracting authority:</strong> European Commission, DG Defence Industry and Space (DEFIS)</td>
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<td><strong>TED publication date:</strong> 23/03/2023</td>
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<td><strong>Time limit for receipt of tenders:</strong> N/A</td>
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<td><strong>Status:</strong> Open</td>
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[eTendering (europa.eu)](http://europa.eu)
# Phase I

## Data Pack Overview

### Invitation to Participate

<table>
<thead>
<tr>
<th>Annex I. Tender Specifications</th>
<th></th>
<th>All Core Team members (including prime and subcontractors)</th>
<th>Non-Core Team subcontractors above 10% of the Contract value</th>
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<td>I.G Annex on Eligibility and Participation Conditions + 1 Appendix</td>
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### Annex II. Descriptive Document

| II.A High-Level Requirements (HLR)                                   |          | x                                              | x                                              | x                                             |

### Document submission (extract)

| Document (Statement of Compliance to PSI)                           |          | x                                              | x                                              | x                                             |

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**Tender Specifications**  
Section 4.2

<table>
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<th>Document</th>
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### Phase I

**Selection Criteria – Legal and Regulatory, Minimum Requirements**

#### IRIS² Legal and Regulatory capacity

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<tr>
<th>Ref</th>
<th>Criteria</th>
<th>To be evidenced by</th>
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</table>
| **L1.** Legal entity authorisation requirement | 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 a 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. | |

#### IRIS² Minimum Requirements

<table>
<thead>
<tr>
<th>Ref</th>
<th>Criteria</th>
<th>To be evidenced by</th>
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</thead>
<tbody>
<tr>
<td><strong>M1.</strong> 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.</td>
<td>Corresponding statements of compliance in the Declaration on Honour – Annex I.B</td>
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*Corrigendum on L7 published on 27/03/2023.*
# Phase I

## Selection Criteria – Financial capacity, Eligibility

### IRIS² Economic and Financial capacity

<table>
<thead>
<tr>
<th>Ref</th>
<th>Criteria</th>
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<tbody>
<tr>
<td>F1.</td>
<td>Overall financial capacity</td>
<td>Combined annual Turnover above EUR 500 million over the last three years</td>
</tr>
</tbody>
</table>

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

### IRIS² Legal and Regulatory capacity

<table>
<thead>
<tr>
<th>Ref</th>
<th>Criteria</th>
<th>To be evidenced by</th>
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</thead>
</table>
| L2. | Eligibility and Participation Conditions | Duly completed Annex I.G on Eligibility and Participation Conditions signed by an authorised representative, accompanied by evidences as required.  

*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.*
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.

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 IRIS

- 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 IRIS* *

*Based on assessment endorsed by Member States authorities

EUCI - European Union Classified Information
Phase I
Eligibility and Participation Conditions

Art. 22 Conditions

<table>
<thead>
<tr>
<th>EU establishment</th>
<th>EU location of activities</th>
<th>EU control</th>
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</tr>
<tr>
<td>Open</td>
<td></td>
<td>Open</td>
</tr>
</tbody>
</table>

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

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

Gov:
  –
Com:
  • Operator
  • Additional payload manufacturers

Tender Specifications
Section 5.1
### Phase I

**Annex I.G on Eligibility and Participation Conditions**

- 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**.

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

**1. ESTABLISHMENT AND EXECUTIVE MANAGEMENT STRUCTURES IN A MEMBER STATE**

<table>
<thead>
<tr>
<th>1.1. IDENTIFICATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal name:</td>
</tr>
<tr>
<td>Status of legal entity:</td>
</tr>
<tr>
<td>PIC (Participant Identification Code) (see section 6.1 of the Tender Specifications)</td>
</tr>
<tr>
<td>Legal registration number:</td>
</tr>
<tr>
<td>Place of establishment: (country of registration, full address)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>1.2. HEADQUARTERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location of global headquarters/head office: (full address)</td>
</tr>
<tr>
<td>Location of the executive management structure: (if different from the location of global headquarters/head office, full address)</td>
</tr>
<tr>
<td>Executive management structure means a body appointed in accordance with national law and under whose responsibility the day-to-day management of the entity is conducted, usually represented by a board or a comparable body, without prejudice to the strategic, plan and overall direction and how oversees and monitors management decision-making.</td>
</tr>
</tbody>
</table>

---

[Appendix](#): Detailed instructions on eligibility and participation conditions.
**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.

#### 2.2. LIST OF SENSITIVE ACTIVITIES

Please indicate if your activities fall into any of the following categories:

<table>
<thead>
<tr>
<th>General category</th>
<th>Role</th>
<th>Classification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime</td>
<td>Prime contractor</td>
<td></td>
</tr>
</tbody>
</table>

#### Critical Technologies for Governmental Infrastructure

<table>
<thead>
<tr>
<th>Category</th>
<th>Role</th>
<th>Classification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Governmental infrastructure</td>
<td>Governmental space segment</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td></td>
<td>Governmental ground segment</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td></td>
<td>Hub development</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td></td>
<td>Inter satellite link</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td></td>
<td>Payload processing unit</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td></td>
<td>Governmental gateway</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td></td>
<td>Cryptographic product for the protection of the IV&amp;TC/IP (space and ground)</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td></td>
<td>Common criteria Certified hardware and software products guaranteeing the separation between the infrastructure supporting Hardgov Services and any other infrastructure not under Commission’s guidance</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
</tbody>
</table>

#### Critical operations

<table>
<thead>
<tr>
<th>Role</th>
<th>Classification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receiver for Governmental services</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td>System for the Security Monitoring Structure</td>
<td>Shall include the responsibility related to definition, design, assembly, integration and testing</td>
</tr>
<tr>
<td>Operator of Hardgov Services</td>
<td></td>
</tr>
<tr>
<td>Owner and service provider of infrastructure supporting broadband Lightgov Services</td>
<td></td>
</tr>
<tr>
<td>Meta-operator of the GOVSMART Hub</td>
<td></td>
</tr>
</tbody>
</table>

#### Launch services

<table>
<thead>
<tr>
<th>Role</th>
<th>Classification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Launch services provider</td>
<td>Specific rules as defined in Section 5.1.3 of the Tender Specifications 2019</td>
</tr>
</tbody>
</table>

#### Annex I.G on Eligibility and Participation Conditions

1. **Annex I.G on Eligibility and Participation Conditions**

   - **Critical operations**
     - Receiver for Governmental services
     - System for the Security Monitoring Structure
     - Operator of Hardgov Services
     - Owner and service provider of infrastructure supporting broadband Lightgov Services
     - Meta-operator of the GOVSMART Hub

   - **Launch services**
     - Launch Services Provider

   - **General category**
     - Prime
     - Prime contractor

   - **Governmental infrastructure**
     - Governmental space segment
     - Governmental ground segment
     - Hub development
     - Inter satellite link
     - Payload processing unit
     - Governmental gateway
     - Cryptographic product for the protection of the IV&TC/IP (space and ground)
     - Common criteria Certified hardware and software products guaranteeing the separation between the infrastructure supporting Hardgov Services and any other infrastructure not under Commission’s guidance

   - **Critical Technologies for Governmental Infrastructure**

   - **Launch services**

   - **Clarity**

   - **Certification**

   - **Commission**

   - **European Union**

   - **EU**

   - **Commissioner**

   - **European Commission**

   - **Annex I.G on Eligibility and Participation Conditions**

   - **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.

   - **2.2. LIST OF SENSITIVE ACTIVITIES**

     - Please indicate if your activities fall into any of the following categories:

       - **General category**
         - Prime
         - Prime contractor

       - **Governmental infrastructure**
         - Governmental space segment
         - Governmental ground segment
         - Hub development
         - Inter satellite link
         - Payload processing unit
         - Governmental gateway
         - Cryptographic product for the protection of the IV&TC/IP (space and ground)
         - Common criteria Certified hardware and software products guaranteeing the separation between the infrastructure supporting Hardgov Services and any other infrastructure not under Commission’s guidance

       - **Critical Technologies for Governmental Infrastructure**

       - **Launch services**

   - **Clarity**

   - **Certification**

   - **Commission**

   - **European Union**

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   - **Commissioner**

   - **European Commission**

   - **Annex I.G on Eligibility and Participation Conditions**

   - **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.

   - **2.2. LIST OF SENSITIVE ACTIVITIES**

     - Please indicate if your activities fall into any of the following categories:

       - **General category**
         - Prime
         - Prime contractor

       - **Governmental infrastructure**
         - Governmental space segment
         - Governmental ground segment
         - Hub development
         - Inter satellite link
         - Payload processing unit
         - Governmental gateway
         - Cryptographic product for the protection of the IV&TC/IP (space and ground)
         - Common criteria Certified hardware and software products guaranteeing the separation between the infrastructure supporting Hardgov Services and any other infrastructure not under Commission’s guidance

       - **Critical Technologies for Governmental Infrastructure**

       - **Launch services**

   - **Clarity**

   - **Certification**

   - **Commission**

   - **European Union**

   - **EU**

   - **Commissioner**

   - **European Commission**
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
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**

- 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 possible.
- 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.

**Subcontractors**

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.

**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 Group.
- 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.
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.
### Phase I
Selection Criteria – Technical capacity

#### IRIS² Technical and Professional capacity

<table>
<thead>
<tr>
<th>Ref</th>
<th>Area</th>
<th>Criteria</th>
<th>To be evidenced by</th>
</tr>
</thead>
<tbody>
<tr>
<td>T1.</td>
<td>Design</td>
<td>Experience in designing - operational Satellite Communication systems, or - constellations of satellites, or - operational secure governmental space systems</td>
<td>At least one project in one of the three areas of experience</td>
</tr>
<tr>
<td>T2.</td>
<td>Ground and space segment of relevant space systems</td>
<td>Experience in Development, Deployment and Validation of - space systems, including constellations, or - secure governmental space systems</td>
<td>At least one project in one of the two areas of experience</td>
</tr>
<tr>
<td>T3.</td>
<td>Operations and maintenance of relevant space infrastructure</td>
<td>Experience in operations and maintenance of space systems including constellations, or in operations and maintenance of secure governmental space systems</td>
<td>At least one project in one of the two areas of experience</td>
</tr>
<tr>
<td>T4.</td>
<td>Communication satellites operator and service provider</td>
<td>Experience in provision and commercialisation of satellite communication services</td>
<td>Description of experience in at least one relevant project</td>
</tr>
<tr>
<td>T5.</td>
<td>Hosting of secondary mission payloads</td>
<td>Experience in integration of secondary mission payloads in a satellite system or project delivering own services to end-users supported by small satellite(s)</td>
<td>Description of the experience in at least one relevant project</td>
</tr>
<tr>
<td>T6.</td>
<td>Frequency filing for commercial services</td>
<td>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.</td>
<td>Name of the filing(s) or letter from a national frequency administration confirming access to such filing(s)</td>
</tr>
</tbody>
</table>
Phase I
Annex I.E Template Non-Disclosure Undertaking

• **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**

- **Link**

**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

**Deadline**

26/4 16:00
(CET)

*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 I

Timeline:
- 23/3 → 26/4
  Invitation to Participate

Activities:
- Selection of candidates according to:
  - Exclusion Criteria
  - Selection Criteria including Eligibility and Participation Conditions

Evaluation of Initial Proposals on basis of Award Criteria

Phase II

Timeline:
- 25/5 → 31/7
  Invitation to selected candidates to submit Initial Proposals
- 8/9 → 13/10
  Competitive dialogue
- 30/10 → 13/12
  Invitation to submit Best And Final Offer (BAFO)

Evaluation of Initial Proposals

Activities:
- Dialogue with Tenderers to:
  - Explore proposed solutions from technical, legal and financial set up standpoint
  - Refine requirements

- Qualitative Award Criteria
- Financial Award Criteria

Phase III

Activities:
- Selection of candidates according to Award Criteria

Award

Tender Specifications
Sections 4.3, 4.5
## 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

Area 1: Compliance to both the Mission requirements document and technical tender requirements by phases

Area 2: Compliance to security requirements

Area 3: Hosting capabilities for Lightgov and Commercial Services, including additional non-communication payloads

Area 4: Business and costing plan

Area 5: Draft Contract

Descriptive Document Section 9
## Phase II
### Qualitative Award Criteria

<table>
<thead>
<tr>
<th>Ref</th>
<th>Criteria</th>
</tr>
</thead>
</table>
| Q1. | 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.  
Q1.2 Robustness of the proposed design with respect to the Preliminary Security risk analysis and security accreditation. Compliance to security requirements. |
| Q2. | Quality and suitability of the proposed Work Programme in terms of:  
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;  
Q2.2 Compliance to the Statement of Work;  
Q2.3 Adequacy of development, engineering, testing, verification, and of validation approach and logic;  
Q2.4 Credibility and robustness of planning, including analysis of schedule risks and measures to control the schedule;  
Q2.5 Adequacy of the deployment and replenishment logic;  
Q2.6 Identification of technological risks and adequacy of proposed risk mitigation, including in terms of security of supply;  
Q2.7 Approach to environmental and space sustainability. |
| Q3. | Availability, speed, bandwidth, worldwide latency performance, and number of simultaneous users of the Lightgov Services |
| Q4. | 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;  
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;  
Q4.3 Quality of analysis and justification of synergies and costs savings between the provision of governmental services, Lightgov Services and Commercial Services. |
| Q5. | Compliance with the draft Contract and relevant justifications. |
| Q6. | 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. |
| Q7. | 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;  
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. |
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.
Financial Award Criteria

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

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

Note: Corrigendum on formulas for Financial Award Criteria and Calculation of final score and ranking of Candidates published on 27/03/2023.
# Phase III

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

<table>
<thead>
<tr>
<th>Timeline</th>
<th>Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>23/3 → 26/4</td>
<td>Selection of candidates according to:</td>
</tr>
<tr>
<td>25/5 → 31/7</td>
<td>Evaluation of Initial Proposals on basis of Award Criteria</td>
</tr>
<tr>
<td>8/9 → 13/10</td>
<td>Dialogue with Tenderers to:</td>
</tr>
<tr>
<td>30/10 → 13/12</td>
<td>- Explore proposed solutions from technical, legal and financial set up standpoint</td>
</tr>
<tr>
<td></td>
<td>- Refine requirements</td>
</tr>
<tr>
<td></td>
<td>- Qualitative Award Criteria</td>
</tr>
<tr>
<td></td>
<td>- Financial Award Criteria</td>
</tr>
</tbody>
</table>

- Exclusion Criteria
- Selection Criteria including Eligibility and Participation Conditions

### Award

**BAFO**

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

**Selection of candidates according to Award Criteria**

**Tender Specifications Sections 4.4, 4.5**
## Phase I

### Request for Clarifications (deadline 18/4)

### Phase I

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Invitation to Participate</strong></td>
<td>23/3</td>
</tr>
<tr>
<td><strong>Deadline for requests for clarifications</strong></td>
<td>18/4</td>
</tr>
<tr>
<td><strong>Last date of publications of clarifications</strong></td>
<td>21/4</td>
</tr>
<tr>
<td><strong>Deadline for submission of Request to Participate</strong></td>
<td>26/4</td>
</tr>
</tbody>
</table>

### eTendering (europa.eu)
Thank you!

My message to all space industry: be ready to answer