



SPACE DATA MARKETPLACE (SDM)

REQUEST FOR INFORMATION (RFI)

NATO's Alliance Persistent Surveillance from Space (APSS) Programme

RFI-181365-SDM

RFI Issue Date: 08 August 2025
Response Due Date: 08 September 2025

Table of Contents

| | |
|---|----|
| REQUEST FOR INFORMATION | 3 |
| A. Introduction | 3 |
| B. Purpose | 3 |
| C. Background | 3 |
| D. Submission Instructions | 3 |
| E. Disclaimer | 4 |
| F. Use of Information Provided through Responses | 4 |
| G. RFI Point of Contact | 5 |
| Annex A – Requested Information | 6 |
| Annex B – Draft Requirements / Statement of Work (SOW/PWS) | 7 |
| Annex C – Market Survey Questions | 9 |
| Annex D – Distribution List | 10 |

REQUEST FOR INFORMATION

A. Introduction

1. The NATO Communications and Information Agency (NCIA) is conducting market research to identify potential sources and gather information regarding industry capabilities to support NATO's Alliance Persistent Surveillance from Space (APSS) Programme. This Request for Information (RFI) is issued solely for informational purposes and does not constitute a Request for Proposal (RFP), Request for Quotation (RFQ), or invitation for bid.

B. Purpose

1. The purpose of this RFI is to obtain input from industry to help inform the NCIA's acquisition planning. Responses to this RFI will assist in refining requirements, identifying capabilities, and shaping the strategy for any future solicitation.

C. Background

1. The mission of NATO's Alliance Persistent Surveillance from Space (APSS) Programme is to enhance Alliance situational awareness and decision making through the establishment of a virtual constellation and the integration of timely, persistent and relevant data and services from Space. The Alliance must keep pace with the rapid developments taking place in the commercial space sector in terms of growth in capability and participants. There is an increasing level of capability in industry terms of new and diverse space sensor data and ability to deliver insights based on multiple diverse fused data sets. Therefore, a service or platform to rapidly request, compete and procure data and services from space related to surveillance is anticipated.
2. This project seeks to deliver a market survey on existing web based rapid procurement competition, award and delivery platforms which facilitate the secure exchange, sharing, and monetization of space-related data across a broad spectrum requirements for NATO APSS and NATO Space Situational Awareness (SSA). The NCIA is exploring the operational and technical implications of a service/platform, which would support NATO space procurements for APSS and SSA. This market survey will form the basis to further inform this decision-making.

D. Submission Instructions

1. Interested parties are invited to respond in accordance with the instructions below:
 - a. Submit responses via the email address in section G no later than **18:00 hours Central European Time (CET) on 08 September 2025**.
 - b. Responses should be submitted in PDF or Word format and must not exceed **15 pages**, including:
 - i. Responses to [Annex A](#) and [Annex C](#), and comments on [Annex B](#) excluding:
 - i. Cover page
 - ii. Company brochures or product literature (if included)

- iii. Attachments such as past performance references
- c. Use the following subject line for submission
 - i. “Response to RFI [RFI Number] – [Company Name]”
- d. All responses should address the items listed in [Annex A](#) – Requested Information and [Annex C](#) – Market Survey Questions.
- e. Respondents are also encouraged to review and comment on the draft requirements in [Annex B](#) – Draft Statement of Work (SOW)/Performance Work Statement (PWS).

E. Disclaimer

1. This RFI is for planning and informational purposes only and shall not be construed as a solicitation or obligation on the part of the NCIA. The NCIA does not intend to award a contract based on responses to this RFI. Respondents are solely responsible for all costs incurred in responding to this RFI. The NCIA will consider and analyse all information received from this RFI and may use these findings to develop a future solicitation. The NCIA will consider all responses as confidential commercial information and will protect it as such.
2. NCIA reserves the right, at any time, to cancel this informal market survey, partially or in its entirety. No legal liability on the part of NCIA for payment of any sort shall arise and in no event will a cause of action lie with any prospective participant for the recovery of any costs incurred in connection with the preparation of documentation or participation in response hereto. All effort initiated or undertaken by prospective informal market survey participants shall be done considering and accepting this fact.

F. Use of Information Provided through Responses

1. Confidentiality of Responses

The NCIA may incorporate industry comments and responses, in part or in whole, into a future release of a solicitation. Should respondents include proprietary data in their responses that they do not wish to be disclosed to the public for any purpose, or used by NCIA (except for internal evaluation purposes), they must:

a. Mark the title page with the following legend:

This document includes data that shall not be disclosed outside NATO and shall not be duplicated, used, or disclosed – in whole or in part – for any purpose other than for NCIA internal evaluation purposes, unless otherwise expressly authorised by [insert company name]. This restriction does not limit the NCIA's right to use information contained in this data without restriction if it is obtained from another source. The data subject to this restriction are contained in sheets [insert numbers or other identification of sheets]

b. Mark each sheet of data it wishes to restrict with the following legend:

Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this document.

G. RFI Point of Contact

1. Mihai-Adrian Lita, Senior Contracting Officer;
2. Mihai-Adrian.Lita@ncia.nato.int

Annex A – Requested Information

1. Respondents are encouraged to provide the following information in their response:

a. Company Information

- i. Legal Business Name
- ii. Address
- iii. Website
- iv. Primary Point of Contact
- v. Email address

b. Technical Capability

- i. Summary of relevant capabilities and past performance

c. Feedback and Recommendations

- i. Responses to the following RFI Questions
 - 1. Annex C: Please indicate if your web-tool covers each of these requirements by completing the table in Annex C:.
 - 2. In addition to the questions related to each requirements, we also have three general questions related to Cost/licensing:
 - a. What is the rough order of magnitude (ROM) cost or licensing approach for the tool?
 - b. How is the cost structured?
 - c. Can NATO test the web-tool for an evaluation and what would be the cost?
 - 3.
- ii. Innovations or alternatives

d. Questions or Concerns

- i. Risks, concerns, or barriers
- ii. Suggestions for risk mitigation or enhancing competition

Annex B – Draft Requirements / Statement of Work (SOW/PWS)

Note: This is a DRAFT and subject to change. The NCIA is seeking industry feedback.

1. Background

The NATO Communications and Information Agency (NCIA) requires existing web based rapid procurement competition, award and delivery platforms which facilitate the secure exchange, sharing, and monetization of space-related data across a broad spectrum requirements for NATO APSS and NATO Space Situational Awareness (SSA). The NCIA is exploring the operational and technical implications of a service/platform, which would support NATO space procurements for APSS and SSA. This market survey will form the basis to further inform this decision making.

2. Scope

The Contractor shall provide a web based platform that provides a **Marketplace** including, but not limited to:

- a. Centralizes Point of Access to space industry (vendor) data and service providers: Platform that serves as a single point of access for space situational awareness and space based surveillance data and services companies.
- b. Provides a secure data exchange: Includes robust cybersecurity protocols and identity management to ensure data integrity, confidentiality, and controlled access based on user roles and permissions
- c. Enables fast bid and award cycles: Allows for rapid “short duration” competitive contract awards that facilitate multiple providers to compete to respond to specific task requests, with a quick turnaround delivery. Allows short duration, task or mission specific contracts with the time from tender to award under 24 hours.
- d. Performs performance tracking and feedback: Vendors engaged through task or delivery orders are typically evaluated using contractor performance after award including rapid debriefs and “discussions to capture best practices and areas for improvement. Performance along the lines of
- e. Data quality metrics (latency, accuracy, coverage)
- f. Usage-based assessments—e.g., how frequently or reliably a vendor’s dataset is used by system integrators or end users.
- g. Operational feedback from operators who receive service—used to gauge whether data met expectations, timeliness, and reliability.
- h. Vets Company capabilities and compliance: ensure all participating companies in the marketplace meet NATO security, compliance standards, meet operational capability standards, and support mission success. Ensure that capabilities are more than “PowerPoint deep”
- i. Enables Immediate Operationalisation: The web-based platform is day zero ready with existing contracts with vendors. What is the readiness of the platform?

3. Objectives

1. This is an opportunity for the NCIA to better understand the current industry capabilities to provide a web-based tool to meet these requirements. The answers to the following questions will be treated in confidence and kept internally for NATO use only. It is not the Agency’s objective to force service providers into last-minute additions to their service baseline.

2. Any web based marketplace tool capable of satisfying the above requirements in Annex B should be able to operate on an unclassified system (i.e. the NATO cloud environment). If selected for demonstration, the tool should also be ready to use now and not be a capability under development.

Annex C – Market Survey Questions



NU_Annex
C_NATO_Space_Data

Instructions to open Annex C: Double-click on the Excel Worksheet picture.

Annex D – Distribution List

All NATO Delegations (Attn: Investment Committee Adviser)
All NATEXs