



EUROPEAN COMMISSION

DIRECTORATE-GENERAL FOR INTERNAL MARKET, INDUSTRY, ENTREPRENEURSHIP
AND SMES

Space Policy, Copernicus and Defence

Space Policy and Research

PRELIMINARY MARKET CONSULTATION

GOVSATCOM HUB (S)

1 INTRODUCTION

The European Union Governmental Satellite Communications (EU GOVSATCOM) initiative aims at providing secure and guaranteed satellite communication capacity and services to EU governmental stakeholders (Member States and EU Agencies and institutions) that need it for various missions in the field of security, defence, humanitarian aid, emergency response and diplomatic communications.

Satellite communications is a finite resource limited by the satellite capacity, frequency and geographic coverage. Therefore, in order to be cost-effective and to capitalise on economies of scale, GOVSATCOM needs to optimise the match between the demand by authorised users, and the supply provided under EU contracts for satellite capacities and services. Since the demand and the potential supply both change with time, this requires constant monitoring and flexibility to adjust GOVSATCOM services.

In order to optimise the available satellite communication resources, to guarantee access in unpredictable situations, and to ensure operational efficiency and short turn-around times, the necessary ground infrastructure – GOVSATCOM Hub(s) - is required, in consistency with operational and security requirements. This provides the operational interface between GOVSATCOM users and providers of secured satellite communication capacity and services, and manages the resource planning and security monitoring.

DG GROW is seeking information from industry who could provide technical solutions for the GOVSATCOM Hub(s).

Further information regarding GOVSATCOM can be found in:

- Commission Proposal for the Space Regulation and Council & Parliament Common Understanding

http://www.europarl.europa.eu/doceo/document/TA-8-2019-0402_EN.pdf

- High Level Civil –Military User Needs for Governmental Satellite Communications (GOVSATCOM).

<http://data.consilium.europa.eu/doc/document/ST-7550-2017-INIT/en/pdf>

2 PURPOSE

The purpose of this Preliminary Market Consultation (PMC) is to acquire information regarding the current and future capabilities of industry that can provide ideas and potentially different technical and operational solutions for the GOVSATCOM hub in the form of any ground infrastructure, software and operational concepts.

This PMC invites industry to provide inputs and ideas on such GOVSATCOM Hub solutions, as well as rough cost estimates and main cost optimisation drivers. Interested entities experienced and capable in providing such product/services should respond to this PMC by sending the information requested in Section 4 and completing Annex A. Ultimately, complete solutions are sought but since it is expected that responses will be prepared on an individual basis, partial solutions will also be taken into account in this PMC.

This PMC is an enquiry only. No contract or agreement will be established on the basis of the results of this PMC. Responding to this PMC is entirely voluntary and will in no way affect the European Commission's consideration of any proposal submitted in response to a subsequent procurement.

3 ENQUIRIES

All questions shall be sent in English via email to the following address: GROW-GSC-PMC@ec.europa.eu and are due by close of business on 27 May 2019. Questions and answers will be made public via the same link as this PMC in the following web page: https://ec.europa.eu/growth/contracts-grants/calls-for-expressions-of-interest_en

4 INFORMATION REQUESTED

The objective of this PMC is to collect different technical solutions for the GOVSATCOM Hub according to its high level guiding principles defined hereafter:

Principle#1: GOVSATCOM Hub main mission

The GOVSATCOM Hub will be the interface between the satellite communication capacity, satcom operators and service providers on one side and a wide range of GOVSATCOM users on the other side. The GOVSATCOM Hub should optimise the match between the supply and demand by the authorised users in terms of performance, availability, security and cost (OPEX-CAPEX),

Principle#2: GOVSATCOM Hub main interfaces

The GOVSATCOM Hub will need to interface with various, public and private, satellite communication capacity, satcom operators and service providers, and a wide range of GOVSATCOM Users.

Principles#3: GOVSATCOM Hub flexibility and scalability

The GOVSATCOM Hub should be sufficiently flexible to include new providers and users in the future, using a scalable design, allowing reconfiguration and expansions.

Principle#4: GOVSATCOM Hub service access neutrality

The GOVSATCOM Hub shall be neutral toward any authorised user and provider of satellite communication capacity and services. The GOVSATCOM Hub should implement the sharing and prioritization rules, taking into account peaks of satellite communication capacity needs due to emergency/crisis scenarios.

Principle#5: GOVSATCOM Hub physical redundancy and security

For security and redundancy reasons, the GOVSATCOM Hub may be physically located in two or more locations in the EU.

Since information that is exchanged between parties interfacing with the GOVSATCOM Hub is likely to be EU Classified Information, potentially up to the level of EU Secret, Commission Decision (EU, Euratom) 2015/444 will apply to such exchange of

information. The GOVSATCOM Hub(s) shall undergo a security accreditation, based on security requirements to be established by the Commission.

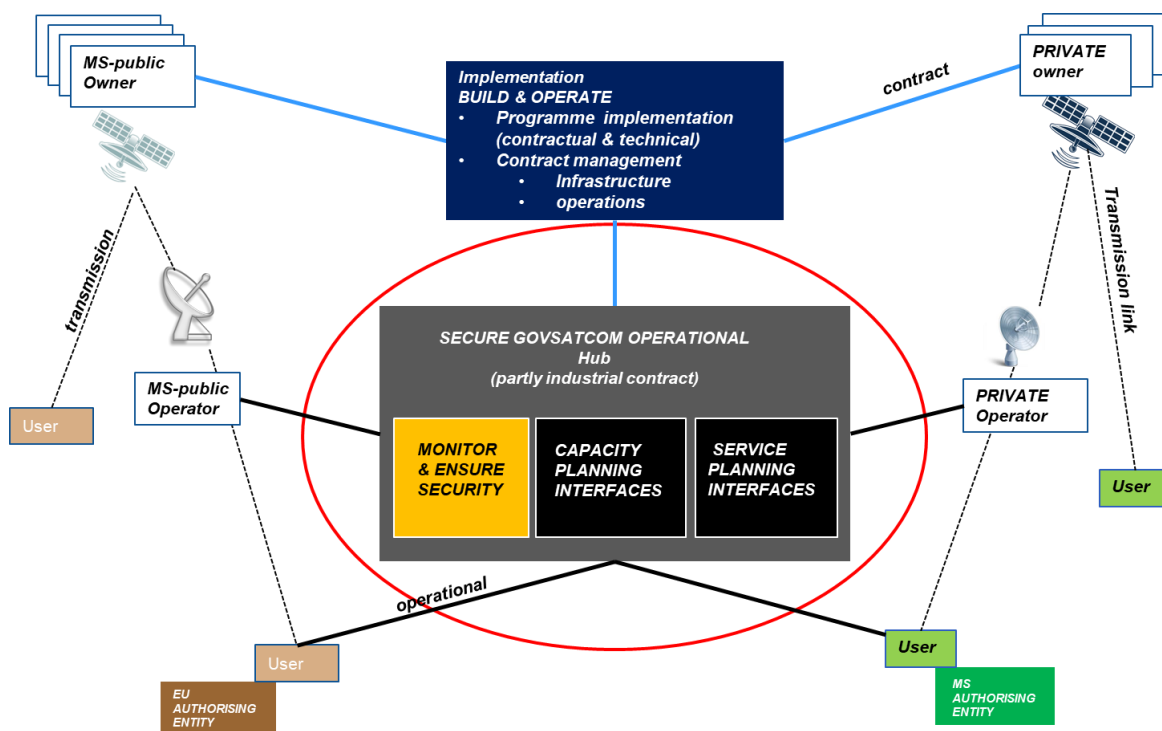


Figure 1 Overview of the operational role of the GOVSATCOM Hub in the wider GOVSATCOM context.

The interested entities should provide solutions for the GOVSATCOM Hub with the general functionality listed below:

1. Capacity planning capabilities, taking into account the compatibility between the systems (users and satellite communication capacity and service providers), e.g.
 - Tools to assess what resources are needed at a particular time and place and the required configurations
 - Tools for monitoring the satellite signals
 - Tools to respond to network anomalies
2. Different operational modes (for example: routine, emergency, 24/7...)
3. Management of the interfaces to the different authorized users based on the prioritization rules provided by the Commission
4. Links with different satellite communication capacity, satcom operators and service providers, according to the established EU contracts

5. Adhere to security requirements, appropriate management of classified information and monitoring of the security aspects
6. Information archiving and storage capability

There is not a predefined architecture for the GOVSATCOM Hub, the technical solution proposed could be based in a centralized or a distributed one, with one or more locations.

The GOVSATCOM Hub will not be the service provider for the satellite communication capabilities and will not be responsible for managing the contracts.

Please complete Annex A which Requests information regarding:

Annex A.1: Business information

Annex A.2: Solution Approach

5 SUBMISSION OF RESPONSES

Submission of a response implies acceptance of the conditions of the PMC.

The deadline for submission of responses is:

28 June 2019 - 16.00:00 Brussels local time

The responses to this Preliminary Market Consultation should be **sent in English in electronic format by email** to the following address:

GROW-GSC-PMC@ec.europa.eu

6 DISCLAIMER

This PMC is not a contract offer and it is not an open call for proposals for any services but rather an informational inquiry by DG GROW, in preparation of a future procedure.

This PMC does not commit the European Commission to award a contract, pay any costs incurred in preparing a response or to procure or contract for services or supplies.

ANNEX A.1

The responses should be prepared individually by economic operators.

Contact person for the response			
Title (Mr, Mrs, Ms...)			
Usual Family Name			
First Name			
Company			
Function			
Address			
PO Box			
Street Name and Number			
Post Code		Cedex	
Town/City			
Country Name			
Telephone n°		Fax n°	
E-mail			
Internet homepage			

ANNEX A.2

For each of the main GOVSATCOM Hub guiding principles below please provide your understanding and potential solution from a technical, operational and cost point of view

The proposal should not exceed 10 pages

Guiding Principle	Understanding and considerations	Proposed solutions (technical, operational, services, interfaces, security, performances, physical elements, others)
Principle#1 GOVSATCOM Hub main mission		
Principle#2: GOVSATCOM Hub main interfaces		
Principles#3: GOVSATCOM Hub flexibility and scalability		
Principle#4: GOVSATCOM Hub service access neutrality		
Principle#5: GOVSATCOM Hub physical redundancy and security		
Other main principles (to be proposed as additional high level driver)		

Please explain and provide supporting material to demonstrate how your solution in terms of infrastructure, software, and operational concepts will enable the European

Commission to achieve its strategic, operational and security objectives for the GOVSATCOM Hub.

When cost is concerned, please consider the rough costs of the development of the GOVSATCOM Hub, the HUB operational costs and the exploitation costs.

Where relevant, please indicate any main time scale for the GOVSATCOM Hub development and its operational validation according to your proposed solutions.