



IRIS² - Extraordinary SPC-GC

27 March 2023

14:30 to 17:00



#EUSpace

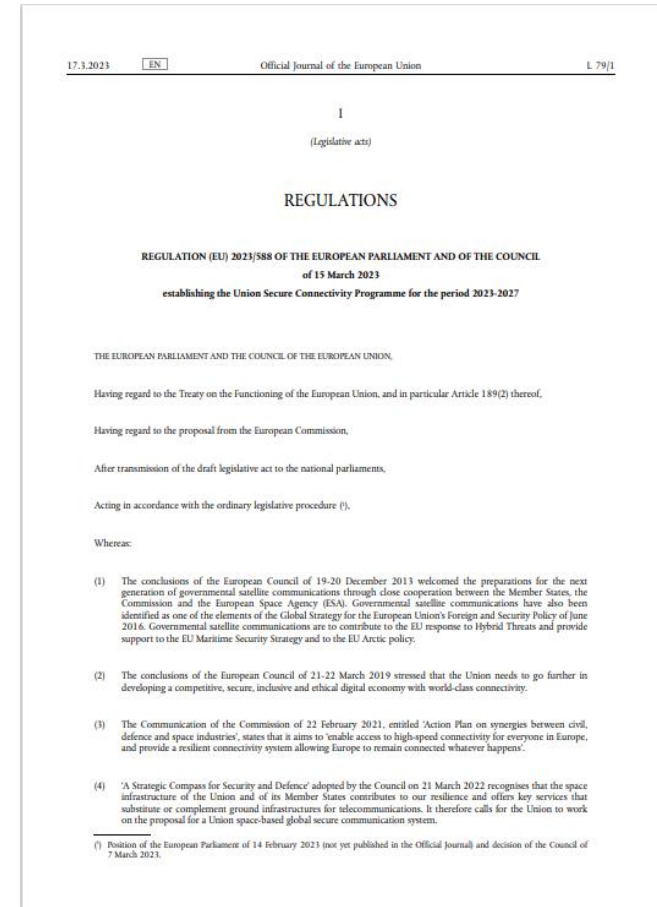
DEFIS

1. Welcome & Introduction (I)
2. Adoption of draft Agenda (D)
3. Information on the main Call for Tender of the Union Secure Connectivity Programme (I)
4. Information on the draft Contribution Agreement between the Commission and ESA on the implementation of the Union Secure Connectivity Programme (I)
5. A.O.B.

IRIS² Programme Overview

Regulation 2023/588 is in force since 20 March 2023

Signature of the Regulation by EP President and Swedish Presidency



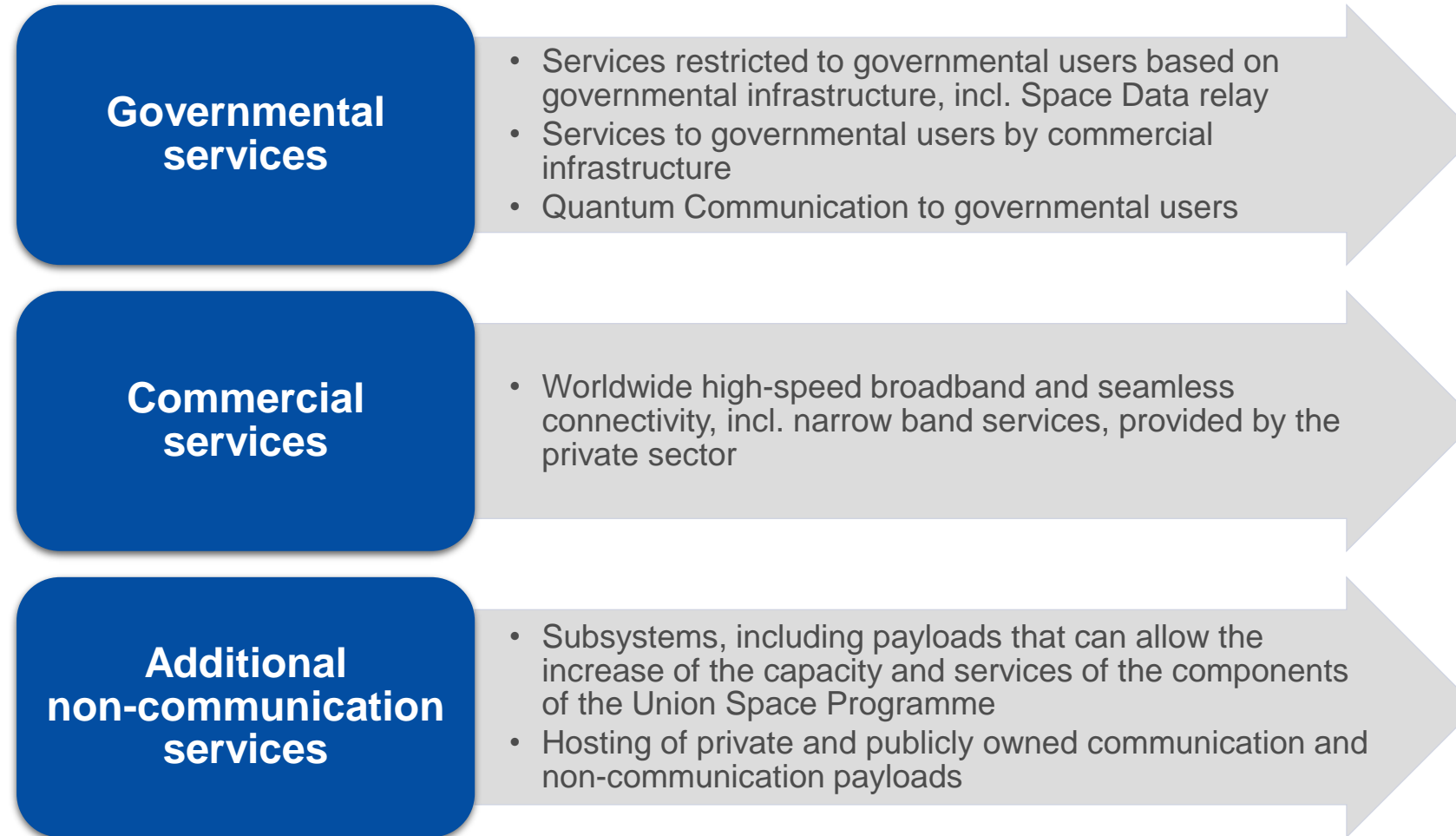


Ensure secure, autonomous, high-quality, reliable & cost-effective satellite governmental communication services to government-authorized users

Article 3



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



Development and deployment of the Governmental and Commercial Infrastructure

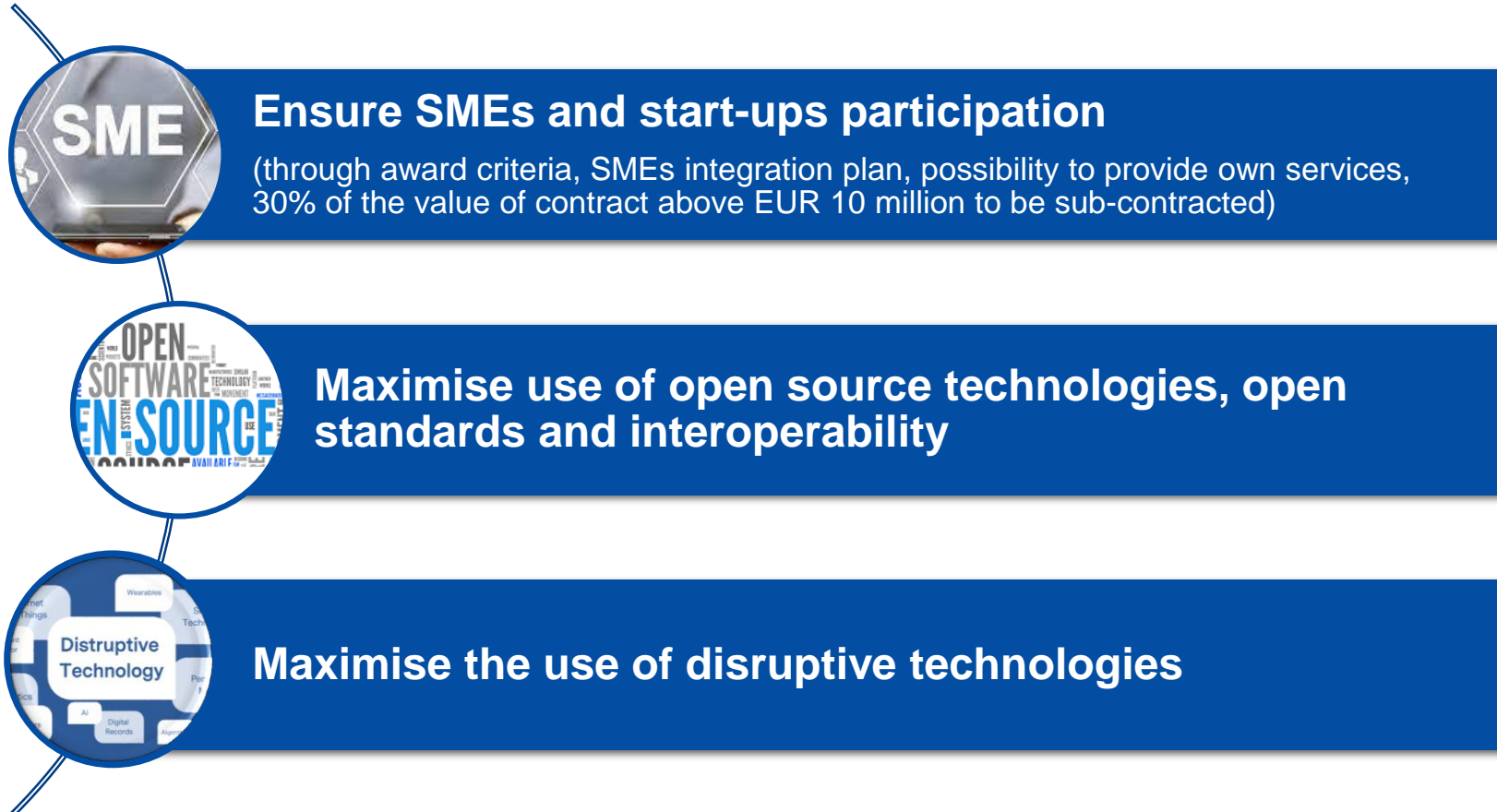
IRIS² Regulation provides for the **possibility** of governmental and Commercial **Services to rely on common subsystems and interfaces (Shared Infrastructures)**

Provisions of Governmental and Commercial Services

IRIS² Regulation provides that the Programme shall enable the **provision of Commercial Services** or services offered to **governmental users** based on Commercial Infrastructure at market conditions

Development of additional non-communication services

IRIS² Regulation also provides that the Programme shall, where possible, enable the **development of communication and additional non-communication services**



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.

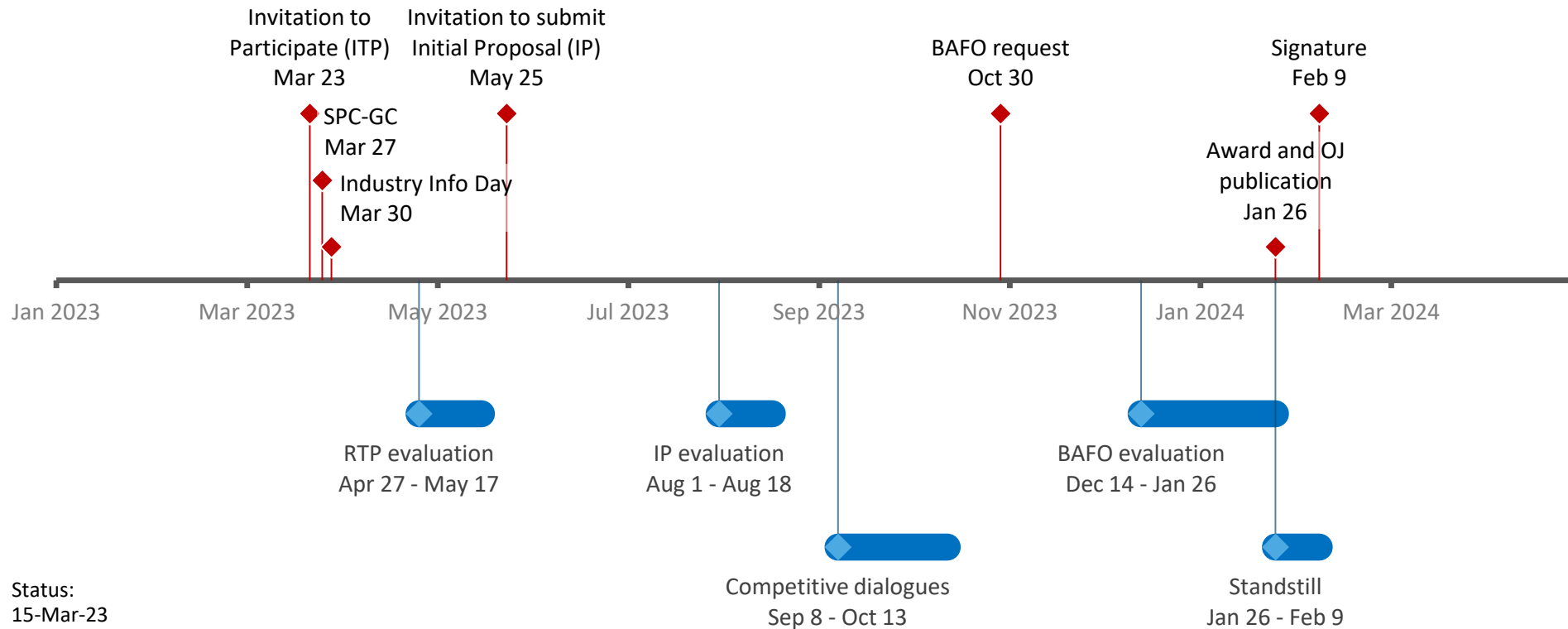


IRIS² Scope of the Tender

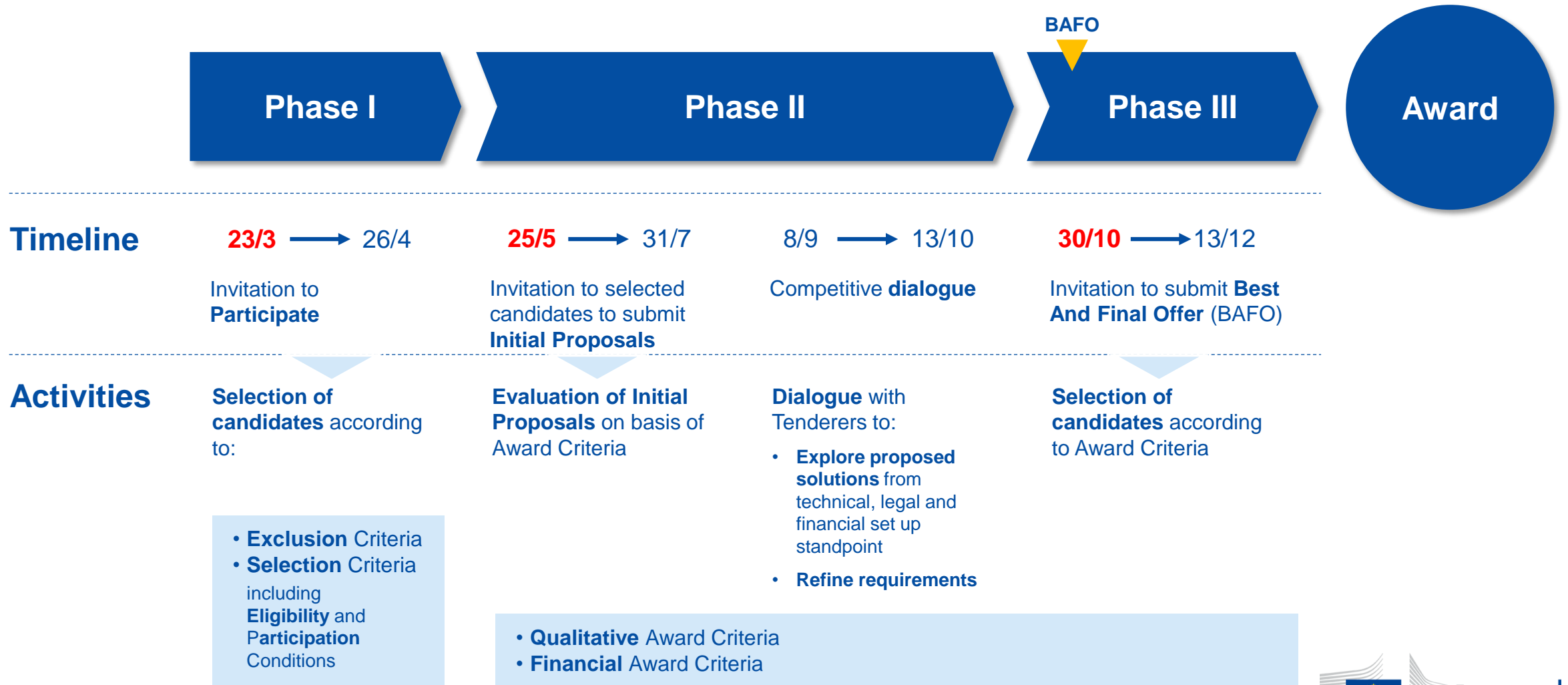
IRIS ² Invitation to Participate	
Contracting Authority	European Commission, Directorate General for Defence Industry and Space
Lots	Not divided into lots
Nature of contract	Concession contract
Description	<ul style="list-style-type: none"> The design, development, validation, deployment and operations 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

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

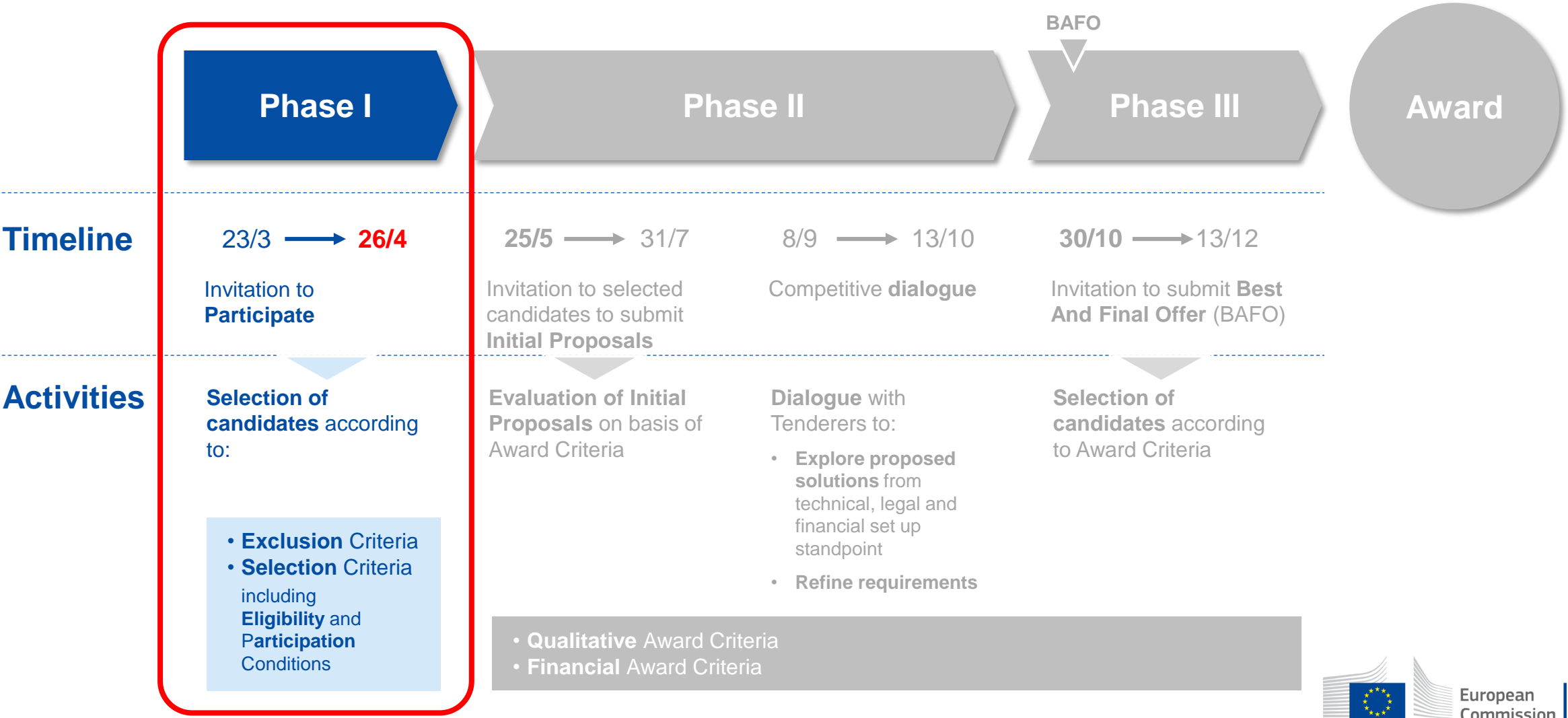


The Tender is structured in three Phases



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

Ted.eTendering
Calls for tenders from the European institutions

Europa > TED home > eTendering home > Call for tenders' main page > Data

TED | TED SIMAP | TED eNotices | **TED eTendering**

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Call for tenders
Search for calls for tenders
Search for a document
FAQ

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

EU solidarity with Ukraine

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

Phase I

Data Pack Overview

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)

Document submission (extract)				
Document	Prime only	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			
PSI Statement of Compliance	x	x	x	x
Annex I.A		x	x	x
Annex I.B		x	x	x
Annex I.C		x		
Annex I.D		x		
Annex I.G		x	x	x

Phase I

Selection Criteria – Legal and Regulatory, Minimum Requirements

IRIS² 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.

IRIS² 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.

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

Phase I

Selection Criteria – Eligibility, Financial capacity

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>

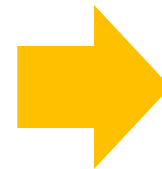
IRIS ² Economic and Financial capacity		
Ref	Criteria	To be evidenced by
F1.	Overall financial capacity	<p>Combined annual Turnover above EUR 500 million over the last three years</p>

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.



Conditions for waivers (when possible)

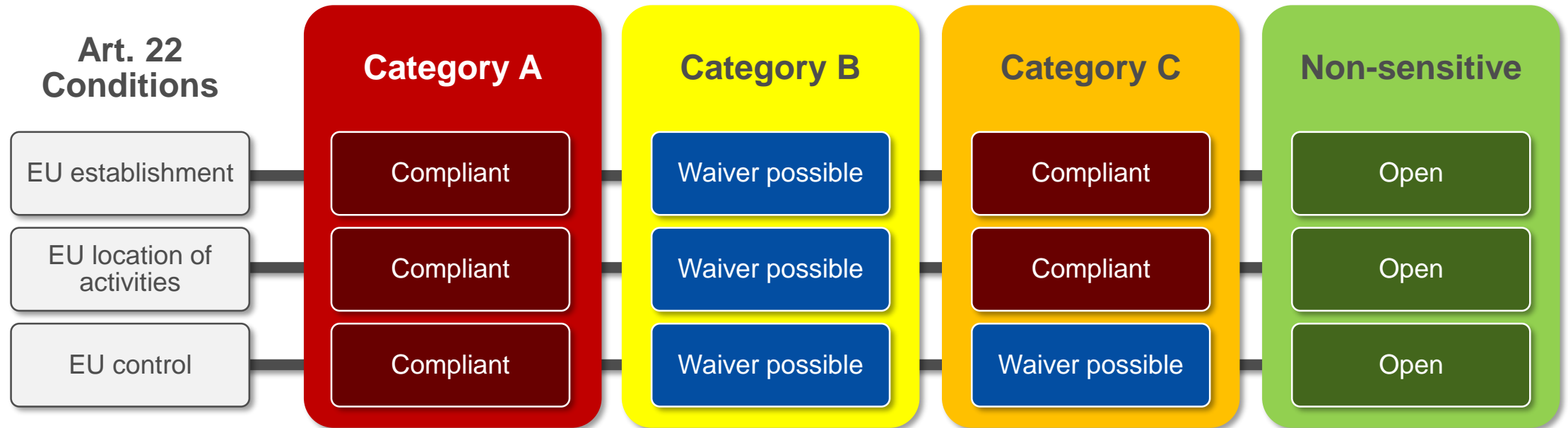
- Product or service not readily available in the Member States
- No exchange of EUCI
- Sufficient measures for the integrity, security and resilience of IRIS²

- 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



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:

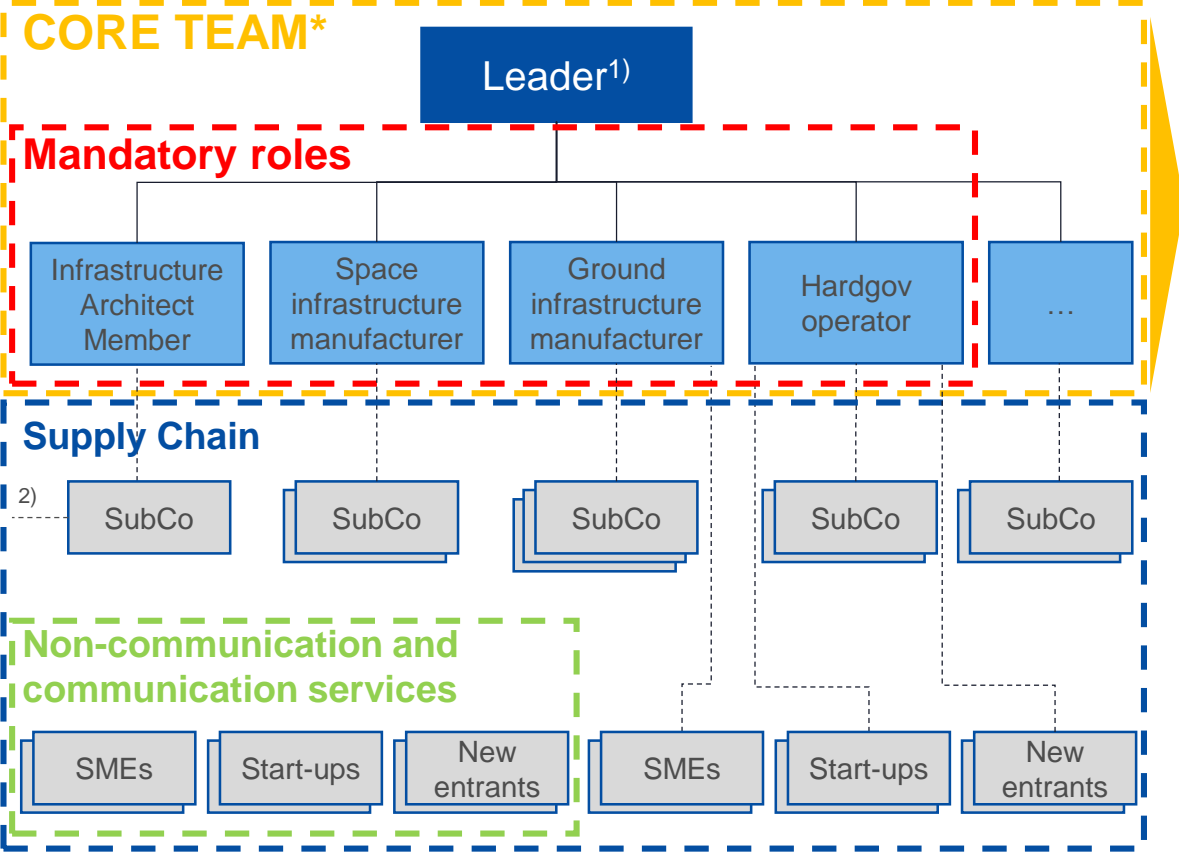
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Com:

- Operator
- Additional payload manufacturers

Phase I

Participants roles and structure



1) Can be combined with one of the other roles
 2) Subcontractor to other Candidate's Request

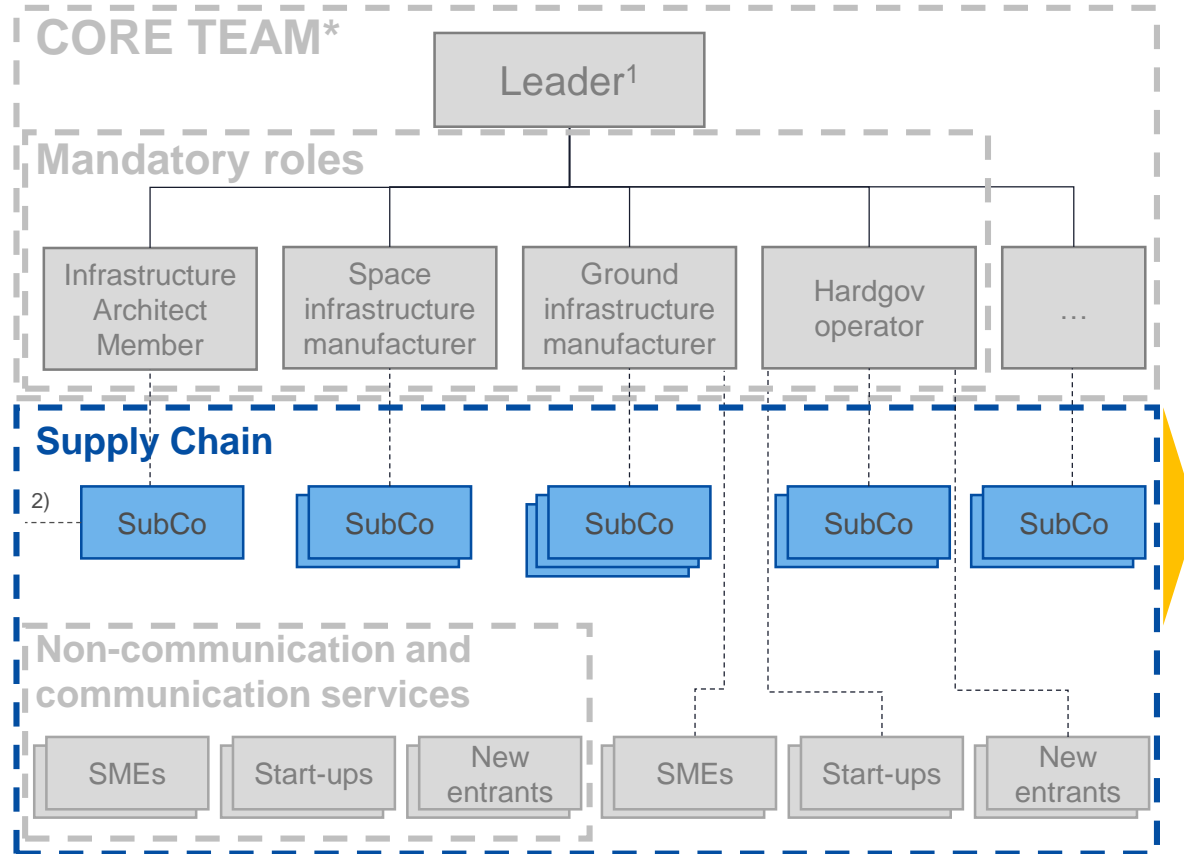
*including Consortia; participation of the same economic operator to more than one Consortium is forbidden

Core Team* and Industrial Organisation

- When presenting their Core Team*, the Tenderers shall **identify the role and responsibilities of each member**
- **All members of a Consortium are jointly and severally liable** to the Commission for the performance of the Contract
- A Core Team shall include these roles:
 - **Leader¹⁾**: representing the consortium
 - **Infrastructure Architect Member**: shall fulfil the Technical Selection Criteria set out in T1 and T2
 - Space infrastructure manufacturer, Ground infrastructure manufacturer and Hardgov operator
- **If deemed necessary** by the contracting authority, **other members of the Core Team shall participate in the discussion** to be held in the course of the procurement procedure (**Infrastructure Architect Member** is mandatory)
- Tenderers shall prove that they will **have at their disposal the resources necessary** for performance of the Contract
- **Each member will be assessed to ensure that the Consortium as a whole, in its quality of Candidate/Tenderer, fulfils the criteria**

Phase I

Participants roles and structure



- 1) Can be combined with one of the other roles
- 2) Subcontractor to other Candidate's Request

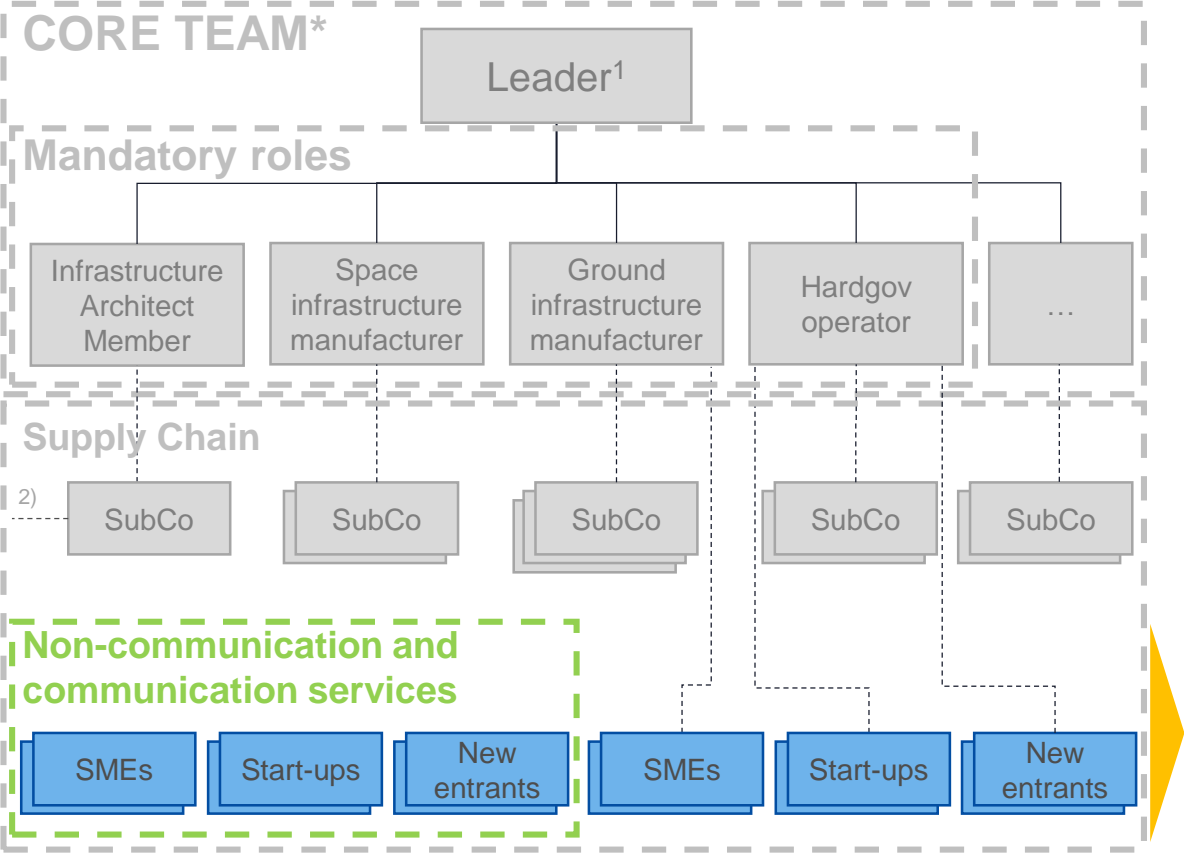
*including Consortia; participation of the same economic operator to more than one Consortium is forbidden

Supply chain – Subcontractors

- Participation of subcontractors to more than one Candidate's Request to Participate or Tenderer's Proposal is possible
- 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
- **Any change of subcontractors is not permitted** during the procurement process **unless specifically authorised**

Phase I

Participants roles and structure



1) Can be combined with one of the other roles
 2) Subcontractor to other Candidate's Request

*including Consortia; participation of the same economic operator to more than one Consortium is forbidden

Supply chain – Competitive tendering and SMEs

- 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
- **At least 30% of the total price**, as defined under section 7.2, **shall be subcontracted in competitive tendering** outside the Group³
- The participation of **start-ups, new entrants and SMEs** is encouraged **as providers of additional payloads** to support commercial communication and non-communication services
- 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.

3) 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

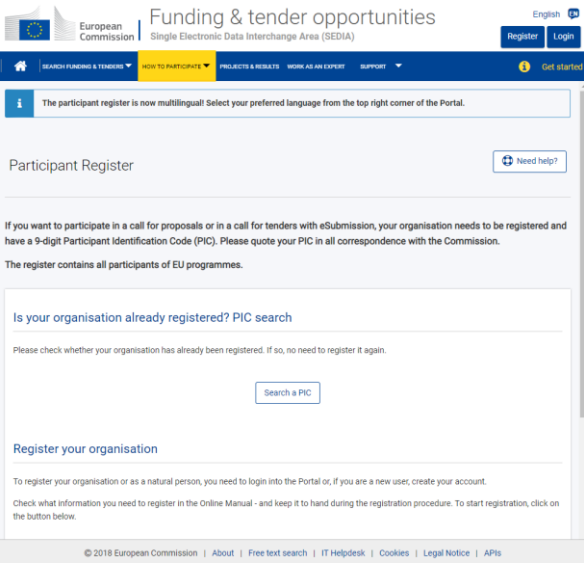
Selection Criteria – Technical capacity

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

Registration and Submission Process

Participant Register



[Link](#)

Submission

Outer Envelope

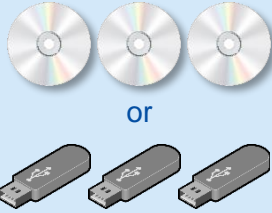
- DEFIS/2023/CD/0008
- Candidate name
- *“Request to Participate – Not to be opened by the internal mail service”*
- Address for submission of Request to Participate
- Date of posting

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

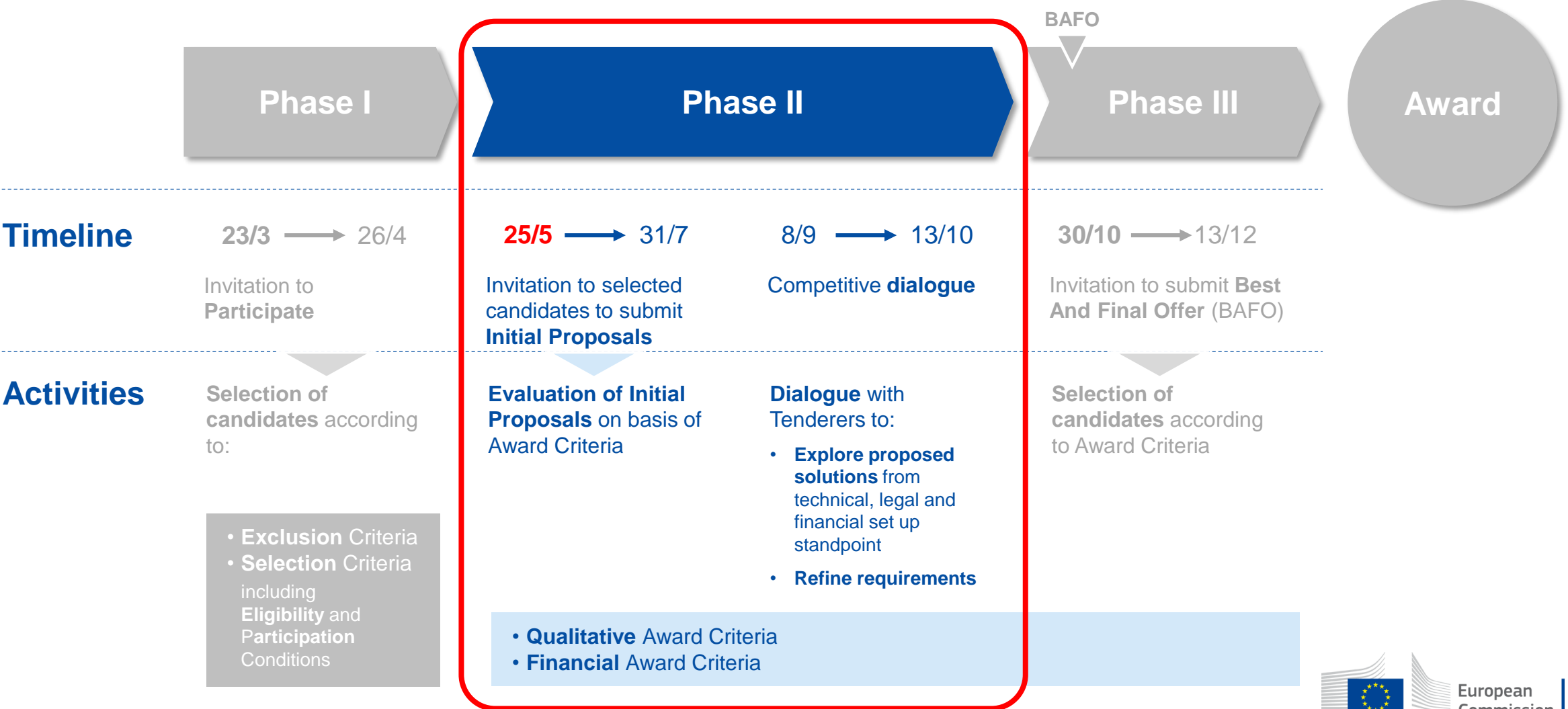
26/4 16:00
(CET)



*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 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.

Phase II

Financial Award Criteria

- **Financial Award Criteria**

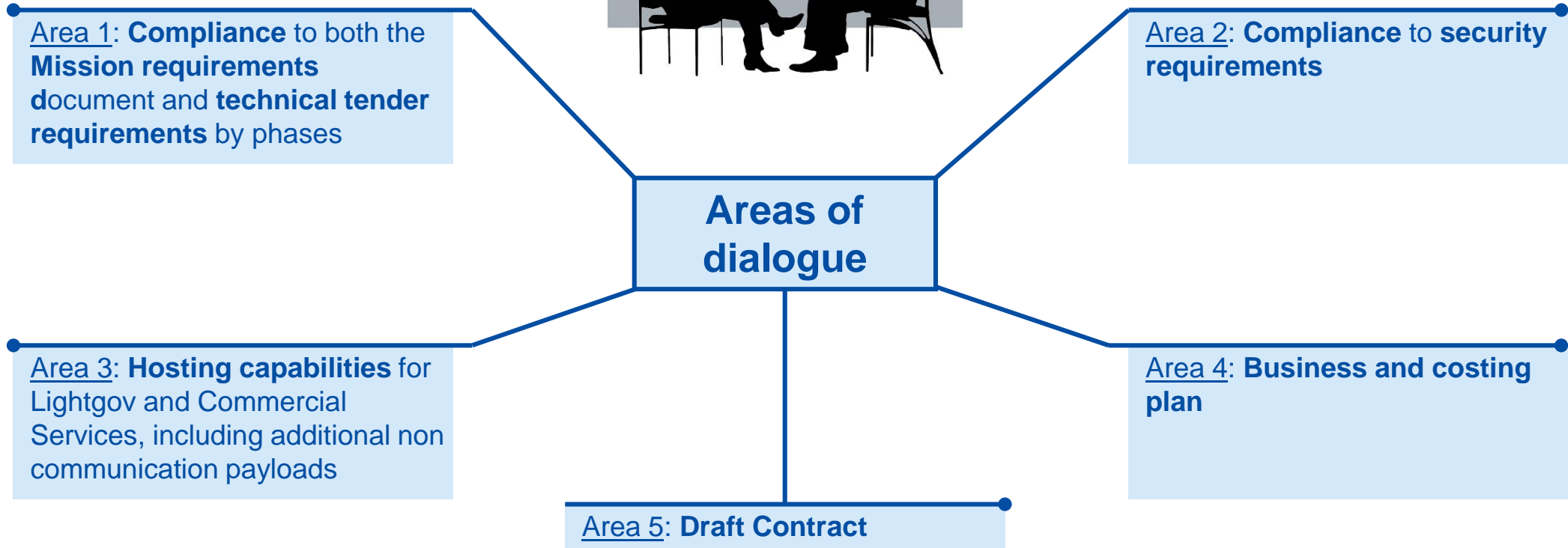
$$\text{Financial Evaluation Score of Tender } X = \left(\frac{\text{cheapest total price received}}{\text{total price of tender } X} \right) \times 100$$

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

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

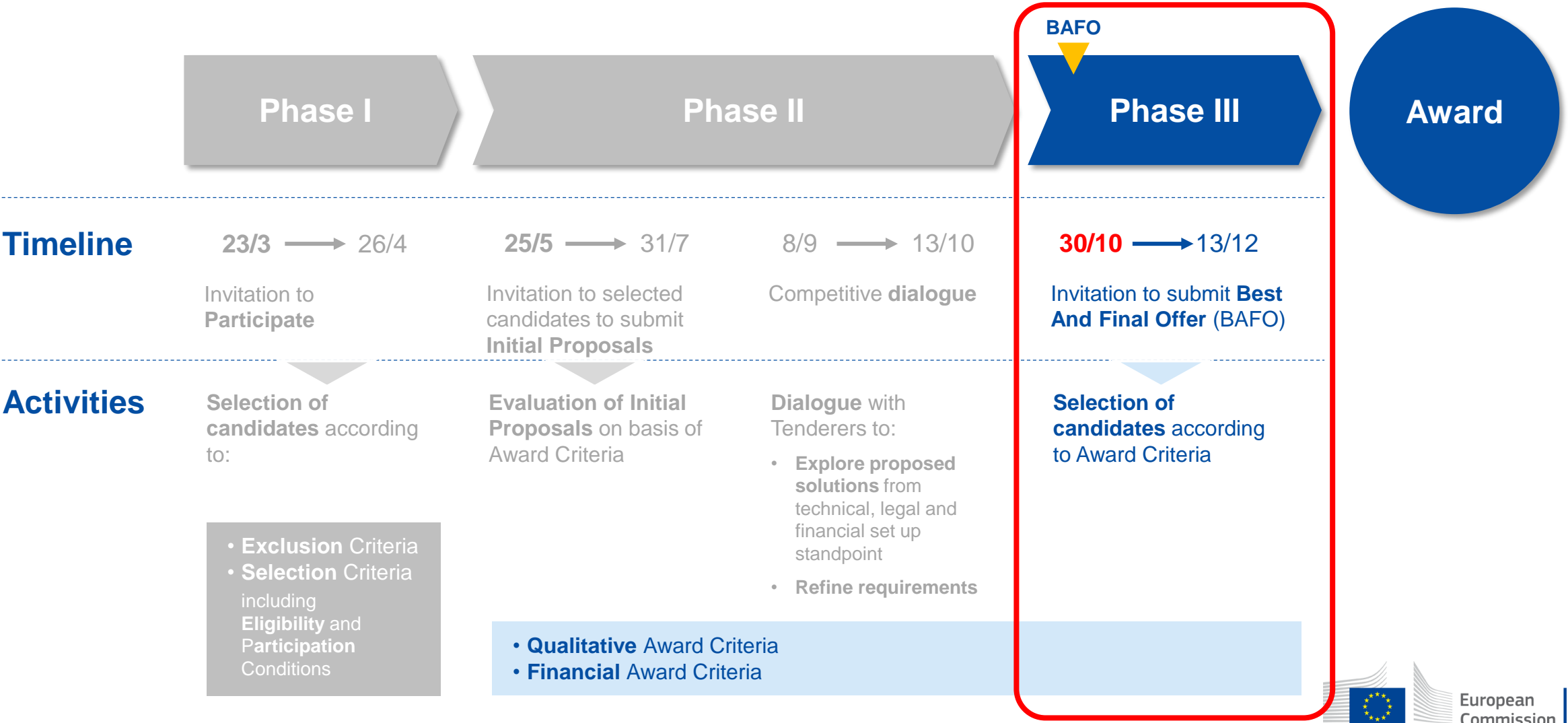
Phase II

Envisaged areas of dialogue



Phase III

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



Thank you!