

MARKET SURVEY FOR RPAS CONTRACTED SERVICES

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1 INTRODUCTION TO EDA

The European Defence Agency (EDA) governed by Council Decision (CFSP) 2015/1835 was established to “support the Member States and the Council in their effort to improve European defence capabilities in the field of crisis management”.

EDA acts as a catalyst, promotes collaborations, launches new initiatives and introduces solutions to improve defence capabilities. It is the place where Member States willing to develop capabilities in cooperation do so. It is also a key facilitator in developing the capabilities necessary to underpin the Common Security and Defence Policy (CSDP) of the Union.

EDA has developed a structured and comprehensive approach to supporting EU Operations. In particular, when capabilities required in operations are not available, EDA provides administrative, contracting and/or technical support to various actors to alleviate shortfall with contracted solutions.

Further information can be found on the Agency’s web site¹.

2 AIM

Situational awareness in crisis management requires clear and concise information and intelligence on all aspects of the air, ground, littoral, sea, space and cyber situation, within an area of interest. CSDP operations and missions depend on being able to accurately detect and identify risks.

Shortfalls on information gathering and intelligence management could necessitate maintaining substantially high readiness forces to react to situations. Therefore, forces need airborne assets, such as RPAS (tactical and/or MALE) that can act as a force multiplier by complementing other assets to provide a permanent and all weather coverage with high quality sensors (electro-optical camera including IR and radar, additional payloads could include COMINT/SIGINT). Such RPAS systems will be unarmed and are expected to be sheltered at land and employed over land and sea.

In view of informing decisions by various stakeholders, EDA is conducting the present market survey to better understand the range of commercially available solutions which could fulfil possible future requirements for RPAS services (tactical and/or MALE) and associated risks or limitations. It has to be highlighted that the objective of this survey is to identify service providers of ‘turnkey’ solutions and not manufacturers of assets or supply providers.

Operators are invited to participate to the present survey by submitting non-committing answers. Each operator is free to provide as many responses as it sees fit, offering own solutions or collaborating with other operators in providing other solution(s).

¹ <http://www.eda.europa.eu> and <http://www.eda.europa.eu/what-we-do/activities/activities-search/operations-support>

Answers submitted to the EDA in the frame of the present survey will not be considered as binding and shall be submitted free of charge. EDA will not reimburse any expenses incurred in the preparation of the answers/information packages. Participating to the present survey shall not entitle any participating operators to any rights, nor shall it raise any expectations.

The information provided to EDA will be used for the purpose of early identification of the market's capacity. EDA will not obtain any user rights. EDA will treat with confidence specific costing/delivery details and specific equipment design, where such details are labelled confidential.

No feedback will be provided on responses received. However EDA may at a later stage organise bilateral meetings and invite participating operators to further clarify their initial responses. Interested operators are also invited to register to the EDA Contractor Support to Operations web-platform to regularly receive information about workshops and contractor support opportunities².

For any clarification regarding this market survey please contact EDA Project Officer Georgios KOUVIDIS, georgios.kouvidis@eda.europa.eu, +32 (0)2 504 29 50.

3 SCOPE

At this stage, the primary scope explored for this survey is the provision of RPAS services (tactical and/or MALE). The RPAS consists of the aircraft, ground segments (both ground control station and ground data terminal) and navigation and communications. Personnel, training facilities, as well as logistic support, are also considered as part of the RPAS capability for the needs of this market survey.

The capability shall allow for sustained, persistent, adaptable, 24/7 ISR (Intelligence, Surveillance and Reconnaissance) operations. As the primary function of any ISR system is to achieve access to specific information and distribute it in a timely manner, the system should be capable to operate across all kinds of environments, including open and urban complex terrain. The system should be capable of all weather, day and night operations and world-wide deployment. In addition it must have a robust, secured Communication & Information System (CIS) to be able to operate in a dense and congested electromagnetic environment and respond to offensive and defensive threat systems such as radio-frequency disruption, deception, cyber-attack and jamming.

Although the EU can deploy operations and missions anywhere in the world, recent examples have mainly occurred in Europe and Africa. The exact environment for the delivery of the services cannot be defined in detail beforehand but can be generically described as a remote area, not exposed to opposing forces or direct threats. Similarly, the duration of the operations and missions could vary but it can be assessed that the services will be initially required for a period of 1 year, which could be extended.

²: https://eda.europa.eu/docs/default-source/eda-publications/eda_csop

4 RESPONSES

The responses should be provided electronically by e-mail to EDA Project Officer Georgios KOUVIDIS, georgios.kouvidis@eda.europa.eu, by 31 March and should follow as much as possible the following format:

Title

[***Company name***] response to EDA market survey for RPAS contracted services.

Part I: Technical description

This part will provide an overall description of the available solution(s). It will include as much details as possible on past performances. At minimum it will contain information about the type of aircraft available and its main characteristics in terms of airworthiness and equipment, transport capacity, communication equipment, and any other relevant technical aspect in particular in relation to:

- Command and control;
- Inform;
- Detection (terrestrial and/ or maritime environment);
- Recognition;
- Identification;
- Deployability;
- Protection;
- Maintainability;
- Availability;
- Training and infrastructure;
- Payload;
- Time on station;
- Endurance;
- Cruising speed;
- Patrolling speed;
- Certification.

It will also include information on qualifications/training and experience of flight and maintenance crews. Potential limitations due to the sensors or any physical or geographical constraints will have also to be described.

Part II: Financial information

This part will include an order of magnitude of prices and commercial conditions. All prices shall be referred in EUROS (€) at the economic conditions of Jan 2018. This will include in particular, initial costs, average price for on-station surveillance time and operating costs

(other than those related to services such as sustainment/accommodation of the personnel and travel costs) and any other information deemed relevant.

Part III: Management related issues

This part will include any relevant limitation or parameter which may influence delivery of the services e.g. minimum notice to deliver services, restriction on geographic location or environment, certification and qualification issues.

Part IV: Logistic support related issues

This part will include all aspects related to support, maintenance and logistics. In particular it will contain information concerning arrangements in place for the transportation, testing and storage of the fuel, acquisition of spare parts or leasing of equipment. It will also include any relevant information concerning the accommodation and sustainment of the personnel, shelters etc.

Part V: Legal and commercial issues

This part will include aspects related to insurance and liability considerations; limitations and/or conditions for deploying in crisis-management operations, restrictions related with specific operating environments, export and/or applicable law restrictions, etc.