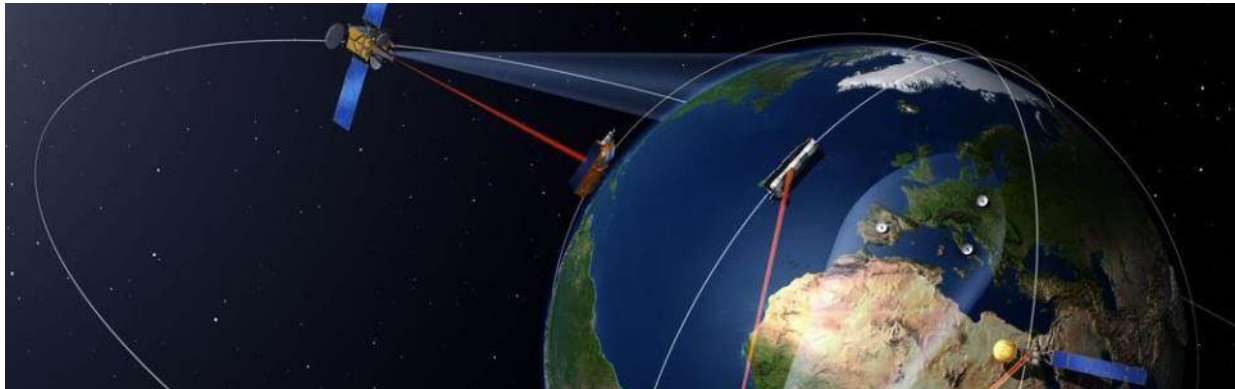


EU Satellite Communications Market



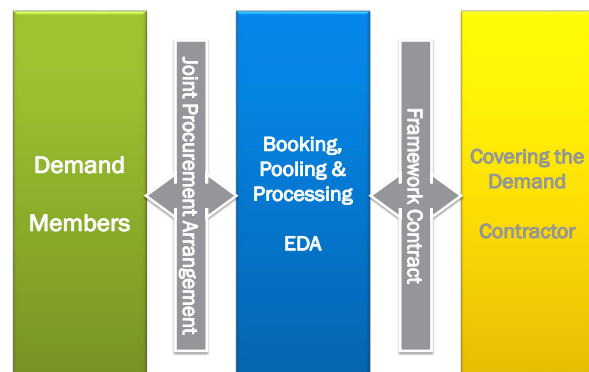
The overall purpose of the project is to efficiently and cost effectively provide Contributing Members with an option to commercially source Satellite Communications (SatCom) as well as wider Communication and Information Systems (CIS) services through the European Defence Agency (EDA). The Satcom services offered include end to end services with transmission links as well as SatCom terminals for all bands (including military). The CIS services offered include the integration of telecommunications with radio and IT networks and it includes hardware as well as software. This whole range of services provided through the EU SatCom Market project can enable users to access, store, transmit, receive and manipulate information required to meet a wide range of operational needs, both abroad and at home.

The 31 contributing members (CM) are: Austria, Belgium, Cyprus, Estonia, Finland, France, Germany, Greece, Ireland, Italy, Latvia, Lithuania, Luxemburg, Poland, Portugal, Romania, Spain, Sweden, the United Kingdom, Republic of Serbia, the Athena Mechanism¹ and the civilian missions EU-CAP SAHEL Niger, EUCAP SAHEL Mali, EUAM Ukraine, EUCAP Somalia, EUMM Georgia, EUAM Iraq, EUBAM Libya, EUPOL COPPS, EUAM RCA and FRONTEX. With the Athena Mechanism and civilian missions as members the project directly supports the full range of CSDP operations and missions.

The project is open to all EDA participating Member States, EU entities as well as third states having an administrative arrangement with EDA.

How it works

The contributing members have mandated the EDA through a 'Joint Procurement Arrangement' (JPA), to manage the project including the negotiation of Framework Contracts (FWCs) and service requests on their behalf.



Through these FWCs EDA promotes the harmonization of CMs' operational needs and the development of a defence "capability" as defined in Art. 5.3 (b) of the EDA Council Decision². The EU SatCom Market FWCs can therefore be considered as key enablers for CSDP missions and operations deployed in remote and hostile environments with little, unreliable or no local ground segment communication or CIS infrastructure.

¹ Athena is the mechanism established to administer the financing of the common costs of European Union operations having military or defence implications governed by Council Decision 2015/528/CFSP. The Council Decision allows for arrangements to be signed with Union bodies to facilitate procurement in operations in the most cost-effective manner.

² Council Decision (CFSP) 2015/1835 of 12 October 2015 defining the statute, seat and operational rules of the European Defence Agency.

The activities performed by EDA in support of CMs include:

- initiating, maturing and launching the overall project;
- setting up the JPA and its governance (including meetings with CMs);
- procuring and awarding the FWCs through open public procurement;
- managing the FWCs (including regular meetings with the contractors to follow and improve performance and the preparation and signature of SatCom orders or specific contracts for CIS services);
- supporting CMs when defining technical requirements of end-to-end solutions, leveraging lessons learnt from previous iterations with the contractors;
- advising CMs on technical and operational options;
- creating synergies between civilian and military uses of secure satellite communication and CIS services, thus contributing to overcome the existing fragmentation on both the supply and demand side;
- aggregation of demand from several CMs to achieve economies of scale;
- creating and administrating an ad hoc budget made up of CMs' contributions to fund the services;
- managing the invoicing and payments of services.

The project constitutes an efficient pay-per-use solution that does not impose any binding financial commitments beyond services requested. It is quick and flexible, reducing the administrative burden for members who do not have to run their own bidding processes since they can rely on EDA framework contracts.

Chronology

October 2009 - the EU SatCom Procurement Cell (ESCPC) was approved as an ad-hoc Category B Project by the EDA Steering Board Decision;

- **September 2012** - the first Framework Contract for SatCom services was awarded;
- **Summer 2014** - the project was renamed to the EU SatCom Market;
- **January 2016** - the second Framework Contract for SatCom services was awarded to Airbus Defence & Space;
- **July 2017** - the first Framework Contracts for Communication and Information System services were awarded to Airbus Defence & Space and Thales SIX GTS France.
- **January 2020** - the third Framework Contract for SatCom services was awarded to an Airbus Defence & Space and Marlink consortium.

Figures

- **+275 SatCom orders** have been processed so far;
- **€ 35.4 million is the total ordering value** for SatCom services to date with an impressive yearly average growth of over €5 million since the first order was placed in 2013;
- In addition to member states, four Common Security and Defence Policy (CSDP) military operations/missions and the Brussels strategic Headquarters for all training missions currently use services provided through the project;
- Six Common Security and Defence Policy (CSDP) civilian missions currently use services provided through the project.

For more information contact the [EDA Operations, Training & Exercises Unit](#).