

# EU Satellite Communications Market

## EU SatCom Market overview

The aims of the EU SatCom Market is to pool the demand of commercially available Satellite Communications (ComSatCom) and related services. This will help to reduce costs, ease access, and improve operational efficiency for Member States and EU Operations and Missions. The conclusions of recent EU Operations have highlighted the usefulness to run a cell providing space connectivity and related services.

The role of the EU SatCom Market is to act as a booking office to stimulate common procurement between contributing Members, based on a portfolio of ComSatCom services to be contracted by the EDA on a pay-per-use basis.

This project, which is one of the EDA's pilot cases of pooling demand, is structured as follows: the EDA acts as the Contracting Authority on behalf of the contributing Members for tailored on-demand ComSatCom services. So far, Austria, Belgium, Finland, France, Germany, Greece, Italy, Luxembourg, Poland, Romania, and the United Kingdom take part in the project, while additional members are welcome and expected to opt in. The procedure to join is simple and the project provides an additional option for contributing Members without forcing them to make binding monetary contributions.

The EU SatCom Market is one of the first projects delivering services to improve EU defence capabilities for European operations. It provides wireless connectivity solutions between European units in theatres and their headquarters as well as other related services. It is an example of the Effective Procurement Method (EPM) initiative, pooling demand through common off-the-shelf procurement and a particular service in the portfolio of outsourced services supporting any EU-led, coalition or national operations within the EU and abroad. Thus the EU SatCom Market is related to EDA's Contractor Support to Operations (CSO) initiative.

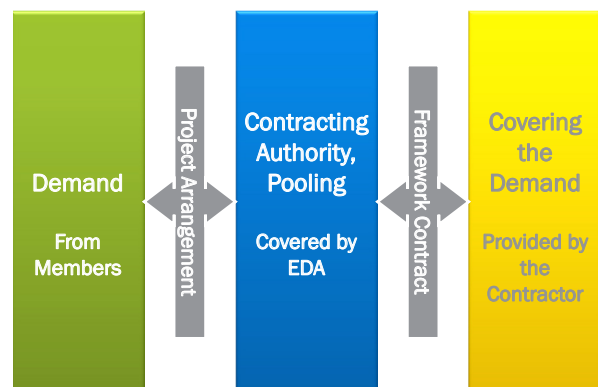
It represents a quick win in the framework of the pooling & sharing initiative launched by Defence Ministers in 2011. It will primarily serve national needs, CSDP operations, and may also serve interested third parties such as Athena. The project could be extended to the civilian community, the European External Action Service (EEAS) and the European Commission' Service for Foreign Policy Instruments (FPI).

## EU SatCom Market data

The EU SatCom Market was adopted as an Category B Project by a Steering Board Decision on 15 October 2009 with its original name EU SatCom Procurement Cell (ESCPC). The project was prolonged by another Steering Board Decision in 2014 for additional four years.

The original Project Arrangement was signed by five contributing Member States in 2012. Meanwhile six additional Members have joined.

The first Framework Contract (FWC) was awarded for a period of 3 years and is valid until September 2015. Following the legal regulations the EDA, on behalf of the EU SatCom Market contributing Members, is awarding a follow up FWC to economic operators.



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