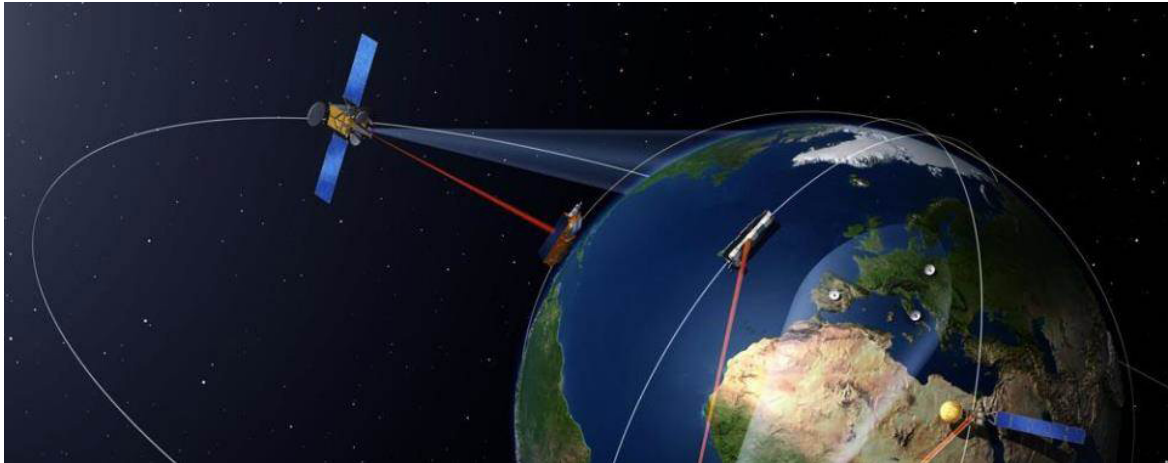


# EU Satellite Communications Market



**The overall purpose of the project is to efficiently and cost effectively provide Contributing Members with an option to commercially source Satellite Communication services through the European Defence Agency (EDA).**

**The Contributing Members are Austria, Belgium, Cyprus, Finland, Germany, Greece, Italy, Luxembourg, Portugal, Romania, the United Kingdom, and the Athena Mechanism established to finance Common Security and Defence Policy (CSDP) military operations.**

## How it works

Through a 'Joint Procurement Arrangement', the Contributing Members have entitled the EDA to act as a central purchasing body for a number of services. The EDA is responsible for putting in place and managing the necessary Framework Contracts with the industry to supply, upon request, the Members with tailored on-demand SatCom services. The EDA also arranges the invoicing.

The project constitutes an efficient pay-per-use solution without imposing any binding financial commitments beyond services ordered. It is quick and flexible, and it reduces the administrative burden for Members who do not have to run their own bidding processes and may rely on Framework Contracts.

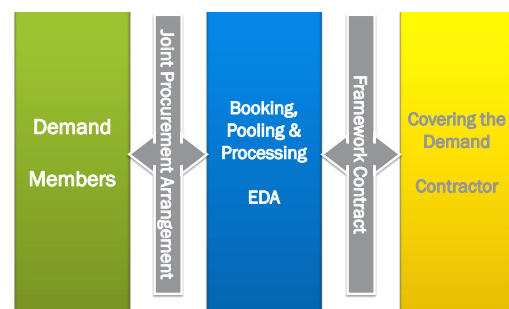
The project provides an option for Contributing Members to connect deployed units and their headquarters or entities in capitals, or the EU. Through pooling the demand, the project's aim is to efficiently and cost effectively provide commercially available SatCom and

related services to the Members, thus improving the operational effect.

## Who and how to join

The Joint Procurement Arrangement has been signed by Austria, Belgium, Cyprus, Finland, Germany, Greece, Italy, Luxembourg, Portugal, Romania, the United Kingdom and the Athena Mechanism. Additional Members are expected to join. With the joining of the Athena Mechanism<sup>1</sup>, the project now directly supports all EU military operations and missions.

The project is open to all EDA participating Member States, EU entities as well as third states who have fulfilled formalities governing the participation of entities in the Agency's ad-hoc projects and programmes supported by Art. 20 and 22 of the Council Conclusion<sup>2</sup>.



<sup>1</sup>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.

<sup>2</sup>Council Decision 2011/411/CFSP of 12 July 2011 defining the statute, seat and operational rules of the European Defence Agency, and repealing Joint Action 2004/551/CFSP

## Chronology

- *October 2009* - the EU SatCom Procurement Cell (ESCPC) was approved as an ad-hoc Category B Project by the EDA Steering Board Decision;
- *March 2012* - the first Framework Contract was awarded to Airbus Defence & Space;
- *Summer 2014* - the project was renamed to the EU SatCom Market;
- *December 2014* - the project was extended for another 4 years by an EDA Steering Board Decision.

## Figures

- 32 single orders processed so far with an average duration of 8 months;
- €5.2 million is the total ordering value to date with an impressive yearly average growth rate close to €2 million since the first order was placed in 2013;
- 2 Common Security and Defence Policy (CSDP) military operations are currently using services provided by the project.

For more information contact **EDA Operations Support Unit**

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