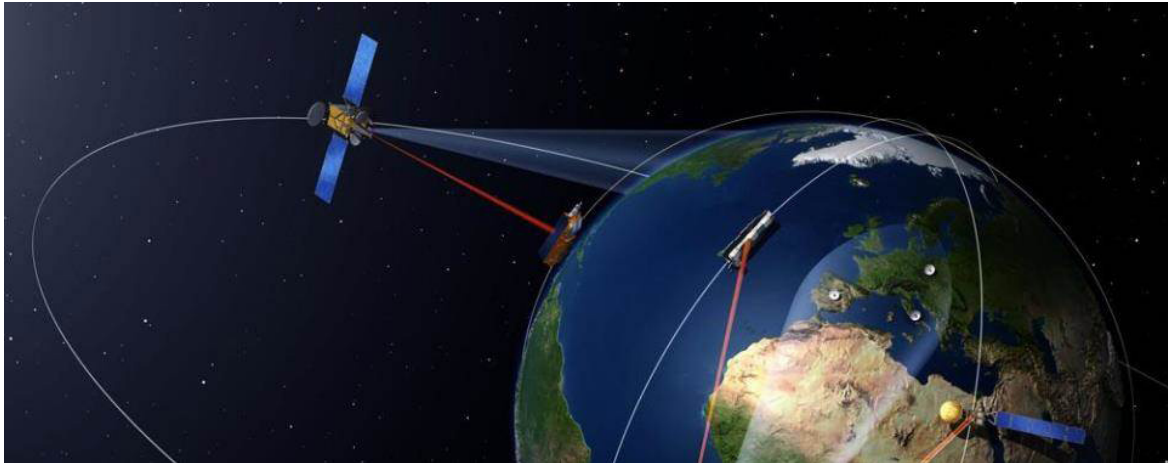


# EU Satellite Communications Market



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

**The 20 contributing members are: Austria, Belgium, Cyprus, Finland, Germany, Greece, Italy, Latvia, Lithuania, Luxemburg, Portugal, Romania, the United Kingdom, Republic of Serbia, the Athena Mechanism<sup>1</sup> and the civilian missions EUCAP SAHEL Niger, EUCAP SAHEL Mali, EUAM Ukraine, EUCAP NESTOR and EUMM Georgia. With the Athena Mechanism and civilian missions as members the project directly supports the full range of CSDP operations and missions.**

## How it works

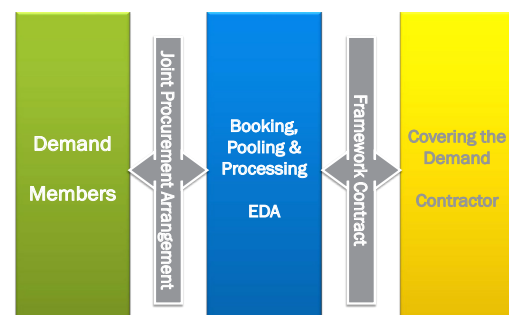
Through a 'Joint Procurement Arrangement', the contributing members have entitled the EDA to act as a central purchasing body for a number of services. The EDA is responsible for setting up and managing the necessary framework contracts with industry to supply members, upon request, with tailored on-demand SatCom services. In addition, EDA manages 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 since they can rely on EDA 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.

## How and who to join

To become a member a Joint Procurement Arrangement needs to be signed. The project is open to all EDA participating Member States, EU entities as well as third states having an administrative arrangement with EDA.



<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.

## 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 was awarded;
- *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.
- *January 2016* - Second Framework Contract was awarded to Airbus Defence & Space.

## Figures

- +65 orders have been processed so far;
- €13.9 million is the total ordering value to date with an impressive yearly average growth close to €4.0 million since the first order was placed in 2013;
- Three Common Security and Defence Policy (CSDP) military operations currently use services provided through the project;
- Five Common Security and Defence Policy (CSDP) civilian missions currently use services provided through the project.

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

*Last update: 21 December 2016*