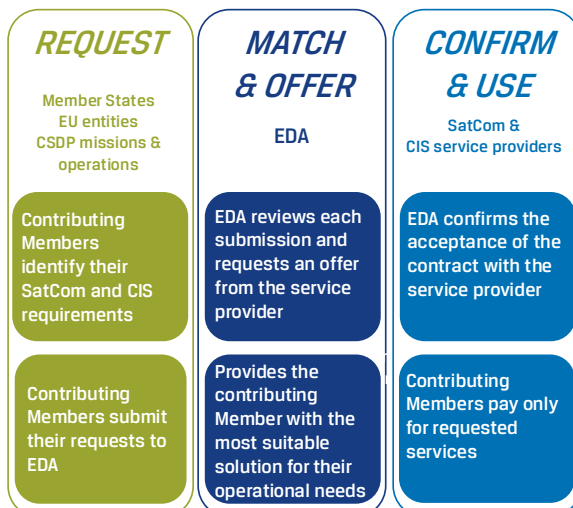


## EU SATELLITE COMMUNICATION MARKET

The EU SatCom Market (ESM) is the European Defence Agency's (EDA) largest joint procurement project, giving Member States access to commercial satellite communications (SatCom) and communication and information systems (CIS) services. By pooling demand, it offers a cost-efficient way to support operational needs, both domestically and in deployed environments.

### How to request SatCom services

Contributing Members have mandated the EDA to act as Contracting Authority for the EU SatCom Market, overseeing the project's implementation and management. Through Framework Contracts (FWCs), EDA aligns cMs' operational requirements with appropriate SatCom solutions while supporting the development of defence capabilities. The project is open to all EDA participating Member States, EU Institutions and Entities, as well as Third States with an administrative arrangement with the EDA, and it supports both civilian and military operations, including crisis management and humanitarian response.



### Contributing Members

# 44

#### Countries

AT, BE, CY, CZ, DE, DK, EE, EL, ES, FI, FR, IE, IT, LT, LU, LV, NL, NO, PL, PT, RO, SE, SI

#### EU Agencies & Organisations

EEAS, EEAS CPCC, EEAS MPCC, FRONTEX and EPF  
EEAS – EU SR for the Great Lakes Region

#### CSDP Missions & Operations

EUAM Ukraine, EUCAP Somalia, EUMM Georgia, EUAM Iraq, EUBAM Libya, EUPOL COPPS, EUAM RCA, EULEX Kosovo, EUM Armenia, EUPM Moldova, EUSDI Gulf of Guinea, EUCAP SAHEL Mali, EUTM Somalia, EUTM RCA, EUTM Mozambique, EUNAVFOR ATALANTA

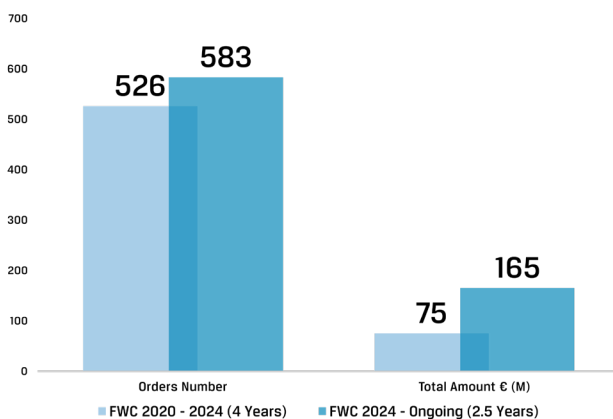
### Main benefits

- Reliable & interoperable communications:** guarantee connectivity in remote and high-risk environments. It enables seamless communication across Member States, CSDP Missions and Operations, EU Agencies and Organisations.
- Cost efficiency & administrative simplification:** the pay-per-use model avoids fixed financial commitments. It reduces costs through automation and streamlined operations. The model also eliminates the need for individual

tenders via pre-negotiated framework contracts, simplifying vendor management and financial forecasting.

- **Flexibility, scalability & technological advancement:** ensures rapid deployment without lengthy procurement processes. Tailored SatCom and CIS solutions adaptable to evolving mission needs. It gives access to cutting-edge technology through partnerships with leading providers.
- **Operational support & demand aggregation:** enhances both civilian and military operations, including crisis management and humanitarian efforts. Aggregates demand to create economies of scale and cost savings. Ensures financial accountability and adherence to EU regulations.

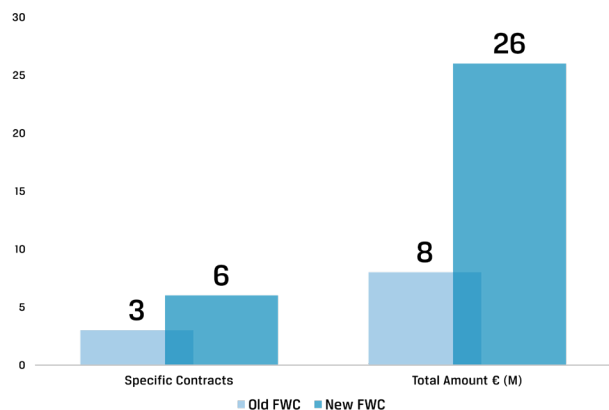
## SATCOM contracts growth



## CIS services evolution

Governed under the same Joint Procurement Arrangement, ESM CIS services operate through contracts with tailored technical specifications, awarded via a competitive reopening process. Since 2022, the demand for these services has grown significantly, particularly for protection of the EU classified information (EUCI) networks, highly portable and rapidly deployable systems, and data-intensive applications such as battlefield cybersecurity. The initial focus of the project was primarily on common security and defence (CSDP) civilian and military missions. Since 2023, there has been a notable shift, with increasing demand coming from the Ministries of Defence across various contributing members reflecting the evolving operational and strategic needs in the field of secure communications.

## CIS contracts growth



## SATCOM Chronology

### OCT 2009

EU SatCom Procurement Cell (ESCPC) became an EDA project (renamed to EU SatCom Market in 2014)

### MAR 2012

1st SatCom FWC awarded to Astrium Services (later ADS)

### JAN 2016

2nd SatCom FWC awarded to Airbus Defence & Space

### JULY 2017

1st CIS FWC awarded to Airbus Defence & Space and Thales Communications & Security

### JAN 2020

3rd SatCom FWC awarded to an Airbus Defence & Space and Marlink consortium

### JULY 2022

3rd CIS FWC awarded to Airbus Defence & Space and Thales Communications & Security

### JAN 2024

4th SatCom FWC awarded to Telespazio France

For more  
information visit  
EDA's website

