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**ΜΟΝΙΜΗ ΑΝΤΙΠΡΟΣΩΠΕΙΑ ΤΗΣ ΕΛΛΑΔΟΣ
ΣΤΟ ΝΑΤΟ**

ΝΑΤΟ ΑΔΙΑΒΑΘΜΗΤΟ

Βρυξέλλες, 3 Ιουνίου 2013
Α.Π. : 4333

ΠΡΟΣ: **ΥΠΕΘΑ/ΓΔΑΕΕ/ΔΑΕΤΕ**
(FAX No: 210-7466178 Υπόψη Κου Τσαγκούλη)

(μ.ΥΠΕΞ)

ΚΟΙΝ.: **ΥΠΕΞ/Δ2**

ΓΕΕΘΑ/Γ2

(μ.ΥΠΕΞ)

Υπουργείο Ανάπτυξης / Γενική Γραμματεία (μ.ΥΠΕΞ)
Εμπορίου/ Πλ.Κάνιγγος, (FAX No: 210-3842642) ΤΚ 10181 Αθήνα
Υπουργείο Ανάπτυξης / Γενική Γραμματεία (μ.ΥΠΕΞ)
Βιομηχανίας/Δνση Διεθνών Βιομηχανικών Σχέσεων / Μεσογείων 119,
(FAX No: 210-6969738 Υπόψη Κας Σανιώτη) ΤΚ 10192 Αθήνα
Τεχνικό Επιμελητήριο Ελλάδος/ (μ.ΥΠΕΞ)
Διεύθυνση Επαγγελματικής Δραστηριότητας
Νίκης 4, (FAX No: 210-3221772) ΤΚ 10248 Αθήνα

Τ Η Λ Ε Ο Μ Ο Ι Ο Τ Υ Π Ι Α

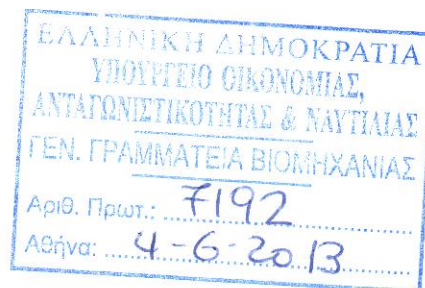
ΘΕΜΑ: Συμμετοχή σε Ημερίδα "Industry Day" Έργου:"Ballistic Missile Defence System Engineering & Integration Support Contract IFB-CO-13550"

ΣΧΕΤ: NCIA/DACQ/ASG/2013/758/03 June 2013

1. Διαβιβάζεται συνημμένα η σχετική που περιέχει, τους γενικούς όρους που αφορούν στην πρόσκληση προς τις ενδιαφερόμενες εταιρείες, συμμετοχής στην ημερίδα της 2^{ας} Ιουλίου 2013, για το έργο θέματος.
2. Τονίζεται ότι οι εταιρείες που ενδιαφέρονται, να συμμετέχουν στην ανωτέρω ημερίδα, θα πρέπει να δηλώσουν το ενδιαφέρον τους, μέχρι την 17^η Ιουνίου 2013.
3. Παρακαλούμε για τις ενέργειές σας.

ΠΑΡΑΣΚΕΥΟΠΟΥΛΟΣ

Χ.Τ



Τμήμα Β'
Α. Σανιώτη
4.6.2013

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**Acquisition and Procurement**

gael.craver@ncia.nato.int

Telephone: +32 (0)2 707 8387

Fax: +32 (0)2 707 8770

NCIA/ACQ/ASG/2013/758

03 June 2013

To : Distribution List

Subject : **Ballistic Missile Defence (BMD) System Engineering and Integration (SE&I) Industry Information Day – 2 July 2013**

Reference : NCIA/ACQ/ASG/2013/630 BMD SE&I Nol, dated 24 April 2013

1. At reference, the NATO Communications and Information Agency (NCI Agency) released the Notification of Intent (NOI) to issue an Invitation For Bid (IFB) for the procurement of technical expertise to execute the tasks and produce the associated deliverables necessary to support the BMD Programme Office in achieving and delivering a NATO BMD capability. Following this notification, the Nations nominated the qualified and certified firms interested in bidding for this project. The detailed list of prospective bidders is included in Annex A to this letter.
2. As indicated in the Nol, a BMD SE&I Industry Information Day will take place to provide all the nominated companies with an introduction to the BMD SE&I project. During this conference, the NCI Agency will describe the scope and principal characteristics of the work to be performed under a prospective contract, project schedule, key terms and conditions, and its plans for the conduct of the competition.
3. The NCI Agency is therefore pleased to invite you to this BMD SE&I Industry information Day, to be held in The Hague on

2 July 2013 commencing at 08:00 hours in the NCI Agency, The Hague
4. Annex B to this letter provides the agenda for the BMD SE&I Industry Information Day. Firms shall indicate their desire to attend at the registration stage as well as their interest in participating in a one to one meeting with the NCI Agency subsequent to the main conference. A specific timeslot will be communicated by the NCI Agency subsequently to the registration. The amount of time for each session will be determined based on the number of requests received. Note if desired bidders that are teamed can opt for a one to one meeting as a team. This is accepted and encouraged if teams are in fact in place. Teaming indications will be communicated by e-mail from industry to the NCI Agency point of contact (PoC) identified in paragraph 5 below.
5. The BMD SE&I Industry Information Day registration can be made by internet through the following web-site: <https://www.etches.com/65611>, and practical additional information is also provided. For any further questions, please contact the following NCI Agency PoC:

Mr. Gael Craver



NATO Communications
and Information Agency
Agence OTAN d'information
et de communication
Avenue du Bourget 140
1110 Brussels, Belgium
www.ncia.nato.int

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6. Closing date for registration is 17 June by 17:00 (Brussels time). Firms, and in particular those desiring to participate in one to one meetings, are requested to provide a list of any items that they wish to be addressed not later than 17 June by 17:00 (Brussels time), to the PoC identified in paragraph 5 above. Firms are encouraged to participate in discussion during the main conference.
7. The attendees to the event shall hold and communicate to the NCI Agency a NATO Secret clearance. Practical instructions are provided on the registration web portal.
8. The participation to the conference is limited to a maximum of two (2) persons per firm. No exception to this number of attendees is possible because of space restrictions.
9. Potential bidders are informed that the participation to this event is not mandatory for bidding purpose and non-participation does not prevent any firm from participation in the formal phase of competitive bidding.

FOR THE GENERAL MANAGER

A handwritten signature in black ink, appearing to read 'Gael Craver', is written over a large, light grey watermark that says 'WWW.SAFED'. The signature is fluid and cursive.

Gael Craver
Senior Contracting Officer

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Attn: Executive Co-ordinator 1

SACTREPEUR

Attn: Investment Committee Assistant 1

SACEUREP

Attn: Investment Committee Assistant 1

Strategic Commands

HQ SACT Attn: R&D Contracting Office & Mr Curtis Day 1

ACO Attn: Mr Steve Wallis, Ms Kirsten Lund 1

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BMD Programme Director (Mr A. Pera) 1

BMD Deputy Programme Director (Mr D. Kiefer) 1

BMD PPE (Mr F. van Weverwijk) 1

CAB Administrator (Ms M-L Le Bourlot) 1

ASG/Principal Contracting Officer (Mr W. Maley) 1

ASG/Senior Contracting Officer (Mr G. Craver) 1

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Annex A: list of prospective bidders¹

Belgium

Company	Point of contact	E-mail address
ATOS	Frank Amedick	frank.amedick@atos.net
BT	Rozemarijn Paessens	rozemarijn.paessens@bt.com
Bull	Olivier Deleuze	olivier.deleuze@bull.be
Deloitte Consulting	Chris Verdonck	cverdonck@deloitte.com
Ilias Solutions	Tom Maris	tom.maris@ilias-solutions.com
Luciad	Stefan Pauwels	stefan.pauwels@luciad.com
Oracle	Guy De Win	guy.de.win@oracle.com
SAIT	Johnny Uyttendaele	johny.uyttendaele@saitzenitel.com
SOGETI	Jean-Pierre De Cnijf	jean-pierre.de.cnijf@sogeti.be
Steria BENELUX	Louisa Dubois	louisa.dubois@steria.be

Canada

Company	Point of contact	E-mail address
ADGA Group Consulting Inc.	Richard Ladouceur	proposal@adga.ca

France

Company	Point of contact	E-mail address
Thales-Raytheon Systems Company SAS	Dominique-Pierre Mantel	dominique-pierre.mantel@thalesraytheon-fr.com ;
	Guillemette Le Menestrel	guillemette.lemenestrel@thalesraytheon-fr.com
TRS Prime SAS	Dominique-Pierre Mantel	dominique-pierre.mantel@thalesraytheon-fr.com ;
	Guillemette Le	guillemette.lemenestrel@thalesraytheon-fr.com

¹ Note that both the Points of Contract and the e-mail addresses indicated in this list are provided per convenience to the prospective bidders. The NCI Agency is not responsible for maintaining this information, and will not act as third party between companies.

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	Menestrel	fr.com
MBDA	Veronique Cham-Meilhac	veronique.cham-meilhac@mbda-systems.com
DCNS	Philippe Le Cleach	philippe.le-cleach@dcnsgroup.com
Astrium Space Transportation	Francois Raffenne	francois.raffenne@astrium.eads.net
Bull SAS	Anne Tessier	anne.tessier@bull.net
Global Technologies	Nicolas Mercier	ao@global.fr
Thales Air system SAS	Regis Gautier	regis.gautier@thalesgroup.com

Germany

Company	Point of contact	E-mail address
EADS Deutschland GmbH	Ralf Bliesener	ralf.bliesener@cassidian.com
IABG	Gisela Popov-Friemel	popov-friemel@iabg.de
Corporate Quality consulting GmbH	Heike Drenker	info@corporatequality.de
MBDA Deutschland GmbH	Horst Boljahn	horst.boljahn@mbda-systems.de
Rohde & Schwarz GmbH & Co. KG	Jurgen Foag	juergen.foag@rohde-schwarz.com

Greece

Company	Point of contact	E-mail address
INTRACOM DEFENSE ELECTRONIC SYSTEMS S.A.	Kostas Mellos	kmel@intracomdefense.com

Italy

Company	Point of contact	E-mail address
Engineering Ingegneria Informatica SpA	Paolo Pesaresi Maura Lazzara	paolo.pesaresi@eng.it ; maura.lazzara@eng.it
Selex ES S.p.A.	Alberto Guarnieri	alberto.guarnieri@selex-es.com
VITROCISSET SpA	Danilo Panico	difesa@vitrociset.it

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Netherlands

Company	Point of contact	E-mail address
UNI Business Centre bv	Mike Roosen	mike@uni.nl
TNO	Frans Kleyheeg	frans.kleyheeg@tno.nl
IBM Nederland BV	Jan Hazewinkel	jan.hazewinkel@nl.ibm.com

Portugal

Company	Point of contact	E-mail address
EDISOFT	Nuno Guerreiro	nuno.guerreiro@edisoft.pt
GMV-SKYSOFT	Jose Neves	jose.neves@gmv.com

Romania

Company	Point of contact	E-mail address
Teamnet International SA	Razvan Vasile	razvan.vasile@teamnet.ro ; office@teamnet.ro
Romsys SA	Roxana Preda	roxana.preda@romsys.ro ; office@romsys.ro
Mira Telecom SRL	Dorin Apostol	dorin.apostol@miratelecom.ro ; office@miratelecom.ro
Siemens Convergence Creators SRL	Catalin Ursache	catalin.ursache@siemens.com

Spain

Company	Point of contact	E-mail address
ISDEFE	Luis Vinagre Solans	lvinagre@isdefe.es
Nucleo De Comunicaciones Y control, S.L.	Roberto Luis Yustos Cordobes	roberto.yustos@nucleodf.com
FCC SIE	Antonio Prego Perez	apregop@fcc.es
Indra Sistemas, S.A.	Francisco Alonso Madero	fiamadero@indra.es
Navantia	Lorenzo Abad Menor	labad@navantia.es
Tecnobit	Maria Jesus	mi@tecnobit.es

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	Mosquera Verdu	
GMV AD	Jose Prieto Munoz	jprieto@gmv.com
Deimos	Nicolas Giuditta Villamil	nicolas.giuditta@deimos-space.com

Turkey

Company	Point of contact	E-mail address
Aselsan	Ertugrul Nacak	marketing@aselsan.com.tr
ATOS	Aylin Akca Okan	aylin.akcaokan@atos.net
MiISOFT	Ayşe Basyigit	abasyigit@milsoft.com.tr

United Kingdom

Company	Point of contact	E-mail address
VIT Innovation Ltd	Bonnie Harmon	bonnie.harmon@vitsecuritygroup.com
QinetiQ	Richard Brankin	rwbrankin@qinetiq.com
Isode Ltd	Will Sheward	will.sheward@isode.com
Steria Ltd	Raj Badiani	rajiv.badiani@steria.co.uk
Lockheed Martin UK IS&S	Grigorios Koutsogiannis	grigorios.koutsogiannis@lmco.com
System Consultants Services	Kirsty King	cntracker@scs-ltd.co.uk
MBDA UK	Graham Scivier	graham.scivier@mbda-systems.com

United-States

Company	Point of contact	E-mail address
Lockheed Martin Information System & Global Services	Sherry Nesmith	sherry.nesmith@lmco.com
Northrop Grumman Systems Corporation	Larry Moxley Ronald Kauffman	larry.moxley@ngc.com ; ronald.kauffman@ngc.com
Booz Allen Hamilton	Michele Matthews Gregg Walsh	matthews_michele_norfolk@bah.com ; walsh_gregg@bah.com

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Quantum Research International	Alfred Mikolaschek	amikolaschek@quantum-intl.com
US International Development Consortium (USIDC)	Chris E. Roscart	croscart@usidcinc.com
Science Applications International Corporation (SAIC)	Kathryn J.G. Hayes	hayeska@saic.com
SPARTA	Mauro Farinelli	mauro.farinelli@sparta.com
Raytheon Company Missile Systems Division	Thomas R. McCarthy	thomas_r_mccarthy@raytheon.com
URS Federal Services International	Michael Jackman	michael.jackman@urs.com
The Boeing Company, SM&DS	David J. Gillespie	david.j.gillespie@boeing.com

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Annex B:**DRAFT AGENDA****BMD SE&I Industry Information Day****2-3 July 2013**

<u>Date</u>	<u>Time</u>	<u>Event</u>	<u>Location</u>
Tues, 02 Jul	0800-0850	Participants Arrive Sign/Badge-In	NCIA HQ, Den Hague MCR
	0850-0900	Admin Brief Mr G. Craver	
	0900-0910	GM, NCIA Welcome	
	0910-0940	BMD Programme Overview Mr. A. Pera, PD	
	0940-1020	SE Brief, Ms. L. Fanti	
	1020-1100	IT Brief, Mr. L. Smith	
	1100-1130	Coffee Break	
	1130-1150	CM & QA Brief Mr. D. Kiefer	
	1150-1200	Contracts Introduction Acting Director	
	1200-1230	Contracts Brief Mr. G. Craver	
	1230-1330	Lunch	
	1415-1800	One on Ones	Rooms: 384, 385
Wed, 03 Jul (T)	0900-1700	One on Ones	Rooms: 384, 378

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