

191062-2026 - Competition

Norway – Postal and telecommunications services – Prequalification – Framework agreement for the delivery of commercial subscription based satellite communication services offered by distributors

OJ S 55/2026 19/03/2026

**Contract or concession notice – standard regime
Services**

1. Buyer

1.1. Buyer

Official name: FORSVARSMATERIELL

Email: cmolthe@mil.no

2. Procedure

2.1. Procedure

Title: Prequalification – Framework agreement for the delivery of commercial subscription based satellite communication services offered by distributors

Description: Norwegian Defence Materiel Agency (FMA) invites tenderers to participate in the competition for the procurement of subscription based satellite communication services. FMA shall procure a framework agreement for the delivery of commercial subscription based satellite communication services offered by distributors. The agreement must provide access to the following satellite network operators (SNO): Iridium, Viasat, Thuraya, OneWeb, Starlink. Furthermore, the contract will allow access to services from SNOs that may be relevant for the Norwegian Armed Forces in the contract period, e.g. Starshield, LEO Amazon and Lightspeed. The procurement will be implemented as a negotiated procedure with prequalification of suppliers.

Procedure identifier: 16aa9e6f-a1e7-4700-ac9e-565b470c7cef

Internal identifier: 343bd1a0-3d7b-4df3-89b7-01fb1aee01df

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 64000000 Postal and telecommunications services

Additional classification (cpv): 64221000 Interconnection services, 64225000 Air-to-ground telecommunications services

2.1.2. Place of performance

Country subdivision (NUTS): Akershus (NO084)

Country: Norway

2.1.3. Value

Estimated value excluding VAT: 450 000 000,00 NOK

2.1.4. General information

Legal basis:

Directive 2009/81/EC

Forsvar og sikkerhet - The procurement is subject to the Defence and Security Procurement Regulations (FOSA). Parts of the services that shall be procured are classified services, including security agreements and security clearance for personnel, it is therefore assumed that the procurement is subject to FOSA.

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Procurement Document

5. Lot

5.1. Lot: LOT-0000

Title: Prequalification – Framework agreement for the delivery of commercial subscription based satellite communication services offered by distributors

Description: Norwegian Defence Materiel Agency (FMA) invites tenderers to participate in the competition for the procurement of subscription based satellite communication services. FMA shall procure a framework agreement for the delivery of commercial subscription based satellite communication services offered by distributors. The agreement must provide access to the following satellite network operators (SNO): Iridium, Viasat, Thuraya, OneWeb, Starlink. Furthermore, the contract will allow access to services from SNOs that may be relevant for the Norwegian Armed Forces in the contract period, e.g. Starshield, LEO Amazon and Lightspeed. The procurement will be implemented as a negotiated procedure with prequalification of suppliers.

Internal identifier: 273060ee-96f0-4e05-8d56-c2d8cacf7455

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 64000000 Postal and telecommunications services

Additional classification (cpv): 64221000 Interconnection services, 64225000 Air-to-ground telecommunications services

5.1.2. Place of performance

Country subdivision (NUTS): Akershus (NO084)

Country: Norway

5.1.3. Estimated duration

Start date: 06/07/2026

Duration end date: 05/07/2033

5.1.4. Renewal

Maximum renewals: 0

5.1.5. Value

Estimated value excluding VAT: 450 000 000,00 NOK

5.1.6. General information

Reserved participation:

Participation is not reserved.

The names and professional qualifications of the staff assigned to perform the contract must be given: Tender requirement

Procurement Project not financed with EU Funds.

5.1.7. Strategic procurement

Social objective promoted: Other

5.1.9. Selection criteria

Sources of selection criteria: Procurement Document

Information about the second stage of a two-stage procedure:

Maximum number of candidates to be invited for the second stage of the procedure: 3

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: Norwegian

Address of the procurement documents: <https://permalink.mercell.com/279508054.aspx>

5.1.12. Terms of procurement

Terms of the procedure:

Security clearance is required

Description: Security clearance if required

Terms of submission:

Obligatory indication of subcontracting: No subcontracting indication

Electronic submission: Required

Address for submission: <https://permalink.mercell.com/279508054.aspx>

Languages in which tenders or requests to participate may be submitted: Norwegian

Electronic catalogue: Allowed

Advanced or qualified electronic signature or seal (as defined in Regulation (EU) No 910/2014) is required

Variants: Not allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 20/04/2026 10:00:00 (UTC+00:00) Western European Time, GMT

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes: No

Conditions relating to the performance of the contract: No

A non-disclosure agreement is required: yes

Additional information about the non-disclosure agreement: Yes

Electronic invoicing: Required

Electronic ordering will be used: no

Electronic payment will be used: yes

Financial arrangement: See the tender documentation

Subcontracting:

The contractor must indicate any change of subcontractors during the execution of the contract.

5.1.15. Techniques

Framework agreement:

Framework agreement, without reopening of competition

Maximum number of participants: 1

5.1.16. Further information, mediation and review

Information about review deadlines: Deadline for request for a temporary injunction [15] days from notification of rejection/non-selection.

8. Organisations

8.1. ORG-0001

Official name: FORSVARSMATERIELL

Registration number: 916075855

Postal address: Grev Wedels plass 1

Town: OSLO

Postcode: 0151

Country subdivision (NUTS): Oslo (NO081)

Country: Norway

Contact point: Casper R. Molthe

Email: cmolthe@mil.no

Telephone: +474000908

Internet address: <https://FMA.NO>

Roles of this organisation:

Buyer

Notice information

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