



# NORWEGIAN DEFENCE MATERIEL AGENCY

## Market Survey

### 1. Introduction

#### 1.1 Purpose of the inquiry

The Norwegian Defence Materiel Agency (NDMA) is considering the procurement of support services for the execution of Contracted air support activities in the near future. The purpose of this market survey is to obtain information on potential service providers and their capability to meet the full range of requirements, including price range. The responses to this Request for Information (RFI) will also inform NDMA's decision on whether to procure these services from an external supplier or to perform them using internal capabilities.

The collected information will be used to:

- Assess the feasibility of the procurement project.
- Evaluate whether the technical requirements are appropriate and realistic.
- Gather inputs from the market on various questions and solutions for the planned procurement.
- Produce a Rough Order of Magnitude (ROM) cost estimate

#### 1.2 Brief description of requirements

The Royal Norwegian Air Force (RNoAF) is assessing market capabilities to establish a framework agreement with a civilian provider for Contracted Air Support. The contractor will provide aircraft, pilots, and specialized subject-matter expertise to support the comprehensive training of Norwegian Armed Forces personnel across land, sea and air domains.

### 1.2.1 Blue Air Assets for JTAC Training

The contractor shall supply "Blue Air" platforms to facilitate realistic Close Air Support (CAS) training for JTACs. The aircraft must be capable of simulating varying CAS profiles, acting as the friendly air component, providing target talk-ons, and simulating weapons deliveries in direct coordination with ground controllers. The pilots must possess deep knowledge of JTAC tactics, techniques, and procedures (TTPs) to provide immediate feedback and ensure standardized training objectives are met.

### 1.2.2 Red Air & Electronic Warfare for GBAD Training

The contractor shall provide "Red Air" adversary support and simulated threat capabilities to train ground and ship-based air defense (GBAD) units from the Army, Navy and Air Force. The service must replicate a dense, contemporary and multi-layered electronic and kinetic threat environment. The provider must simulate various complex air threats, including high-subsonic fighter attacks, cruise missile flight profiles, one-way attack uncrewed aerial systems (UAS), specifically modeling Shaheed-type drones, electronic attack (EA) and threat emitter capabilities

### 1.2.3 Operational Requirements Mission Execution

The contractor must operate in accordance with current Civil Aviation Authority Norway regulations and coordinate with the RNoAF for airspace integration. The Contractor should have the ability to stage from various domestic operating locations, offering scalable threat presentation based on specific mission sets. The contractor must provide telemetry and flight data for rigorous post-mission analysis and debriefing.

## 2. Scope

Please see attached document "Air support Requirements and cost estimation matrix" for details about elements that are planned to be included in the procurement.

## 3. The Survey

The market survey is designed so that Contractors can use the attached "Feedback Form" to answer NDMA's specific questions.

Contractors are encouraged to certification documents, references from similar deliveries, and any other relevant documentation that supports their ability to fulfil the requirements.

Detailed responses are preferred, but partial responses are welcome. General feedback beyond the specific questions is also appreciated.

## 4. Attached documents

- **Feedback Form:** To be used by suppliers to answer NDMA's questions.
- **Air support requirement specification and cost estimation matrix:** Draft of Scope of Work
  - The Air support requirements matrix provides an overview of the anticipated activities and service requirements. Respondents are requested to provide indicative pricing information for the activities where applicable

Please note that all attached documents are drafts and are not binding for NDMA.

## 5. Feedback

Responses should be provided by filling out and returning the “Feedback Form,” including any additional documentation, through the communication module in Mercell. Interested suppliers may respond to the RFI in whole or in part.

**Response deadline: 14. August 2026**

Questions related to the market survey may be submitted through Mercell.

NDMA would like to thank all suppliers in advance for their time and feedback provided.