



Norwegian Ministry
of Foreign Affairs

Procurement of SAT services for Norway's foreign service missions

Invitation to market dialogue

Case 26/10382

Table of Contents

1	General information about the market dialogue	3
1.1	About the Contracting Authority	3
1.2	Introduction and Background	3
1.3	Current Situation	3
2	Conduct of the Market Dialogue	4
2.1	Questions to be answered in the market dialogue.....	4
2.2	Submission of Written Input	5
2.3	One-to-One Meetings	6
2.4	Tentative Timeline.....	6
3	Additional Information.....	6

1 General information about the market dialogue

1.1 About the Contracting Authority

The **Norwegian Ministry of Foreign Affairs (MFA)** is responsible for promoting Norway's interests internationally. The MFA is also responsible for Norway's foreign missions, currently numbering 91. Foreign missions include embassies, consulates general, embassy offices, representative offices, and multilateral delegations headed by their own mission chief.

The Foreign Service consists of the MFA and the foreign service missions and employs more than 2,500 people, including approximately 800 employees at the MFA, around 600 Norwegian posted staff abroad, and approximately 1,100 locally employed staff.

1.2 Introduction and Background

The Ministry of Foreign Affairs invites potential suppliers to a market dialogue prior to the planned procurement of the SAT services for Norway's foreign service missions.

The purpose of the market dialogue is to explore available market solutions and obtain input regarding areas of focus for the upcoming procurement. Suppliers are particularly encouraged to provide feedback on any requirements that may be perceived as exclusionary, competition-distorting, and/or cost-driving.

1.3 Current Situation

Norway's foreign service missions require secure, stable and reliable internet connectivity. This need is partly covered through local internet service provided in the host country, but they are also dependent on global internet deliveries in the form of SAT, the subject in this market dialogue. WAN is covered by its own market dialogue which the supplier is encouraged to respond to if service can be provided.

The current SAT services agreement expires in 2028. A new procurement process must therefore be initiated to ensure that a new contract is in place, and new connections are implemented before the existing agreement expires.

The Ministry of Foreign Affairs currently owns the SAT antennas at the stations, while the SAT service operator owns and supplies all other equipment needed for the service, including spare parts stored on-site where applicable. It is expected that the current on-site antennas can be reused for the next appointment. For the deployment of new locations, the SAT service provider must be able to supply the antenna. The SAT service provider must perform an on-site survey prior to deployment to assess the condition of the existing antenna, bolts, and mounts, as well as other relevant on-site parameters to ensure a successful deployment.

The MFA currently uses both GEO and LEO satellite technologies.

Market dialogue

8. How many parallel implementation projects does the supplier have the capacity to carry out?
9. Can you provide an indicative cost estimate for establishing, relocating, or decommissioning a station?
10. What should the MFA focus on in the upcoming procurement?
11. Are there any requirements that may be perceived as exclusionary, competition-distorting, and/or cost-driving?
12. Do you maintain a support center in Norway or the Nordic region?
13. Do you provide a management system for line monitoring and service request system available through a customer portal?
14. Do you maintain an inventory of small portable satellite units in Oslo?
15. Please provide indicative pricing for complete LEO installations, including any capital expenditure and subscription costs for payload intervals of 50 GB, 100 GB, 1 TB, 2 TB, 3 TB, 4 TB, 5 TB, 6 TB, 7 TB, 8 TB, 9 TB, and 10 TB, as well as any additional prioritized local service options.
16. What bandwidth levels can be delivered for GEO antenna installations, and within what pricing ranges?
17. The Public Procurement Act Section 5b generally requires climate and environmental considerations to be weighted at a minimum of 30% in award criteria. The MFA seeks suppliers' assessment of whether WAN services have an insignificant climate or environmental impact.
18. If suppliers consider there to be a climate and environmental impact, what requirements should be included in the procurement? Should such requirements be minimum requirements or award criteria?
19. Is your company environmentally certified?

All questions relating to the market dialogue must be submitted in writing, either in Norwegian or English, through the procurement portal (KGV).

Oral inquiries will not be answered.

2.2 Submission of Written Input

Questions to be answered are set out in section 2.1 of this document. Additional information must be in electronic format.

The input note is submitted in writing in KGV using the message function.

The deadline for submission of input notes is 11.11.2026, at 12:00 noon.

2.3 One-to-One Meetings

Following submission of the written input document, the Ministry of Foreign Affairs may wish to conduct one-to-one meetings with suppliers.

If held, such meetings will take place during **Weeks 47 - 48**, and the relevant suppliers will receive invitations specifying the date and time through the procurement portal (KGV).

2.4 Tentative Timeline

Activity	Date
Deadline for submission of input memorandum	11.11.2026, at 12:00
One-to-one meetings with suppliers who submit input notes	Week 47 - 48
Planned announcement time for the procurement	January 2027

3 Additional Information

Participation in this market dialogue is not a prerequisite for participation in the subsequent procurement procedure.

The MFA is under no obligation to incorporate suggestions or recommendations received through the dialogue.

Norwegian freedom of information and public administration legislation provide protection for suppliers' ideas, proposals, and trade secrets. Suppliers are nevertheless encouraged to formulate submissions in a manner that permits public disclosure where possible and to clearly identify any information they consider exempt from disclosure, including the basis for such exemption.