

# ECMWF Copernicus Procurement

## Request for Proposal



## Copernicus Joint Services

Outlook on the value and potential of the ECMWF-provided Copernicus Services for supporting European action in the changing geopolitical context

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# Table of Contents

1	DEFINITIONS .....	4
2	INSTRUCTIONS FOR PROPOSER.....	4
2.1	Introduction to the ECMWF & European Copernicus Programme .....	4
2.2	Background to the project .....	5
2.3	Proposals are subject to these Conditions .....	5
2.4	Enquiries and contact procedure .....	9
2.5	Timetable for this procurement.....	9
2.6	Submission of proposals.....	10
2.7	Timeliness of response.....	10
2.8	Evaluation method and selection criteria .....	10
2.9	Warnings/disclaimers.....	10
3	SCOPE OF SERVICE REQUIREMENTS.....	11
4	REQUIRED INFORMATION .....	11
4.1	Forms to complete .....	11
4.2	Response to the Specification of Requirements .....	11
4.3	Commercial arrangements.....	11
4.4	Terms and Conditions .....	12
4.5	Additional matters .....	12
4.6	Diversity and inclusion .....	12
	ANNEX 1 SPECIFICATION OF REQUIREMENTS.....	13
1	Introduction .....	13
2	Background and context.....	13
2.1	Europe’s changing security, resilience, and preparedness needs.....	13
2.2	The Copernicus Services provided by ECMWF .....	14
3	Contract Summary .....	14
4	Technical specifications .....	15
4.1	Desk review of policy documents and literature .....	16
4.2	Structured interviews with domain stakeholders.....	16
4.3	Stakeholder workshop .....	17
4.4	Preparation of final report .....	17
5	General requirements.....	17
5.1	Implementation schedule .....	17
5.2	Meetings .....	17
5.3	Documents and reports .....	18
5.4	Graphical material and content for communication.....	18
6	Proposal Format and Content.....	18
6.1	Page limits .....	18
6.2	Specific additional instructions for the Proposer’s response.....	18
	ANNEX 2 PRICING TABLES AND TEMPLATE FOR PROPOSER.....	21



# 1 DEFINITIONS

Definitions common to all ECMWF Copernicus RFPs and used in other documents for this RFP are listed here:

“ECMWF”	means European Centre for Medium-Range Weather Forecasts
“C3S”	means Copernicus Climate Change Service
“Centre”	means ECMWF
“Copernicus”	means the European Commission project for which Services under this RFP will be procured
“Deliverable”	means something tangible or intangible which the Contractor agrees to produce and deliver or make accessible to ECMWF as part of the Services. A Deliverable could be a report, a document, a specific data set, a service upgrade or any other building block of an overall project. Deliverables can be defined as single instances or as being continuously updated (e.g., routine production of data sets, routine production of reports).
“KPI”	means Key Performance Indicator, a quantifiable measurement that reflects the critical success factors of an activity
“Milestone”	means a step used to mark specific points along the project timeline. These points may signal anchors such as a project start and end date, introduction of a new input data set, among others. A Milestone differs from a Deliverable in that a Milestone is a measurement of progress toward an output whereas the Deliverable is the result of the process.
“Performance Target”	the expected or predicted success level of an activity. The Performance Target can be assessed with Key Performance Indicators
“Proposal”	means a response to this RFP
“Proposer”	means a respondent to this RFP
“RFP”	means this request for proposal, comprising of a set associated documentation, which the Proposer must respond to in their submitted proposal
“Services”	means any of the services that are being procured by the ECMWF in this RFP
“Successful Proposer”	means a respondent to this RFP who is successfully chosen as a supplier and subsequently performs the Services

## 2 INSTRUCTIONS FOR PROPOSER

### 2.1 Introduction to the ECMWF & European Copernicus Programme

This Request for Proposal (RFP) has been prepared by the European Centre for Medium-Range Weather Forecasts, (governed by its Convention and associated Protocol on Privileges and Immunities which came into force on 1 November 1975 and was amended on 6 June 2010) ("ECMWF") for the purposes of obtaining proposals from suppliers, for the provision of an assessment of how the Services it implements in the context of the European Copernicus programme can best support Europe’s needs in the changing geopolitical context.

ECMWF is both a research institute and a 24/7 operational service, producing and disseminating numerical weather predictions to its Member States. This data is fully available to the national meteorological services

in the Member States. The Centre also offers a catalogue of forecast data that can be purchased by businesses worldwide and other commercial customers. The supercomputer facility (and associated data archive) at ECMWF is one of the largest of its type in Europe and Member States can use 25% of its capacity for their own purposes.

The organisation was established in 1975 and now employs around 450 staff from more than 35 countries.

A description of ECMWF's activities and infrastructure can be found at:

<http://www.ecmwf.int/en/about/what-we-do>

ECMWF is based in three locations: Reading (United Kingdom), Bologna (Italy) and Bonn (Germany).

The European Copernicus Programme is an EU-wide flagship programme that aims to support policymakers, businesses and citizens with enhanced environmental information. The programme reached operational status in 2014 and entered its second phase in 2021. For the period 2021-2028, a total budget of 5.3 B€ will be available to operate Copernicus, funding two main aspects: the space component (in particular the dedicated "Sentinel" satellite missions) and the services.

Copernicus also relies on strong satellite and ground-based observations, contributed to directly by European Member States as well as by international research networks. Copernicus contributes to and benefits from the building up of the Global Earth Observation System of Systems (GEOSS) and the World Meteorological Organization's Global Framework for Climate Services (GFCS). Copernicus contributes to the European Green Deal, which is the overarching guiding document for the EU's "climate action plan" – a new growth strategy that aims to transform the EU's economy to ensure a sustainable future. Through the European Green Deal, the European Union will become a resource-efficient and competitive economy where there are no net emissions of greenhouse gases by 2050, economic growth that is decoupled from resource use and where no person and no place is left behind.

Copernicus services provide information drawn from observational data sources and modelling capacities. They address six areas: three are thematic and refer to different components of the Earth-System (land, marine and atmosphere); the three others being "horizontal" or "cross-cutting" in scope (emergency management, security and climate change). The development of the services has relied on funding from the European R&D Framework Programmes 6 and 7, and Horizon 2020, as well as initially from the European Space Agency. Most services and their components are operational. However, there are new service elements, such as for instance the anthropogenic CO<sub>2</sub> emissions Monitoring and Verification Support capacity, which are currently still in the build-up phase supported by European R&D funding while ramping up as part of CAMS.

## 2.2 Background to the project

The background to this RFP is described in Annex 1.

## 2.3 Proposals are subject to these Conditions

The Proposer must read all RFP documents and comply with ECMWF's instructions with regard to the submission of their Proposal. The RFP documents comprise the following:

- This document, which includes Annex 1 (Specification of Requirements);
- Annex 2, which includes the Pricing Tables, Template for Proposer and Forms to complete, attached as separate documents;
- Annex 3, which includes the Terms and Conditions of the Agreement, attached as a separate document.

### 2.3.1 Eligibility

#### 2.3.1.1 General eligibility

According to the Contribution Agreement between the European Union and ECMWF, participation in calls for tenders shall preferably be open to entities established in Member States of the European Union and to entities established in Copernicus participating states in accordance with the conditions laid down in the EU's Space Programme Regulation. The Regulation can be found at <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=uriserv%3AOJ.L.2021.170.01.0069.01.ENG&toc=OJ%3AL%3A2021%3A170%3AFULL>

It is currently ECMWF's expectation that, in practice, entities established in other States may exceptionally be eligible and subject to specific scientific or other requirements (as specified in the tender documents) as well as express prior approval by an EU Procurement Board. This applies to both prime and subcontractors. Accordingly, ECMWF is required to reserve the right to exclude ineligible persons or entities from tenders at any point in time. The Proposer as well as their subcontractors must meet all eligibility criteria throughout the whole duration of the procurement exercise as well as their prospective contract.

#### 2.3.1.2 Eligibility of United Kingdom and Swiss entities

Switzerland (CH) was eligible for the first phase of the Copernicus Programme between 2014 and 2020. This has changed. For the avoidance of doubt, please note that, at present, CH is neither an EU Member State nor is it participating in the EU Space Programme. Thus, CH is currently considered a non-contributing country for the second phase of the Copernicus Programme (2021-2027).

During 2021-2023 the United Kingdom (UK) was also considered a non-contributing country for the second phase of the Copernicus Programme. However, on 4 December 2023 the UK and the European Commission signed an agreement finalising the UK's association to the Copernicus Programme (as well as to Horizon Europe). For the avoidance of doubt, from 1 January 2024 the UK is therefore eligible to benefit from Copernicus services and products in the same way as other participating countries. UK entities will have the same rights as entities from EU or other associated countries to bid for Copernicus contracts, both as prime and sub-contractors.

The UK is committing to participate in Copernicus for the remainder of the current multi-annual financial framework (2021-2027).

### 2.3.2 Early Detection and Exclusion System (EDES) Database

The purpose of the EDES is the protection of the European Union's financial interests. In particular, the EDES ensures:

- the early detection of persons or entities, which pose a risk to the Union's financial interests;
- the exclusion of persons or entities from receiving Union's funds (Article 137(1) of the Financial Regulation);
- the imposition of a financial penalty on a recipient (Article 140 of the Financial Regulation);
- the publication, in the most severe cases, on the Commission's internet site of information related to the exclusion and where applicable the financial penalty, in order to reinforce their deterrent effect (Articles 142 of the Financial Regulation).

The ECMWF makes use of the EDES to verify whether individuals or organisations are suitable entities to receive funding from the EU.

The grounds for exclusion are listed under Article 138(1) of the EU Financial Regulation. They include:

- bankruptcy and insolvency situations;
- non-payment of taxes or social security contributions;
- grave professional misconduct;

- fraud, corruption, participation in a criminal organisation etc.;
- serious breach of contract.

The Proposer must confirm in its response that they and persons having powers of representation, decision-making or control in their organisation are NOT listed on the EDES database and must accept that the ECMWF will reject any Proposer who is so listed.

### 2.3.3 EU Restrictive Measures

Restrictive measures (sanctions) are the tool in the EU's common foreign and security policy (CFSP), through which the EU can intervene where necessary to prevent conflict or respond to emerging or current crises.

The obligation to ensure compliance with the EU restrictive measures applies:

- to the EU institutions and bodies and to all EU contracting partners;
- not only at the initial distribution of funds but also down to the level of final beneficiary.

ECMWF, as the entrusted entity for the implementation of Copernicus Atmosphere Monitoring and Climate Change Services, must ensure that there is no detection of a recommended Proposer (and any partners thereof) or grant applicant, co-applicants, affiliated entities in the list of EU restrictive measures, before signing a contract. Likewise, grant beneficiaries and contractors must ensure that there is no detection of subcontractors, natural persons (including recipients of financial support to third parties), in the lists of EU restrictive measures. This requirement is specifically detailed in clause 2.1.5, and clauses 2.8.2.2 (ii) and 2.8.5 of the Agreement for Copernicus Services.

As a minimum, using the [www.sanctionsmap.eu](http://www.sanctionsmap.eu) website, the Proposer must undertake the following checks of their subcontractors, or any other third parties involved in delivering products goods or services to Copernicus:

- Country check (country of registration of bidding organisation / holding company);
- Organisation / Holding company check (using search function);
- Individual check (using search function).

The Proposer must complete the Restrictive Measures form as per the provided template for a minimum of four persons who have powers of representation, decision-making or control in their organisation, as well as confirming that they have undertaken checks on their subcontractors as detailed above.

The Proposer should note that, as this forms part of ECMWF's obligations to the EC, failure to complete and return this form may lead to exclusion from the tender process.

### 2.3.4 EU Conditionality Measures

Conditionality measures are additional protections for the EU budget when breaches of the rule of law principles affect or risk affecting EU financial interests introduced in 2021.

Conditionality measures may be put in place in the context of the general regime of conditionality for the protection of the EU budget established by [Regulation \(EU, Euratom\) 2020/2092 of the European Parliament and of the Council of 16 December 2020 on a general regime of conditionality for the protection of the Union budget](#).

This conditionality regime allows the EU to take measures – for example suspension of payments, suspension of implementation, termination or prohibitions on entering into new legal commitments with concerned entities – to protect the EU budget.

ECMWF, as the entrusted entity for the implementation of Copernicus Atmosphere Monitoring and Climate Change Services, is required to ensure conditionality measures are duly applied vis-à-vis concerned entities.

Further requirements with respect to conditionality measures are detailed in Annex 3 of the RFP documents, the Agreement for Copernicus Services.

The Proposer must confirm in its response and ensure during the lifetime of an Agreement that neither them nor any of the proposed subcontractors or entities that would receive payment in connection with the Services, are affected by the conditionality measures described above, and must accept that the ECMWF may reject any Proposer, subcontractor or other entity that are so affected.

#### 2.3.5 Specific conditions

The procurement for the contract will be conducted in accordance with ECMWF's procedures as set out in ECMWF's RFP documents and no other procedures will apply.

ECMWF will only enter into a contract with a single legal person/entity. Due to the need to include performance and compliance obligations in the contract, ECMWF will contract only with a single legal person or entity which is competent to undertake and commit to these obligations.

ECMWF recognises that some responses will involve a number of organisations which may wish to work together to deliver the contract requirements. In such cases, these organisations must identify a lead contractor who will sign the contract with ECMWF and who will be responsible for putting in place legal arrangements to ensure that it can guarantee that all other organisations will also meet the contract obligations. ECMWF will not enter into multiple contracts with individual members of consortia or groups of service providers.

#### 2.3.6 Validity

The Proposal shall remain valid for a minimum of six months after the closing date for this RFP.

#### 2.3.7 Expenses

ECMWF will not reimburse expenses incurred in connection with the preparation and submission of the Proposal. ECMWF accepts no liability whatsoever, whether in contract, tort or otherwise in relation to the RFP or in respect of any costs, damages or expenses incurred by the Proposer or any third party.

#### 2.3.8 Language for Proposals

All proposal documentation, manuals and diagram labelling shall be written in English.

#### 2.3.9 Status of submission

The submission of a Proposal in response to this RFP shall constitute an offer that may be accepted by ECMWF so as to become a binding contract. However, ECMWF is not bound to accept any Proposals. If ECMWF elects to accept a Proposal, subject to contract, the parties shall seek to execute a formal contract incorporating the Terms and Conditions contained in the RFP and any other agreed terms.

#### 2.3.10 Right to negotiate

ECMWF reserves the right to negotiate with the Proposer before taking a decision on the placing of a contract.

#### 2.3.11 Right to reject

ECMWF reserves the right to reject a Proposal that does not substantially comply with the conditions that are part of the RFP.

#### 2.3.12 Confidentiality

ECMWF reserves the right to retain all documents submitted by the Proposer in response to the RFP. Any information in such documents that is proprietary and confidential to the Proposer will be handled

confidentially by ECMWF provided it is clearly and specifically identified as such. Such obligation shall not apply if such information is or was obtained from other sources that do not bind ECMWF as to confidentiality or if the information is in the public domain. ECMWF may make the Proposer's proposal available for evaluation purposes to authorised people including its governing body, committees, and professional external evaluators in addition to ECMWF's own personnel under the same conditions of confidentiality.

The contents of this RFP together with all other information, materials, specifications or other documents provided by ECMWF, or prepared by respondents specifically for ECMWF, shall be treated at all times as confidential by the Proposer. The Proposer shall not disclose any such information, materials, specifications or other documents to any third parties or to any other part of the respondents' group or use them for any purpose other than for the preparation and submission of a response to this RFP nor shall the Proposer publicise ECMWF's name or the project without the prior consent of ECMWF. ECMWF in turn confirms that it shall treat all information provided to it by the Proposer as confidential and further confirms that such information will not be disclosed by ECMWF to any third parties, other than its advisers and consultants.

The Proposer shall ensure that all third parties to whom disclosure is made shall keep any such information, materials, specifications or other documents confidential and not disclose them to any other third party except as set out above.

Please also note that all personally identifiable information (PII) processed by ECMWF will be treated in accordance with the ECMWF Policy on Personally Identifiable Information Protection (PIIP). It is available at <https://www.ecmwf.int/en/privacy>. ECMWF shall process all PII submitted by your response for the sole purposes of assessing your response. In doing so, ECMWF may share such PII with consultants or external advisors.

## 2.4 Enquiries and contact procedure

Any enquiries or requests for clarification of any matters arising from this RFP must be submitted in writing by e-mail as follows:

E-mail: [procurement@ecmwf.int](mailto:procurement@ecmwf.int)

The subject of the e-mail must be: **Clarification to RFP/2026/CJS2\_154d**

Where ECMWF supplies further information it will make this information available to all recipients of this RFP who have indicated their intention to submit a response and provided ECMWF with an e-mail address for communication of additional information.

## 2.5 Timetable for this procurement

ECMWF envisages the following timetable for this procurement:

Issuance of RFP	23 March 2026
Last date for submission of clarification questions	21 April 2026
<b>Closing date/time</b>	<b>6 May 2026, 16:00 (CEST)</b>
Evaluation	7 May – 5 June 2026
Negotiation of service details with the Successful Proposer	8 June – 24 July 2026
Sign contract by	31 July 2026

## 2.6 Submission of proposals

The Proposer is requested to confirm to the email address shown in 2.4 above whether or not it will be submitting a response and shall provide a contact point and contact details to which all further information will be sent.

The response to this RFP must arrive at ECMWF no later than the closing time and date in section 2.5. The Proposer must submit its response to [RFP\\_CJS2\\_154d@ecmwf.int](mailto:RFP_CJS2_154d@ecmwf.int) as an email with attachments containing its complete response to this RFP including templates provided in Annex 2. The attachments must contain a printable version of the response in Microsoft Word format, Rich Text Format (RTF) or Adobe Portable Document Format (PDF) and in Microsoft Excel format for any spreadsheets. The e-mail should confirm that the response has been submitted by a duly authorised director or senior officer of the Proposer.

The subject of the e-mail must be: **Response to RFP/2026/CJS2\_154d**

**You will receive an automated receipt confirmation upon submission of your response. If you do not receive one, you should contact [procurement@ecmwf.int](mailto:procurement@ecmwf.int) immediately.** You must NOT send or copy your response to the contact email address in 2.4 above.

Please note that ECMWF reserves the right to contact Proposers during the evaluation process in order to clarify points in their response, therefore the contact point should be monitored during this period.

## 2.7 Timeliness of response

ECMWF will not consider any late or partial responses to this RFP nor will it consider requests for extension of the time or date fixed for the submission of proposals. It may, however, at its own absolute discretion, extend the time or date fixed for submission and in such an event ECMWF will notify all Proposers who have provided ECMWF with an e-mail address for communication of additional information.

Technical failure, including of a computer, browser, e-mail system or internet connection, is not a valid reason for late or failed submission of a response, unless as a result of a failure of the ECMWF's IT systems, and in the case that there was no reasonable course of action the Proposer could have taken to submit the response on time. It is important that you do not leave the submission of your response to the last minute.

## 2.8 Evaluation method and selection criteria

ECMWF will evaluate the Proposal based on the Proposer's response to ECMWF's requirements (Annex 1 of this RFP) and the Proposer's compliance with ECMWF's instructions in this document. The Proposal will be evaluated against the following evaluation criteria.

Evaluation criteria	Default Weighting
Proposer's Financial & Legal organisation	5%
Price	15%
Track record	15%
Quality of Resources Deployed	15%
Technical Solution Proposed	30%
Management & Implementation	20%

## 2.9 Warnings/disclaimers

Nothing contained in this RFP or any other communication made between the respondent and ECMWF or its representatives shall constitute an agreement, contract or representation between ECMWF and any other party (except for a formal award of contract made in writing by ECMWF). Receipt by a respondent of this RFP does not imply the existence of a contract or commitment by or with ECMWF for any purpose.

ECMWF reserves the right to change any aspect of, or cease, the RFP at any time.

While ECMWF has taken all reasonable steps to ensure, as at the date of this document, that the facts which are contained in this RFP are true and accurate in all material respects, ECMWF does not make any representation or warranty as to the accuracy or completeness or otherwise of this RFP, or the reasonableness of any assumptions on which this document may be based. ECMWF accepts no liability to respondents whatsoever and however arising and whether resulting from the use of this RFP, or any omissions from or deficiencies in this document.

ECMWF may use the information included in a proposal for any reasonable purpose connected with this RFP.

### 3 SCOPE OF SERVICE REQUIREMENTS

See Annex 1 of this RFP.

### 4 REQUIRED INFORMATION

General guidelines for the Proposal are described in the Template for Proposer, attached as a separate file as part of Annex 2. General requirements to prepare the response for this particular RFP are described in the next sub-sections.

#### 4.1 Forms to complete

The Proposer should provide, together with their response, the Legal Entity Form, Financial Identification Form, EU Restrictive Measures Form and the Declaration Form for Economic and Financial Capacity, as per provided templates, and complete and return the RFP Questionnaire.

#### 4.2 Response to the Specification of Requirements

The Specification of Requirements can be found at Annex 1. The work should be divided into separate Work Packages (WPs). The number, content and structure of work packages is left to the discretion of the Proposer.

The response shall provide a description of how the Proposer proposes to address and implement each of the Work Packages, tasks and requirements of the Specification of Requirements in Annex 1. The response should include as a minimum the following information:

- A description of your understanding of the requirements
- A description of the technical solution
- A description of the work required
- A description of required resources
- List of deliverables, description of the deliverables and due dates for each WP
- Schedule details, start and due dates for each task and subtask, inputs required and outputs
- Details of the resources required to carry out the activities, workload assessment and associated manpower

#### 4.3 Commercial arrangements

The Proposer should provide prices in the format of the Pricing Tables attached to this RFP as part of Annex 2. Prices shall be firm and fixed (FFP) and quoted in Euros (€) net of taxes and VAT.

The response shall include a proposed payment plan in the dedicated Tab of Annex 2 Pricing Tables and Deliverables template. Payments shall be linked to the completion of Work Package milestones and to the

acceptance of the associated deliverables by ECMWF. In cases where a payment is proposed but no contractual deliverable is foreseen within the project schedule, the Proposer shall indicate by what means the milestone achievement will be assessed by ECMWF (i.e., interim datasets delivery, progress review, validation reports, etc.).

Moreover, the response shall address how the proposed activities ensure best value for money for the delivery of the Service.

#### 4.4 Terms and Conditions

The underlying Terms and Conditions applicable to any contract resulting from this RFP are at Annex 3. The Proposer should confirm that it accepts these terms and conditions or provide a list of reservations in its response. ECMWF reserves the right to negotiate the terms and conditions for any contract. The proposal submitted by the Proposer, clarified if necessary, will be part of the contract.

#### 4.5 Additional matters

The Proposer should set out any additional information or other relevant matters which it thinks have not been adequately addressed in the RFP and/or merit further consideration in its response.

#### 4.6 Diversity and inclusion

In the event that multiple Proposers present equally qualified proposals (discrepancy lower than 1%), ECMWF will take into consideration the diversity and gender balance of each Proposer's organisation as a tiebreaker when making the final decision. We recognise that diversity and collaborative environment are essential for advancing scientific discovery and innovation, and we are dedicated to creating a culture that encourages and supports the contributions of individuals from all backgrounds. As part of this commitment, we encourage Proposals from companies who share our values and demonstrate a commitment to diversity and inclusion in their own organisations. We believe that working with suppliers who support our efforts to create a more inclusive and diverse community is key to achieving our goals and driving progress forward in all our areas of activities. Therefore, the Centre encourages all potential Proposers to take these values into consideration when submitting proposals.

# ANNEX 1 SPECIFICATION OF REQUIREMENTS

## 1 Introduction

ECMWF seeks to assess how the Services it implements in the context of the European Copernicus programme can best support Europe's needs in the changing geopolitical context. This Request for Proposal (RFP) aims at establishing a contract with a Proposer with proven expertise in the domain to support this assessment.

## 2 Background and context

Geopolitical tension and competition have been rising in recent years, changing Europe's political priorities and giving rise to new strategies and policies aimed at defending Europe's interests in this changing context. These new tensions add to, and in many cases compound to, existing challenges related to climate change and environmental pressures, as well as vulnerabilities of European economies and societies to international dependencies or natural disasters.

### 2.1 Europe's changing security, resilience, and preparedness needs

The EU and European countries are responding to the changing geopolitical context by reinforcing their investments in security and defence, resilience and preparedness in different economic sectors, focusing on protecting critical infrastructures. This is now affecting a large variety of sectors, from economy & competitiveness, energy systems and energy security; security & defence; environment; migration, societal well-being; science, technology and innovation. There is also a strong focus on actively managing risks and dependencies in delivering key functions of governments and public service, in particular where these relate to protecting life and property of citizens.

In 2025 the European Commission published a European Preparedness Union Strategy<sup>1</sup>, which aims to enhance the European Union (EU)'s ability to anticipate, prevent, and respond to a broad range of threats, including from geopolitical tensions and conflicts, cybersecurity and information manipulation risks, to climate change and increasing risks of natural hazards. This strategy also emphasizes the need to strengthen strategic autonomy, including through an optimal use of space assets.

At national level European countries have been developing similar strategies in different policy areas.

Climate change can create or aggravate threats or societal vulnerabilities in Europe, making it a significant aspect of security assessments. Environmental extremes like droughts, heat waves, or extreme weathers – all of which are compounded by climate change – may threaten food security, disrupt supply chains, or lead to migratory pressures or societal unrest, or political instabilities in different regions of the world, with corresponding consequences for EU societies. Recognizing the need to anticipate such developments, as well as prepare and manage responses at EU and national levels, EU countries and the European Commission are investing in awareness and preparedness. For example, the Institute of Strategy and Foresight of the German Armed Forces made recommendations on how the armed forces should prepare for the consequences of climate change using a set of dedicated scenarios<sup>2</sup>.

When European airspace was closed to commercial traffic during the eruption of Eyjafjallajökull in 2010 this served as a compelling example of susceptibility of European economies and societies to unanticipated events, underscoring the need for tools and mechanisms for observing and responding to such disruptions. Where emissions are man-made, be it from industrial or agricultural production, households, mining

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<sup>1</sup> [https://commission.europa.eu/topics/preparedness\\_en](https://commission.europa.eu/topics/preparedness_en)

<sup>2</sup> [https://metis.unibw.de/assets/pdf/metis-studie36-2023\\_07-auswirkungen\\_des\\_klimawandels\\_auf\\_nationale\\_eins%C3%A4tze.pdf](https://metis.unibw.de/assets/pdf/metis-studie36-2023_07-auswirkungen_des_klimawandels_auf_nationale_eins%C3%A4tze.pdf)

operations, or industrial accidents, these may themselves be an issue causing or aggravating political tension – particularly where the impacts are felt across international borders. A particular case in this respect may be where emissions are the subject of international agreements, notably the 1979 Convention on long-range transboundary air pollution<sup>3</sup> or the Paris Agreement<sup>4</sup> (2015), or bilateral agreements.

Anticipating, documenting, and eventually responding to and managing corresponding geopolitical developments requires comprehensive situational awareness as a starting point to identifying options or proposing mitigation measures to ongoing or future crises.

## 2.2 The Copernicus Services provided by ECMWF

Copernicus is the EU's flagship programme for monitoring Earth's environment using satellite and in-situ observations. It delivers operational data and information services through six themed Copernicus Services.

ECMWF implements the Copernicus Climate Change Service (C3S)<sup>5</sup> and the Copernicus Atmosphere Monitoring Service (CAMS)<sup>6</sup> on behalf of the European Commission. Both CAMS and C3S provide quality assured reference data at European and Global level which allow the development integrated solutions at the regional level and promote the development of new applications and services for the benefit of society.

[C3S](#) develops and delivers authoritative, quality-assured information about the past, current and future states of the climate in Europe and worldwide. It aims to inform policy development to protect citizens from climate-related hazards such as high-impact weather events, improve the planning of climate adaptation and mitigation strategies for key human and societal activities.

[CAMS](#) provides consistent and quality-controlled information related to atmospheric compounds and their impacts on air pollution and health, solar energy, greenhouse gases and climate forcing, everywhere in the world.

In 2023, Copernicus launched four [Thematic Hubs](#)<sup>7</sup>. These hubs serve as single entry points to data and products generated by different Copernicus services on specific regional or thematic areas. The main objective of these hubs is to streamline user access to the vast data resources provided by Copernicus, in line with the European Commission's long-standing commitment to make this data easily accessible, and to provide examples of how Copernicus datasets can be used, with real-world examples, to help address some of society's key challenges.

The European Commission Knowledge Centre on Earth Observation (KCEO)<sup>8</sup> was established in 2021 to help EU policymakers fully harness the value of Earth Observation (EO) data, particularly from the Copernicus programme, for evidence-based policymaking by the Commission. In topical “deep dives” it assesses policy needs, translates them into technical requirements for EO products and services, and analyses research priorities for the evolution of EU EO programmes. ECMWF has been engaging in the work of KCEO with input on C3S and CAMS portfolios and know user requirements.

## 3 Contract Summary

This RFP aims at investigating the value and opportunities of C3S and CAMS for supporting European Union strategies and policies in the changing geopolitical context. For the purposes of this RFP this is understood to include the domains of measures aimed at strengthening societal resilience and preparedness within the EU, as well as external action of EU Member States and Countries participating in the EU Space Programme

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<sup>3</sup> [https://treaties.un.org/pages/ViewDetails.aspx?src=TREATY&mtdsg\\_no=XXVII-1&chapter=27&clang=en](https://treaties.un.org/pages/ViewDetails.aspx?src=TREATY&mtdsg_no=XXVII-1&chapter=27&clang=en)

<sup>4</sup> <https://unfccc.int/process-and-meetings/the-paris-agreement>

<sup>5</sup> <https://climate.copernicus.eu>

<sup>6</sup> <https://atmosphere.copernicus.eu>

<sup>7</sup> <https://www.copernicus.eu/en/news/news/observer-exploration-copernicus-thematic-hubs>

<sup>8</sup> [https://knowledge4policy.ec.europa.eu/earthobservation\\_en](https://knowledge4policy.ec.europa.eu/earthobservation_en)

(“Copernicus Participating States”: Norway, Iceland, United Kingdom, and the Ukraine), i.e. different aspects of security, situational awareness, risk and crisis management, international trade, support to European participation in international conventions or similar mechanisms, or technical cooperation.

The work shall review relevant strategies and policies in the EU, including emerging ones, and identify where Copernicus Services implemented by ECMWF can support these. It will also consider global stakes and in which fields the Copernicus services implemented by ECMWF could also strengthen European strategies. A particular focus shall be on identifying opportunities to better match the current Services portfolios to these needs.

The Successful Proposer is expected to compile and review relevant political strategies of the EU, EU Member States and Copernicus Participating States, review past studies and use cases to assess where the Services have already added value and where there are opportunities for future use. They shall also conduct a series of deep-dive interviews with a number of relevant stakeholders to test and expand the findings.

The primary output of this work shall be a study report. This report should put forward the main geopolitical domains where C3S and CAMS could add value, identify existing and potential users and use cases in these areas, assess development needs to realize the potential value, as well as obstacles or issues that may exist towards this.

The output will be used to inform future evolutions of C3S and CAMS, as well as support actions that ECMWF may choose to implement in response to recommendations in the report.

One single contract is foreseen, led by a prime contractor, which may engage with one or more sub-contractors. ECMWF expects the contract to not exceed a maximum total price of €150,000. It is anticipated that the Successful Proposer will be able to deliver their final report within 6 months of the start of the contract.

Criteria for selection will include the documented domain expertise and experience of the Proposer in the relevant policy domains and global geopolitical changes and trends, the capacity of the Proposer to compile the strategies and access relevant stakeholders, as well as analyse this research. Proposals will be technically assessed regarding their understanding of the task, technical experience and capacity, the quality and applicability of the proposed approach and the quality of the work plan. The contract will be awarded to the highest scoring Proposer. Overall value for money will be taken into account.

## 4 Technical specifications

This RFP targets Proposer that can deliver a study on the geopolitical value and potential of C3S and CAMS for the EU, its Member States and Copernicus Participating States. The findings and recommendations are intended to inform about the potential impact of the services as designed today, and future evolution (taking a 5-10 year horizon) of both Services and complementing actions of stakeholder engagement to optimally exploit the potential for stakeholders working in policy organizations (primarily national governments or agencies, EU institutions, international bodies).

The study shall draw on relevant policy documents and strategies, or policy analyses, as well as targeted interviews with experts in relevant domains, including civil protection and military security and defence services, risk and crisis awareness and management, international trade, energy, digital, environment and climate and others.

The main deliverables for the contract are:

- a) A report presenting the findings and recommendations of the study. A separate summary report for public distribution shall also be provided. (refer to sections 4.1 and 4.4 below).

- b) A visually attractive slide deck presenting the study and its findings. Again, a summary version for public distribution shall be provided separately.

#### 4.1 Desk review of policy documents and literature

The Successful Proposer shall identify, compile and review policy documents on EU, international and national strategies aiming to respond to the current changes in the geopolitical context, including such that focus on resilience and preparedness, and those addressing international cooperation or engagement, as well as other pertinent publications on the topic, including user needs analyses (like the “deep dive” analyses published by the Commission Knowledge Center on Earth Observations). Publications analysing societal trends expected to effect policy developments in the near term (<5 years into the future) shall also be included. These shall be analysed in terms of their data and information needs and where gaps or dependencies exist that might be mitigated from C3S or CAMS. This shall put an emphasis on the most promising areas, where the actual or potential contribution of C3S or CAMS is considered most valuable. This include domains that have not been the focus of C3S and CAMS service provision (notably in the environmental sectors).

The result of this analysis shall be presented in a first version (v0.1) of the study report, which shall include a summary of the reviewed material and draw first conclusions and recommendations.

Proposers shall outline the policy areas they propose to focus on and to the extent possible already identify corresponding information sources to be included in the analysis.

The analysis should be build around key thematic domains, including at a minimum

- Economy, competitiveness, and resilience;
- energy transition and energy security;
- security & defence;
- safeguarding natural and environmental resources;
- human health and societal resilience;
- civil security and disaster resilience;
- science, technology and innovation;
- EU External Action and international partnerships

For each of these domains, the analysis should refer to specific CAMS and C3S data, products and services.

The draft report should define concrete time horizons or outlooks, e.g, 5 and 10 years, defining different scenarios based on (1) likelihood and (2) severity of anticipated impact. For the different scenarios actual and potential contributions of C3S and CAMS shall be identified to monitoring, mitigating, or responding. In each of these cases, a distinction should be made between opportunities without specific complementary investments and those requiring additional investments for development of new products, applications, or partnerships. Furthermore, the importance/relevance of the CAMS/C3S contribution in these contributions should be quantified.

#### 4.2 Structured interviews with domain stakeholders

The Successful Proposer shall conduct a series of structured interviews with stakeholders in institutions developing and/or implementing geopolitical strategies at EU, international (if relevant) and national level. These interviews shall be used to complete the understanding of the needs and value proposition of C3S and CAMS for the domain. In particular, they shall be used to test preliminary findings and recommendations from the desk review and complement these with knowledge not, or not fully included in the literature review.

Experts should be included from the European Commission, the European External Action Service, the North Atlantic Treaty Organization, the Organization on Economic and Commercial Development, and others, as well as European and international think tanks (Bruegel, Friends of Europe, Egmont, Europe Jacques Delors, or similar).

The result of these interviews shall be presented in an updated version (v0.2) of the study report, which shall include a summary of the interviews and updated conclusions and recommendations.

Proposers shall include an indicative list of stakeholder to be interviewed already in their Proposal. The draft final list shall be included as an early deliverable and shall be accepted by ECMWF prior to the interviews.

### 4.3 Stakeholder workshop

Prior to finalizing the results, interim results shall be presented and discussed at a stakeholder workshop, to be organised and conducted by the Successful Proposer. This shall target the discussion and refinement of conclusions with domain experts from policy domains. The main conclusions from that workshop discussion shall be duly reflected in the final report.

### 4.4 Preparation of final report

Feedback received from ECMWF and the stakeholder workshop shall be included for preparing the final report (v1) and corresponding presentations.

Proposals shall reserve adequate effort to integrate comments received at this stage.

The final report shall include

- a) A full, publication-ready report in pdf format;
- b) A visually attractive executive summary, separate to the main report, optimized for public communication purposes;
- c) An interactive web-version of the executive summary, again for making the findings accessible and intelligible in an attractive way;
- d) Slides for presenting the study and its findings; again, a full version and a short version shall be provided for different audiences;
- e) Publication-grade version of the graphics and charts provided shall be delivered as separate files;
- f) A separate list of stakeholders engaged and their key messages for internal use.

Visuals and tables shall be provided as separate files in editable graphical formats for future use by ECMWF or the European Commission.

## 5 General requirements

### 5.1 Implementation schedule

ECMWF intends to award one contract for a maximum duration of 6 months, expected to commence by August 2026.

The Proposer is expected to provide a detailed schedule as part of the response. The proposed schedule shall address the main tasks, milestones and deliverables. Regular progress meetings will be held with ECMWF during the contract to assess contract status, risks and actions. (cf. also sections 5.2 and 6.2.5 of this document).

### 5.2 Meetings

The successful Proposer is expected to organise monthly progress meetings by videoconference, prepare corresponding summary minutes of these meetings and maintain a list of agreed actions and their status (cf. also section 6.2.5 of this document).

The Successful Proposer may also be invited to contribute to selected meetings and discussions on the evolution of the Copernicus Services. These are expected to be held generally by web-conference.

### 5.3 Documents and reports

All project reports shall be produced in English. Unless otherwise specified in the specific contract, deliverables shall be made available to ECMWF in electronic format (Microsoft Word/PDF/Microsoft Excel or compatible), via the Deliverables Repository portal; the details will be agreed at the negotiation stage (cf. also section 6.2.5 of this document).

### 5.4 Graphical material and content for communication

All content shall be produced in English. The Successful Proposer shall ensure that all material (text, visuals, videos, etc.) is duly licensed for use by ECMWF and the European Commission.

Outreach activities may be organised by ECMWF during the period of the contract. In such instances, the Successful Proposer will be approached by ECMWF for support on developing and delivering contents.

## 6 Proposal Format and Content

General guidelines for the Proposal are described in Annex 2 (Template for Proposer). This section describes specific requirements to prepare the Proposal for this particular RFP, along with guidelines for minimum content expected to be included in the Proposal, additional to the content described in the general guidelines of the Template for Proposer. This is not an exhaustive description and additional information may be necessary depending on the Proposer’s response.

### 6.1 Page limits

As a guideline, it is expected that individual sections of the Proposer’s response do not exceed the page limits listed below. These are advisory limits and should be followed wherever possible, to avoid excessive or wordy responses.

<i>Section</i>	<i>Page Limit</i>
<i>Executive Summary</i>	1
<i>Track Record</i>	1 (for general) and 1 (per entity)
<i>Quality of resources to be Deployed</i>	2 (excluding Table 1 in the Template for Proposer and CVs with a maximum length of 1 page each)
<i>Technical Solution Proposed</i>	2 + 1 per Work package (Table 2 in the Template for Proposer, the section on references, publications, patents and any pre-existing IPR is excluded from the page limit and has no page limit)
<i>Management and Implementation</i>	2 (excluding Table 4 and Table 5 in the Template for Proposer) + 1 per each Work package description (Table 3 in the Template for Proposer)
<i>Pricing Table</i>	No limitation

*Table 1: Page limits*

### 6.2 Specific additional instructions for the Proposer’s response

The following is a guide to the minimum content expected to be included in each section, additional to the content described in the general guidelines of the Template for Proposer. This is not an exhaustive description and additional information may be necessary depending on the Proposer’s response.

#### 6.2.1 Executive summary

The Proposer shall provide an executive summary of the proposal, describing the objectives, team and service level.

### 6.2.2 Track Record

The Proposer shall demonstrate for itself and for any proposed subcontractors that they have experience with relevant projects in the public or private sector at national or international level. ECMWF may ask for evidence of performance in the form of certificates issued or countersigned by the competent authority.

### 6.2.3 Quality of Resources to be Deployed

The Proposer shall propose a team that meets at least the following requirements:

- A senior team member with more than 5 years of experience in managing activities related to this RFP (referred to as Service Manager). This person will be the point of contact on technical matters.
- A team member with experience of managing projects and contracts of this type and size (referred to as Contract Manager). This person will be the main point of contact for administrative matters.
- Team members with demonstrated experience in performing activities related to the various aspects of this RFP.

These team members shall be involved in the activities of this RFP at a minimum level of 10% of their total working time.

### 6.2.4 Technical Solution Proposed

The Proposer is expected to provide a short background to the proposed technical solution to demonstrate understanding of the solution proposed, as well as an exhaustive and detailed description of the proposed technical solution and its organisation into work packages.

### 6.2.5 Management and Coordination (Work Package 0)

Work package 0 includes overall responsibility for day-to-day project management and coordination. As part of the general project management description, and in addition to the guidance provided in the Template for Proposer, Proposers shall consider the elements described below, which shall be briefly described in the proposal. Note that costs associated with fulfilling WPO requirements shall not exceed 10% of the total price of the Proposal.

#### **Meetings and Events:**

- Kick-off meeting
- Progress review meetings (by videoconference)
- Proposers shall include in their bids the necessary resources (payroll and travel) to participate in two events in European countries during the contract period. These events may relate to stakeholder consultations, interviews, and/or the presentation of study results. Proposers are encouraged to propose specific events and to describe the purpose of their participation as part of their proposals.
- Proposers can propose additional project meetings or attendance to events, if deemed needed, as part of their response.

**Quality assurance and control:** The timely delivery as well as final quality check of the deliverables shall be ensured by the prime contractor (in terms of content, use of ECMWF reporting templates for deliverables and reports (Microsoft Word), format, deliverable numbering and naming, spelling and typing errors etc); all reports and deliverables in this project shall be submitted in English. Unless otherwise specified the specific contract Deliverables shall be made available to ECMWF in electronic format, via the relevant deliverable repository system.

**Communication management** (incl. external and internal communication): Any external communication activity must be coordinated with the ECMWF Copernicus Communication team in advance. This includes, but not exhaustively, communication planning, branding and visual style, media outreach, website and social

media activity, externally facing text and graphical content and events. Such coordinated activity would also need to be evaluated and reported on once complete so that success measures and KPIs could be provided to the European Commission (cf. Clause 2.4.4 of the Agreement)

**Set of Key Performance Indicators (KPIs)** suitable for monitoring various aspects of contract and service performance. The proposed KPIs shall be SMART (specific, measurable, actionable, realistic and time bound). All KPIs shall be regularly reviewed and updated together with ECMWF, during the contract. The Contractor shall report to ECMWF on these KPIs as part of the progress review meetings, as well as part of the implementation Reports. The template to be used by Proposers to describe the KPIs is included in Annex 2 (Template for Proposer).

**Risk Management:** The Proposal shall include a risk register that describes identified risks for each work package, along with a mitigation strategy for each of the identified risks. This mitigation strategy shall be composed by both preventive and corrective measures. The risk register shall be updated regularly by the Contractor, and any update (related to new risks, likelihood or impact) shall be reported during the progress review meeting, as well as part of the implementation reports.

**Resources planning** and tracking using the appropriate tools.

**Subcontractor management**, including conflict resolution, e.g. the prime contractor is responsible for settling disagreements, although advice/approval from ECMWF may be sought on the subject. A list of subcontractors describing their contribution and key personnel shall be provided, as well as backup names for all key positions in the contract. Proposers shall describe how the Agreement, in particular Clause 2.8 on Sub-contracting has been flowed down to all their subcontractors.

**Management of personal data** and how this meets the requirements of Clause 2.7 on Personal Data Protection and Annex 5 of the Agreement.

**List of minimum deliverables and milestones** required as part of WPO, when their due date falls within the contract duration, covering the **contractual reporting and planning obligations** towards ECMWF (cf. Clause 2.3):

<b>WPO Deliverables</b>		
<b>Deliverable #</b>	<b>Title</b>	<b>Due</b>
D154d.0.1.1-YYYY.QQ	Quarterly Implementation Report QQ YYYY (QQ YYYY being the previous quarter)	Annually on 15/04, 15/07 and 15/10
D154d.0.1.2-YYYY	Annual Implementation Report Part 1 YYYY (YYYY being the Year n-1) This includes: 1) Quarterly implementation Report for the previous quarter Q4 YYYY 2) Preliminary financial form YYYY (YYYY being the Year n-1)	Annually on 15/01
D154d.0.1.3-YYYY	Annual Implementation Report Part 2 YYYY (YYYY being the Year n-1)	Annually on 28/02
D154d.0.1.4	Final implementation report	end of the contract
D154d.0.2.1-YYYY	Annual Implementation Plan YYYY (YYYY being the Year n+1)	Annually on 30/09
D154d.0.3.1-YYYY	Copy of prime contractor's general financial statements and audit report YYYY (YYYY being the Year n-1)	Annually (no-cost associated)

<b>WPO Milestones</b>			
<b>Milestone #</b>	<b>Title</b>	<b>Means of verification</b>	<b>Due</b>
M154d.0.1.1	Kick-off meeting	Minutes of meeting	By M1
M154d.0.1.2.QX	Progress review meetings with ECMWF	Minutes of meeting	Monthly

## ANNEX 2 PRICING TABLES AND TEMPLATE FOR PROPOSER

See the following separate documents attached to this RFP:

- “Annex 2 – RFP Questionnaire.xlsx”
- “Annex 2 – Forms to complete.zip”
- “Annex 2 – Template for Proposer.docx”;
- “Annex 2 – Template Pricing Tables and Deliverables.xlsx”.

The Proposer is requested to complete these documents and submit them as part of their response.

## ANNEX 3 TERMS AND CONDITIONS OF THE AGREEMENT

See separate document attached to this RFP: “Annex 3 - Agreement for Copernicus Services.pdf”.

The Proposer must review and accept the terms and conditions of the Agreement and, if there are any reservations, these must be identified as part of their response.