

RFI ACT SACT 20-115 - Questions – v3.0

1. Can the number of users 250 - 500 in Section 1.3 be clarified? Is this the total number of users or for each large HQ?

That is correct – each large HQ can have between 250-500 users.

2. Please confirm that the MC in Section 1.3 is a land-based location and not vessel based.

The MC is a floating vessel usually anchor offshore, but required to patrol the coastal waters if required.

3. Please confirm the SOTM requirement in Section 1.3 - is this to be vehicle mounted?

It is vehicle mounted.

4. Can you please elaborate on the deployment timelines of units during the first 30 days and then beyond thirty days?

- Within 72 hours the DRT will deploy to theatre with all of its equipment (military vehicles, SOTM kit, military equipment, supplies, etc. via NATO Airlift. In this instance SATCOM will be support in a STAR Topology directly back to Brussels.
- Within 5 days, initial force (~100 users) to establish MOD HQ will deploy to Warsaw, Poland. Over the course of next 25 days, full MOD, Large & Small HQs and Maritime Command will deploy via NATO airlift with DPOPs, deployable terminals, vehicles, military equipment, supplies, etc.
- Full operation will be deployed after 30 days and operate for 6-12 months.

5. Please define what SATCOM services and ground segment available within 72 hours in Section 2 assumption 5 means. Is this meant to be available for deployment and includes all of the IOC terminals?

Initial MOD HQ, DRT and Strategic NATO HQ in Brussels must be able to establish initial communications over a commercial SATCOM network in a STAR configuration for VoIP, VTC, CHAT, e-mail.

6. Please confirm that a reach back link to NATO Brussels referred to in Section 4 is not required during the first 30 days but is required after that.

Reach-back link is required ASAP in first 72 hours, to support the DRT

7. What is the maximum number of “extended number of DPoPs” referred to in Section 4?

For RFI purposes, each Large HQ could have up to 4x remote nodes while a Small HQ could have up to 2x.

8. Where would training be provided? At the NATO Training Center in Portugal or elsewhere? Would this be possible as a readiness state or is it to be done as part of the solution rollout?

- Pre-Deployment training will take place at one of the key NATO locations in Europe or in-garrison.
- In-theatre training will take place in the deployment AOR, more than likely utilising operational equipment.

9. Please clarify the question regarding use of NATO gateways and the reference to a commercial SATCOM teleport. Is it expected that a commercial SATCOM teleport is included in the deployable solution?

The commercial SATCOM teleport is not deployed. This refers to your commercial teleport connecting to NATO's MILSATCOM Gateway typically located in Europe. If a NATO Satellite Ground Station (SGS) cannot directly anchor the traffic, then alternatives should be investigated. How would you recommend this be achieved?

10. Given the breadth and depth of the RFI can you increase the page count to say 20 pages and let us know if past performance references and/or any provided brochures count?

- Past performances and brochures do not count.
- We would like to keep responses at 10-15 pages.

11. If possible, we would appreciate a 1 week extension to the due date.

Response deadline extended to 31 Dec, 2020.

12. The RFI enclosure 1 stipulates that "Response limited to a single main document and enclosures for a total note-to exceed 10 pages (material in para 6 above not included)"

Can you clarify please what material in para 6 refers to so we can get the total page count right ?

Available product brochures, specification sheets, photographs, illustration and technical descriptions that describe your company's current services that most closely match the SAAS. Response can increase to 15 pages max.

13. Does NATO have a specified font, e.g. New Times Roman, Arial, or Calibri?

Not specifically, but recommend use of "Times New Roman".

14. Please define "Total note-to-exceed 10 pages (material in para 6 above not included)." I was unable to find a numbered para 6 in either the base RFI or the Enclosure 1, "Request for Information Commercial Satellite Services October 2020" or in the base RFI.

See answer to question 12. The reference to paragraph 6 has been fixed in the RFI.

15. Are respondents limited to only 10 pages? Does this include, Title page, Disclaimer, Table of Contents, Executive Summary, MAIN RESPONSE, and any enclosures or the MAIN RESPONSE is limited to 10 pages?

The MAIN RESPONSE including any annexes must not exceed 10-15 pages. This excludes enclosures such as product brochures, specification sheets, photographs, illustration and technical descriptions that describe your company's current services that most closely match the SAAS. Page No.1 should begin after the Executive Summary, which should not exceed one (1) page.

----- (NEW QUESTIONS – v3.0) -----

16. Will NATO please define EMSEC in section 3. Technical / Systems Requirements?

The acronym is incorrectly spelled and should read EMSEC (emission security).

Emission security (EMSEC) is an analysis of a certain system's vulnerability to unauthorized access as a result of issues with electromagnetic emanations from hardware. Typically, emission security is applied to telecom systems, radio networks, cryptographic systems, or other similar communications installations.

If your equipment has EMSEC security protection through the development of protocols to shield hardware and contain emanations, you can mention this in your response.

17. In the Q & A response NATO stipulates the DRT communicates with Brussels at initial deployment. After the MOD HQ has been set up will the DRT communications switch from Brussels to MOD HQ?

As long as the DRT remains operational it will require rear-link SATCOM connectivity to Brussels for redundancy. However, it can be assumed in your response that the DRT will stand-down after approximately 30 days or as soon as full deployment of Small and Large HQs has occurred.

18. In section 1.2, after full deployment there is the MOD HQ, Large and Small HQs and Maritime command. Will NATO please clarify the communications flow? For example will the Large and Small HQs and Maritime Command communicate mainly with MOD HQ?

The requirement for a “meshed” network in theatre is to enable effective and redundant communications between all deployed HQs. However, it can be assumed that there will be:

- A larger amount of traffic to and from the MOD HQ coming directly from Small, Large, maritime and Brussel HQs.
- Smaller amounts of traffic between Small-Small and Small-Large HQs.

You can also make assumptions in your response e.g. ISR FMV will primarily be provided to SAR HQ from ISR HQ; Medical and SAR HQ will communicate on a larger scale than Medical and ISR, etc.