

IFIB-ACT-SACT-21-02 TACTICS II QUESTIONS/ANSWERS
6 Jan 2021

No.	IFIB Ref.	Question	
Q1	Part 1	Is there a limit to the number of awards made in total, at the Group or Serial level?	No, there is not a limit to the total awards but partial awards will be considered <u>by group only</u> . See Part 1, Para 1, highlight. In order to bid on a group, contractor must bid on all serials within the group.
Q2	Part 1	Do Partial Awards apply to the IDIQ or the TOs or both?	Partial awards apply only to the main contract
Q3	Part 1	If we secure a partial award, can we pursue TOs in Groups that we did not include in our proposal?	No. IAW the solicitation, you are only eligible for task orders in groups that you have received a contract award.
Q4	Part 1 para 11	Please confirm that a cover page and detailed TOC can be provided within the Technical and Price volumes and that they do not count towards page limits.	Confirmed.
Q5	Part 1 Para 15; Annex B	The Evaluation Criteria and Checklist does not have any provisions for pricing so at best it is considered how the Technical 60% is derived. How do you plan to derive the 40% for Price?	The price score is determined based on a calculation of the percentage higher than the lowest price. For example, the lowest price in a category gets 40 points; then the percentage higher than the lowest is calculated and subtracted from 40 and so on.
Q6	Part 1, Enclosures	Please confirm there is no Enclosure 2 (Enclosure 1 is the list of items required to be in the TOC, Enclosure 3 is the Compliance Statement).	Confirm
Q7	Enclosure 1	Can we include the information listed within Enclosure 1, Proposal Content / Checklist within a more detailed TOC at the beginning of our Technical Volume?	Yes
Q8	Enclosure 1	Please confirm that there is no list of key personnel required, only the resumes within 'Response Part 2 – Ability to Meet or Exceed QMC'.	Key personnel is not required however in accordance with Response Part 2, Para 6 vendors must provide an example CV/Resume of an employee who could fulfill the requirements of each of the QCM's in bidding group(s).
Q9	Enclosure 3	Please confirm that 'Enclosure 3 - Compliance Statement' is to be included in the Technical Volume prior to the Response Parts and does not count against page limits.	Confirm

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Q10	Enclosure 4	Should a Past Performance Information Form be completed and signed for each cited example of past performance as a separate page before the Response Parts or should this information simply be included in 'Response Part 1 – Company Experience and Citation of Past Experience'?	This is up to the company; as long as the board can easily identify the experience per group.
Q11	SOW Table 1	Some Groups within 'Table 1 -Demonstrated Capabilities' have a broader range and number of serials than other Groups. For example, Joint Effects has 7 serials that range from Joint ISR to EOD/CIED to WMD/CBRN. Will you please confirm that we may submit a Partial Bid by serial? For example, we would then be able to submit a partial bid with Serial 14 EOD and CIED and Serial 22 Education and Training Innovation even though they are in two different groups, in order to provide a proposal maximizing focus on the areas we provide greatest value to NATO ACT? This enables us to support serials that offer NATO ACT our most unique capabilities and best value regardless of the Group they have been placed within.	No. As per Part 1 – SOW and Response 1 – Partial bidding will be considered <u>by group only</u> . In order to bid on a group, contractor must be able to provide expertise in all serials within the group.
Q12	SOW Table 1	Is there a minimum number of Serials/Groups within Table 1 that we must write to?	Contractors must submit by group so the minimum number of groups would be one (serials will then vary).
Q13	SOW Table 1	Is there any restriction to how many Groups or Serials a contractor can bid on as a Prime? If so, then would being a Sub Contractor to a Prime bidding on a Group or Serial count against that total restriction?	ACT views its contractual relationship to be with prime contractors only; relationships between prime, employees, subs are only viewed in terms of prime compliance with security issues. There are no restrictions on how many groups a contractor can bid on. There are no restrictions on whether a contractor will provide support as a sub-contractor on additional categories.
Q14	SOW Para 19	Will the contract support ODCs other than travel or will those be assumed to be included within the FFP bid for the specific relevant TOs?	ODCs will be allowed only on travel that is dealt with independently from this evaluation. Proposed QCM pricing should be fully loaded.
Q15	SOW Para 18	Do we provide pricing/rates for onsite and offsite support or just a single rate for each category?	Given that this is a deliverables based contract, QCM pricing should be a single rate regardless of location. The assumption is that the work will be performed at the contractor facility unless access to NATO

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			information requires alternate work arrangements.
Q16	Section One	May we include an executive summary within our technical volume of no more than 3 pages prior to the five Response Parts?	Yes.
Q17	Section One Para 1	Company Response guidance on page 29, Section One, Introduction speaks to “six divisions” but then instructions then details required “Response Parts”. While the “divisions” are similar to the “Response Parts” there are some significant differences. Should we just ignore the “six division” guidance and simply follow the Response Part 1 – 6 guidance?	Please follow the Response Part 1 - 6
Q18	Section One Para 5-7A	Do we only provide a single candidate for each QCM level (for a total of four candidates) regardless of the number of Groups or serials we are bidding?	No. You should provide a sample CV/resume of an employee that can meet the requirements of each QCM level for each Group you are bidding. This would mean that we would expect at least 4 per group as they all have different skills/experience requirements.
Q19	Section One Para 5-7A	Is ‘Response Part 2 – Ability to Meet or Exceed QCM’ limited to only the resumes or may we include additional pages detailing our ability to source additional candidates as the future individual TOs require?	Ability to source additional candidates as future TOs require is covered in Response Part 3 – Company access to expertise and reachback capability.
Q20	Section One Para 6	Is there a page limit for each resume provided for each of the four QCMs?	No
Q21	Section One Para 8	What is the page limit for Response ‘Part 3 – Company Access to Expertise and Reachback Capability’?	3 pages
Q22	Section One Para 8	Must we provide a list of all potential sub-contractors for this contract within the proposal or will we simply include specific sub-contractor information associated with future individual TOs?	You do not need to provide a list of potential sub-contractors for this submission. This will be specific to task orders and the contractor will only be expected to certify that the sub-contractor and its key personnel are based and citizens of a NATO Nation and that all terms and conditions have been pushed down.
Q23	T&Cs Para 26	Can a candidate resume be submitted if that candidate is no longer working on an existing NATO contract or if they are not assigned to a contract full time?	Yes
Q24	Page 3, Para 3.a	The subject IFIB refers to a “completed and returned the Enclosure of the transmittal letter of this IFIB” on page 3, para 3.a. It is unclear whether there is a	Disregard. This is not applicable to this electronic submission.

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		specific transmittal letter template. Could you clarify the instructions or point to the proper form?	
Q25	Page 4, Para 5(b)	States Period of Performance for Option Period 1 of 1 Jan 2022 – 31 Dec 2022 and the entire contract ending 31 Dec 2025, but Enclosure #5 lists are one year off. Can you confirm the Period of Performance, as well as to update the Enclosure #5, if needed?	See Amendment 1 updating Enclosure 5 to reflect contract ending 31 Dec 2025
Q26	Page 6, Para 11(d), Enclosure 1	Both Para 11(d) and Enclosure 1 state a “Technical Proposal” is required, but no formal definition is given for what encompasses the Technical Proposal. The SOW (Sections 1 through 3) appear to require direct response to the SOW. To ensure fair and consistent evaluations across bids, is it fair to assume that the Response to Sections 1 through 3 will comprise the Technical Proposal?	Parts 1-5 are considered to be technical proposal
Q27	Page 29, SOW	Para 1 states responses shall be in six divisions (A-G), but lists seven divisions. The assumption is that a) Company Experience and b) Past Performance are one division. Please confirm.	Confirm
Q28	Page 29, SOW	SOW Section 1 request Company Experience and Citations of Past Experience. Section one company responses to the SOW Part 1 requires a 12-page narrative describing in detail expertise and past performance in developing and delivering products outlined in this SOW. Based on this requirement, the 27 competencies included in Table 1 and the 11 deliverables included in Table 2. Please confirm that the completion of Enclosure 4 is not included in the page count.	Confirm
Q29	Page 22, Table 1	Table 1 indicates that the groupings represent an opportunity for partial bidding. Where are offerors to indicate which groupings they are proposing? How do we show what we do/don't want to bid?	Offerors may present this in any fashion, as long as the awards board can clearly identify which groups are being proposed.
Q30	Page 22, Table 1	Is it NATO's intent to make a single award in each grouping or will multiple companies be awarded in each grouping? If multiple awards are issued within groupings, how will NATO evaluate Task Order proposals/awards?	The intent is to make a single award in each grouping with all task orders inside that grouping going to the awarded contractor.

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Q31	N/A	Given the Christmas and New Year's holiday and the complex nature of the IFIB without a Bidder's Conference, will NATO provide a 30-day extension through Monday, 15 Feb 2021?	See Amendment 1; NATO cannot support a 30 day extension, but will offer an extension through 1 Feb 2021.
Q32		Can you confirm that the "key personnel" referred to in the "Proposal Content/ Checklist" (Enclosure 1 of IFIB-ACT-SACT-21-02) does not relate to this bid as there are no key personnel required ?	Confirm
Q33		Can you confirm that only one example employee resume/CV is required for each of the four Quality Control Measures (meaning each offeror would provide 4 total resumes/CVs with their bid to be compliant with the requirements of the IFIB regardless of how many competencies are being bid against?)	See response to 18 above
Q34		Can you confirm the dates on the table in Enclosure 5? It currently repeats 2021.	See Amendment 1