RECORDS OF QUESTIONS AND ANSWERS

Subject: IMINT RFI Q&A SESSIONS

Date/location: March 23rd and 31st / gotowebinar

Attendees: ACT, Industry

Nr.	Questions	Answers
1	*How do we phrase EXIM concerns – will RFI stay in US hands or be shared across 5-eyes/NATO*	RFI submissions may be subject to national export control laws. The RFI submissions will be shared within NATO among staff officers from the allies and could potentially be viewed by NATO personnel from all 30 nations, including from other commands/agencies such as SHAPE, NCIA, or NATO HQ. HQ SACT can facilitate export control compliance and drafting of appropriate NDA's but export control compliance is the responsibility of the submitting entity..
2	*Will documentation submitted be provided to individuals who are non-US persons?*	Any documents shared with us will be treated as commercial in confidence, and will be handled by accredited NATO officers and NATO civilians (including US and non-US persons).
3	*Please confirm RFI is 9 pages of technical description content plus a cover page.*	The RFI response consists of the following: - the survey response (excel documents) which includes: 1. Capability overview and 2. Requirements assessment. - An optional supplementary white paper (must be in MS Word or pdf format, less than 10 pages total, and the file size should not exceed 5MB).
4	*When does Government expect to move to RFP/award? What's the expected term? RFI says 4 years. What's the expected start date?*	This is a RFI only. Any potential future requirement, inclusive of contract type or acquisition strategy will be handled by the ACT Procurement and Contracting team. Specific contract discussions are premature.
5	*Is there a projected budget for this effort?*	It will be assessed during CPP development and is dependent upon the selected acquisition strategy
6	*Contract type / Multiple-award?* *Is the anticipated award expected to be a Single Award or Multiple Award? Is a specific contract type anticipated, or should a recommendation be provided in RFI response? What contract type is envisioned? Cost Plus? Firm Fixed Price? IDIQ?*	This is a RFI only. Any potential future requirement, inclusive of contract type or acquisition strategy will be handled by the ACT Procurement and Contracting team. Specific contract discussions are premature.
7	*Is NATO looking for a single commercial company to provide all capabilities/requirements or is industry encouraged to bid on portions of the RFI?*	This is a RFI only at this stage of the capability development process. There is no contract at present, and there is no opportunity to bid. The RFI represents industry's opportunity to inform NATO of the technical and operational landscape shaping

		the requirement, but will not necessarily result in a requirement that will be sourced from industry.
8	*Could you (further) elaborate on export regulations and dual use technology. Imagery intel would (probably) be subject to ITAR. Looking at the current situation in Ukraine, could this process be simplified if US technology and knowledge would be delivered through a company, which is based in another NATO member state?*	Export control compliance is the responsibility of the responding entity. Delivering US information through another company based in another member state to evade ITAR restrictions may be unlawful, but that is for the submitting entity to determine. NATO will facilitate and assist to the extent possible with export control compliance, but does not control it. Confer with your export control/compliance professionals, either in-house or consultants.
9	*Would you entertain a combined response from a Swedish organization (with OSINT investigation toolset) along with a US-based organization (image analysis)?*	So long as your RFI originates with a US-based organization (or any-NATO Nation) organization, NATO places no restrictions on third party partner nation teaming arrangements.
10	*Is there any required authorization to participate in the Framework for Collaborative Interaction (FFCI)?*	There is no authorization required, it is only a framework for engaging in a non-competitive collaboration for mutual benefit. The FFCI guidance can be found at: https://www.act.nato.int/ffci?msclkid=a9a7f737ab 6c11ecb18cc311a7c976d9
11	*Understanding that the 'IMINT Production Scheme' is one component of an ongoing and larger Capability Programme called the "Intelligence and ISR Functional Services Programme," can you provide further clarification of the IMINT Production Scheme referenced in the RFI?* *Is there information available on the Intelligence and ISR Functional Services Programme?*	In order to ensure interoperability with other intelligence disciplines, to allow the necessary level of integration and to facilitate programme-level risk and data management, it has been decided to deliver an overarching programme plan called "*Intelligence and ISR Functional Services*" that will encompass requirements for OSINT and IMINT. This RFI is dedicated to the IMINT project which aim is to facilitate/deliver: Timely and reliable access to raw imagery; Cutting edge analysis and efficient/automated exploitation of imagery; Optimal and dynamic management of IMINT PED nodes. Nevertheless, as part of this RFI, ACT is also interested in knowing what might be available to support other intelligence disciplines such as OSINT.
12	*On the Headquarters of Allied Command Transformation web page it states that "Capability Development is the Alliance's capability requirements authority that manages the delivery of modern, common-funded capabilities (from the moment a need is identified to when a new capability is entirely produced) and leads the innovation effort within the*	For context, according to the Common Funded Capability Delivery Model Process, ACT is to deliver a Capability Programme Plan (CPP) which will provide an independent assessment of available alternatives under consideration. It also provides consideration of the different capability development strategies available to NATO including :

	Alliance." *Does this mean that the efforts for this capability will occur with ACT? Where will the work be performed for this collaborative project?*	- "adopting" a solution (from Nations) - "buying" (acquiring a solution from Industry) - "creating" (developing a solution bespoke to NATO) or a hybrid of the above. Upon approval of the CPP, an Implementing Entity (not ACT) will be appointed and in charge of creating the different projects/sub-projects identified into the CPP ("Project Proposal" stage). Once the Project Proposal is developed and approved, a request for proposal will be submitted. The work will be performed at location(s) determined by the Implementing Entity.
13	*Is the customer interested in leveraging big data concepts (volume, velocity, variety) as part of the solution in IMINT Production Scheme?*	Yes, handling big data will be part of the IMINT Production Scheme and we are open to any ideas.
14	*Is the customer interested in utilizing non-imagery data as part of the solution in IMINT Product Scheme?*	Not directly, since our focus is to gather imagery data to support the customer's needs. Nevertheless, as part of a bigger capability development, ACT is interested in knowing more about non-imagery data. We are definitely open to any ideas, particularly those that might support the OSINT capability development.
15	*- To assess potential integration challenges, what can the customer share about the current NATO enterprise information systems environment?* *- Can you provide copies of referenced documents such as the NATO enterprise information systems environment, NATO Federated Mission Network, or NATO interoperability standards and policies?*	We are assessing what documentation can be released. Further answer will be provided at a later time. Some documents are available on the NSO public website (https://nso.nato.int/nso/home/main/home).
16	*Is NATO looking for a multi-center capability?* *if yes:* *- will it be made:* *of autonomous centers with different data input and functions ?* *or rather one centralized system with one main data input and delocalized user centers? (and different image provider?)* *- will all the centers have the same level of functionalities, or will they have different functions?*	The capability architecture will be developed throughout the CPP and refined during projects development. A multi-center capability might be an option but at this stage both options are still on the table. If a multi-center approach is pursued, the intent is to have the same level of functionalities throughout the enterprise.
17	*Is it possible to have more details on the information workflow?*	Regarding the information workflow, it will be clarified further down the development process. Additional information will provided at a later time.
18	*Will there be different imagery providers? How many ?*	Not established at this time however, multiple imagery providers might be considered based on the operational needs.

19	*Can you have an estimation of the number of users and centers?*	The system will be deployed within a minimum of 10 nodes, each consisting of imagery analysts and support personnel (exact number still TBD).
20	*The IMINT Production Scheme capability shall… "facilitate dynamic and flexible coordination and optimization of PED cell activities across the NATO Command Structure." What do you mean by dynamic and flexible coordination and optimization?*	The ability to task and re-task imagery PED resources based on the nature of ever-changing operational needs, focusing resources where they are needed in near-real time. The 'optimization' refers to the allocation of intelligence tasks to PED cells more suited to answer a particular task based on time, characteristics of the PED cell, characteristics of the task, etc.
21	*The IMINT Production Scheme capability shall… "enable the collection, interrogation and assessment of IMINT and IMINT related data" Can you please clarify the terms "collection", "interrogation" and "assessment?*	This is NATO terminology, the implication is: "collection, exploitation and assessment".
22	*The IMINT Production Scheme capability shall… provide reliable access to various types of imagery for all PED nodes in the NATO Command Structure" Can you clarify the content of "various types of imagery" Is it only optical or SAR as well?*	We are looking for a range of imagery (satellite and overhead) that includes, but not limited to: EO/IR/GMTI/SAR/FMV.
23	*The IMINT Production Scheme capability shall… "enable automated change detection and associated assessments" What does "associated assessments" mean?*	Associated assessments: additional analysis / enhanced information related to the detected change.
24	*The IMINT Production Scheme capability shall… "provide the ability to conduct advanced statistical analysis of imagery data." What do you mean by advanced statistical analysis?*	We are looking in the realm of possibility to determine if there are any statistical analyses/tools that can incorporate into our programme (ex. practical use of geostatistics , statistical analyses of trends or imagery data)
25	*The IMINT Production Scheme capability shall… "facilitate the creation of IMINT reports, documents, briefs, and feedback in standardized formats with appropriate classification markings." What kind of format/template are you referring to?*	We are not referring to any specific format or template. We are looking for a tool that can create intelligence products typically used within military staffs, perhaps requiring some tailoring to suit NATO's needs.
26	*The IMINT Production Scheme capability shall… "comply with NATO Interoperability standards and policies." Which STANAGS and POLICIES are you specifically referring to*	We try to understand if the tool is already interoperable with NATO standards & policies (and which ones). We are assessing what documentation can be released. A further answer will be provided at a later time.
27	*Has an Open Architecture been identified, cloud, on-prem, hybrid.*	We do not anticipate this to be available in the public cloud due to security restraint inside of NATO. However, it will rely on a NATO accredited IT architecture.

28	*Are the Apps intended to enhance current workflow and analyst effectiveness or address new data types and CONOPS.*	We are looking to leverage technology to improve workflows. Nevertheless, part of the CPP development will be to perform a full DOTMLPFI analysis to inform non-material projects such as CONOPS development.
29	*What is the requirement to interact with the Mission Partner Environment?*	The new capability shall be FMN compliant
30	*What are the data sharing releasable domains that must be enabled that would not be permitted on MPE?*	The Capability shall support NATO S*CR*T and mission S*CR*T needs, but able to receive products from commercial/unclassified.
31	*Is there an expectation to integrate new data types (military, commercial)?*	It is something we want to explore.
32	*Will the Government identify data sources (sensors, repositories, lakes, etc…) to be integrated*	It is part of NATO's intent by developing this capability. Technical requirements will be provided at a later stage regarding architecture and integration.
33	*Is there an expectation of high TRL solutions or a spiral up to operational capability approach?*	Commercial data – Yes.
34	*Is there a bidders library (equivalent) that contains accessible information for sections 2.1.3*	Linkages and dependencies identification is part of CPP development. Technical requirements will be addressed during the project development phase
35	*Will the Government provide key elements and required integration with the 2.2.1 Capability Programme Plan (CPP) development?*	The key elements will be seen at the RFP stage.
36	*Is the expectation that all development be accomplished at contractor facilities and deployed/integrated at Government operational sites?*	Should be determined by the implementing entity upon project development phase.
37	*Is there a mobile capability need?*	Possibly
38	*What is the path to submit follow-on questions and white papers?*	Same email addresses used for both Q&A sessions: Ludovic.pierrel@act.nato.int Pierre.han@act.nato.int
39	*Is it possible for the attendee list of the technical meetings to be provided to industry?*	No.
40	*What type of imagery will the system need to support? Commercial? National? Any specific preferred commercial vendor?*	Both Commercial and National (satellite and overhead). No preferred commercial vendor at this stage as we are testing what industry can provide.
41	*What classification level will the system need to be or is the idea to build an open architecture?*	The system shall support up to NATO S*CR*T / MISSION S*CR*T, but able to receive products from commercial/unclassified The future architecture is not yet defined.
42	*- What's the scope of the opportunity? In other words, how large of a system is required? Number of end users? - Volume of data? - Any information as to the size of the system in terms of hardware/software/users/licenses etc. would be helpful.*	The system will be deployed within a minimum of 10 nodes, each consisting of imagery analysts and support personnel (exact number still to be determined). Volume of data is to be determined. The range for the system in terms of hardware/software/users/licenses should be between 25 and 150.

43	*Can you provide examples of IMINT related data (formats, delivery methodology, etc.)?*	IMINT related data refers to raw imagery, intelligence products derived from imagery, and associated metadata.
44	*Are there requirements to support integration with 3rd party exploitation, GIS, or electronic light-table (ELT) applications? If so, can you provide a list of potential 3rd party applications or services?*	Any 3rd party integration will depend upon the implemented solution. There are definitely requirements to integrate with current and ongoing NATO capabilities.
45	*Is there an ideal compute/storage environment or cloud service provider where the proposed solution will be deployed?*	Any proposed solution should explore multiple use cases.
46	*Can you provide samples of IMINT requirements, risks, and resources which must be managed and tracked by the system?*	IMINT requirements means Intelligence Collection (IC) Tasks Resources – means to fulfill IC tasks (PED teams) Risks – non fulfillment / delay of IC Tasks
47	*How will IMINT and IMINT related data be received by the system (FTP, direct file access, OGC services, etc.)?*	Still to be determined, we are open to recommendations.
48	*Can you elaborate on the Intelligence Requirements Management and Collection Management (IRM/CM) process?*	IRM&CM refers to Intelligence Requirements Management & Collection Management. It is a complex management function involving the administration of "intelligence requirements - IR", the channelling of "Request For Information – RFI" and the tasking of collection, and the delivery of intelligence products and answers to demanders. The IRM&CM process requires a seamless method of linking the various requesting, managing, tasking and distribution activities.
49	*How are you currently receiving imagery – what's working, what's not, and how BICES will be considered in this framework?*	NATO is receiving imagery from multiple sources including nations and others, through various means (including BICES) BICES is expected to remain an important part of the future capability architecture.
50	*What level of analysis would you like to share amongst countries. Is your goal to have a centralized ordering/endpoint for raw/fused intel products so countries can perform independent analysis, OR do you want finished analysis/reports to be shared amongst multiple partners?*	NATO is exploring both scenarios. There would likely be a need to share unexploited, Level (or Phase) 1, and Level 2 imagery and associated reporting between Nations. The architecture should ideally make it possible to accomplish either independent or federated/collaborative analysis—we are agnostic as to whether to centralize aspects of the architecture.
51	*When does NATO expect to have an operational capability?*	The IOC/FOC dates are not releasable.
52	*What types of IMINT products are of NATO interest? Land classification, aerial asset identification, maritime asset identification, personnel movement (IDP/Refugee, etc), supply chain analysis?*	NATO wants to understand what Industry can provide from the collection of raw imagery through the development of finished imagery intelligence products across all domains. This can include, but is not limited to, understanding what Industry's capability is to help NATO detect, identify and

		localize Battle Space Objects, Obtain raw imagery, analyze and assess imagery, automatically generate finished intelligence reports.
53	*Does access to the raw imagery mean the ability to import into a NATO ELT or does it mean that the raw imagery has to be able to be analyzed within the awardees UI/UX?*	Access to raw imagery means accessibility to all designated users within the NATO Command Structure.
54	*Is the emphasis in this RFI on Data or Analytics capabilities?*	The emphasis is on the overall capability which includes imagery data management and analytics.
55	*Do we need to stay within the cell size in the response sheet (RFI Survey excel spreadsheet), or can we increase it?*	Cell size may be increased, and if required, additional information may be provided in a supplemental document.
56	*What will the direct applications of this data be? Will they be more strategic or tactical?*	All levels - Strategic / Operational / Tactical are to be considered
57	*What is the concept of nodes for NATO-ACT ? Please explain.*	Nodes refer to different NATO Command Structure HQs and other NATO bodies (such as NAGSF) where processing, exploitation, dissemination will be performed.
58	*The architecture for INTEL FS on a high level, splitted the user interface from the back end processing of analytics and data mngt. This is usually not common in the industry...consequently many companies may therefore have to disqualify when it comes to an IFB.*	Despite the name "*Intelligence and ISR Functional Services*" being assigned to the umbrella *Capability Programme Plan* which includes the IMINT Production Scheme, this project is <u>not</u> INTEL FS. It is an entirely different project, of which the architecture has not been determined. As they are different projects, we do not believe impressions of INTEL FS should impact responses to this RFI.
59	*Do you have any concepts for OSINT data sources? Do you process any OSINT today? RFI references OSINT, please expand on any OSINT requirements.*	The RFI for the OSINT capability is posted on the ACT Contacting site here: (https://act.nato.int/contracting). This document explains the requirements for the future NATO OSINT Capability. We do have ideas for additional OSINT data sources although they are not specified in the RFI. We currently maintain contracts for some subscription services as we do process open sources to produce OSINT reports for NATO. If you have further questions, please reach out to the POCs listed on the RFI or contact the OSINT Project Coordinator (*LTC USA A Kristin Arney, kristin.Arney@act.nato.int*). [RFI-ACT-SACT-22-59]
60	*How many images do you have?*	We cannot answer this question with precise numbers, however, NATO is looking at what industry is able to provide in terms of quantity, precision, revisit rate, coverage, responsiveness, types of imagery…
61	*What are the non-functional requirements / workload?*	The IMINT production scheme has a dependency on the NATO IT infrastructure to deliver the 'ilities' covered in non-functional requirements. Highly reliable, secure, and available material solutions are desired. Any use cases that you can provide that

		supports or how your solution would meet or has met non-functional requirements would be very useful in our analysis of alternatives, understanding the reliance on existing IT infrastructure.
62	*What does "Timely and reliable access to both national and commercial raw imagery" imply?*	The IMINT production scheme would allow/support NATO to receive/request raw imagery from nations and commercial providers, store and analyze this data, and generate intelligence reports needed to support Operational commanders situational awareness. "Timely and reliable" implies when and what is needed to fulfill NATO intelligence requirements. However we are not at liberty to clarify at this time what specific criteria this would satisfy. Minimum and Maximum times with respect to reliability or timely imagery and any quantifications you can provide where industry's solution will improve aspects IMINT production.
63	*For the capability spreadsheets, what format do you prefer for the submittal of multiple capabilities?* *- 1 individual spreadsheet per capability* *- 1 spreadsheet with a tab per capability*	We do not have a preference but it might be easier if separate spreadsheets/files are used.
64	*Will ACT consider an industry event in the follow-up to this RFI, for example as a track or session in a future TIDE SPRINT?*	This is not currently planned and programmes do not typically participate in these type of events.
65	*With the White paper count having a hard limit of ten, would ACT accept additional info on available solutions and services in flyers, brochures, similar supportive material?*	That is acceptable. Please keep in mind the team will need to prioritize what is reviewed based on volume of RFI's received and the constraint of time to continue to advance the project.
66	*Can we propose a solution that partially meets the RFI? For example, a software that help to recognize equipment on satellite images.*	Yes. As mentioned in the RFI, any answer that can support even a portion of the requirements are welcome.
67	*Is the IMINT dissemination capability and PED systems supposed to be according to STANAG 4559 (CSD capability)?*	The solution will ultimately adhere to all Standardization Agreements (STANAGs) that are current at the time of development. That said, we do want to emphasize again that this is just a RFI. For those submitting RFI responses, we ask that proposed solutions adhere to sensible commercial or industry standards. If we feel there are some very intrusive requirements stemming from the STANAGS, we will clearly communicate those requirements to the vendors.