



Welcome!

Deployable Communications & Information Systems (DCIS) Agile Multi-Domain (AMD) RFI - 1st Q&A Session

21 April 2022

NATO Headquarters, Supreme Allied Commander Transformation

Norfolk, VA, USA

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- Programme Director
- Programme Management Office
- AoA Analysts
- Capability Monitor
- Contracting Office
- Legal Office

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Reminders & Ground Rules

- This session is being recorded and will be posted to the ACT contracting page. (URL: <https://www.act.nato.int/contracting>)
- All attendees should verify microphones are muted.
- All questions will be addressed at the end of the presentation.
- Questions can be asked using the chat panel or the question box.
- This session is public and classified information will not be discussed.

Purpose of This Meeting

- The purpose of this Q&A session is to answer any questions with respect to RFI-ACT-SACT-22-46.
- Ensure all participants have a common understanding of the RFI intent and contents
- Provide opportunity for potential DCIS RFI respondents to receive replies to previously submitted questions and pose additional questions
- Provide the opportunity for the DCIS Programme Director to provide immediate responses to newly posed questions or defer response to the ACT contracting page

Disclaimer

- This request for information does not constitute a commitment to issue a future request for proposal (RFP).
- HQ SACT has not made a commitment to procure any of the items described herein, and release of this RFI shall not be construed as such a commitment, nor as authorization to incur cost for which reimbursement will be required or sought.
- Furthermore, respondents are advised that HQ SACT will not pay for any information or administrative costs incurred in responding to this RFI. The costs for responding to this RFI shall be borne solely by the responding party.
- Not responding to this RFI does not preclude participation in any subsequent RFP, if issued in the future.

- DCIS provides Consultation, Command and Control (C3) Services to NATO HQ and Commands for exercises and Missions.
- DCIS extends NATO C3 services from the static to the deployed environment.
- New DCIS equipment will integrate with the existing DCIS infrastructure.
- DCIS provides deployable Computing and Networking, End User, and Communication Equipment to host services managed and provided by NATO Communication & Information Agency (NCIA).

Expected Benefits of this RFI

To Respondents:

Nations, Industry and Academia participants will have **the chance to present their present their state-of-the-art technologies and products to NATO.**

To NATO:

Exposure to, and understanding of, state of the art technological and systemic drivers to develop needed capabilities for future DCIS within NATO.

Analysis of Alternatives

- Exploration of solution space
- Identification of Alternatives → Data gathering through RFI
- Assessment and comparison of alternatives:
 - Operational Effectiveness
 - Lifecycle Cost
 - Risk
- Complementary nature of the survey file

PRE SESSION QUESTIONS and ANSWERS

Question 1

Theme: Technology Readiness Level

Q: What is the Technology Readiness Level (TRL) that NATO is looking for in this capability development program?

A: For this RFI, we accept solution(s) in all states of development. Even if more mature solutions are preferred, solutions of all TRLs will be evaluated.

Please provide the TRL of your solution with the other requested information if applicable.

Question 2

Theme: AoA and Conflict Of Interest Issues

Q: We are not a manufacturer of the solution you are looking for but we can help you to do a comprehensive analysis of alternatives. What can be the best way for us offering an analysis of alternatives service for this capability development program?

A: We are looking for providers of technical solutions to all or some of the requirements described in the RFI. You have the option to just answer the questions that is applicable to your organization.

If you consider to contribute to the AoA as a potential contractor, you may send capability statements to the contracting officer and please be aware of the consequences and take the cautionary measures to prevent conflict of interest as it was stated in the RFI (Para 4.6.1).

Question 3

Theme: Scalability

- Q:** With regard to scalability, it is our understanding that pre-deployed configurations will be set to small, medium or large. Will there be a desire to scale up or down after deployment?
- A:** Yes, deployed systems must be scalable in a deployed environment to meet operational requirements.

Question 4

Theme: Solution Type

Q: Do you only looking for a single scalable solution that one fits for all?

A: An ideal solution is to have a fully scalable DCIS to support from small recce units to large operations but we recognize that this may not be technically feasible or would be too costly. So, we would accept solutions delivering light, small, medium and large DCIS as defined in the RFI.

Question 5

Theme: Architecture

Q: What kind of DCIS architecture are you pursuing? Can you elaborate on that?

A: Yes, the new equipment will integrate into the existing capability which is based on DCIS Cube architecture.

(URL: <https://dcis-cube.org/>)

Question 6

Theme: Cost Data

- Q:** It is not easy to elicit cost data with the information provided. How much detail are you expecting regarding cost data?
- A:** We recognize the difficulty of collecting cost data on the information provided. We are at a relatively early phase of a capability development program where requirements are defined at high level. Detailed information will be provided throughout the process. For now, rough order magnitude cost data will be sufficient.

Question 7

Theme: Format

Q: Some of our solution specifications don't fit survey questions. Can we provide data with a different format?

A: We welcome any supporting data/document to the survey questionnaire. However, the spreadsheet that that is enclosed to the RFI document is our main data collecting tool. We will use the answers to the survey questions for assessment. We may refer to supporting data/documents to clarify the answers if they are not clear enough for assessment.

Question 8

Theme: Solution Type

- Q:** What we understood is that you are looking for hardware solutions. We can also provide software solutions besides. Are you interested?
- A:** We are only interested in hardware solutions. NATO standard software and applications will be installed upon receipt of hardware.

Question 9

Theme: Demonstration

Q: Can we schedule a demonstration for our solution?

A: No. At this point of the process, we won't schedule any demonstration with any industry partners but you are always welcome to provide documents or links to resources such as videos, pictures which may help us to understand the solution better.

IN SESSION QUESTIONS and ANSWERS

Question 1

Theme: Current DCIS Overview

Q: Can you provide a description of what is currently in place?

A: DCIS capability provides a full range of equipment* to enable C3, including:

- Deployable Points of Presence (DPoPs) for land and afloat;
- Terrestrial WAN and SATCOM
- Handheld equipment
- Service Management and Control
- Cyber Defense
- Programmatic Management
- Lifecycle extensions to, and maintenance of, in-service equipment
- Non-CIS equipment (to include vehicles, trailers, generators, tents, shelters, etc.)

* Please see the next slide for pictures.

Overview of DCIS components



Dragonfly Tent



**Digital Line of Sight
(DLOS)**



High Frequency (HF)



**CIS Gateway Shelter
(CGS)**



**Limited Interim NRF
CIS Capability
(LINC) and
LINC-Expansion
(LINC-E)**



**ISAF Mobile CIS
Detachment (IMCD)**



Tactical Liaison Kit (TLK)



**Afloat Command Platform
(ACP)**

Question 2

Theme: Current DCIS Overview

Q: Do you want the ROM cost in Euro?

A: Yes. If you are converting from another currency you may want to state the exchange ratio and date in the comments cell on the same row with the cost figures you provide.

Next Session

DCIS AMD RFI 2nd Q&A Session

05 May 2022, Thursday

<https://attendee.gotowebinar.com/register/6730432152405590030>

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RFI URL: <https://www.act.nato.int/contracting/rfi-act-sact-22-46>



Thank you!

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