**Headquarters Supreme Allied Commander Transformation
Norfolk Virginia**

REQUEST FOR INFORMATION
RFI-ACT-SACT-22-59

This document contains a Request for Information (RFI) Call for Nation and Industry input to the NATO Open Source Intelligence Capability as part of the larger Intelligence and ISR Functional Services Capabilities Programme.

Suppliers wishing to respond to this RFI should read this document carefully and follow the guidance for responding.

HQ Supreme Allied Commander Transformation RFI 22-59 General Information	
Request for Information No.	22-59
Project Title	Request for Information (RFI) Call for Nation and Industry input to the Future NATO Open-Source Intelligence (OSINT) Capability
Due date for submission of requested information	27 May 2022
Contracting Office Address	NATO, HQ Supreme Allied Commander Transformation (SACT) Purchasing & Contracting Suite 100 7857 Blandy Rd Norfolk, VA, USA 23511-2490
Contracting Points of Contact	1. **Ms. Tonya Bonilla** e-mail : tonya.bonilla@act.nato.int Tel : +1 757 747 3575 2. **Ms. Catherine Giglio** e-mail: catherine.giglio@act.nato.int Tel :+1 757 747 3856
Technical Points of Contact	1. **LTC Kristin Arney** e-mail : kristin.arney@act.nato.int Tel : +1 757 747 3384 2. **Dr. Bianca Barbu** e-mail: bianca.barbu@act.nato.int Tel : +1 757 747 3401
All questions and requests for clarifications and submissions/responses to this RFI must be sent via email to all Points of Contact reported above (both Contracting and Technical).	

1. INTRODUCTION

1.1. Headquarters Supreme Allied Commander Transformation (HQ SACT) is issuing this Request for Information (RFI) to engage with NATO Nations and industry. The objective of this RFI is to identify emerging and/or existing capabilities related to the production of Open Source Intelligence (OSINT) in order to conduct exploratory examination of the state-of-the-art and art-of-the-possible technologies, products and services for OSINT. Identification of these capabilities will be used to support NATO Governance decision-making on Common-Funded Capability Development.

1.2. It is important to note that this NATO OSINT Capability is but one component of an ongoing and larger Capability Programme called the "Intelligence and ISR Functional Services Programme", which will encompass and integrate capabilities across multiple intelligence disciplines including Imagery Intelligence (IMINT), Human Intelligence (HUMINT), among others. Therefore, Nations and industry are highly encouraged to provide responses to this RFI if they have solutions that are relevant to the larger capability described above, in addition to OSINT-specific applications and capabilities.

1.3. This request for information does not constitute a commitment to issue a future request for proposal (RFP). The purpose of this request is to involve Nations and industry through collaboration, in and examination of future capabilities related to the NATO OSINT Capability, with a focus on commercial technologies, products, and/or services. 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. 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.

2. PROGRAMME DESCRIPTION: NATO OSINT Capability

2.1. **Programme Vision**.

2.1.1. As part of the larger "Intelligence and ISR Functional Services" Programme, the vision of an OSINT capability consists of a NATO Intelligence Enterprise equipped with the commensurate people, processes, and tools needed to organically produce and deliver OSINT-related products in support of NATO's baseline activities and current operations to maximum level of effort. The current conventional, unconventional and hybrid threats faced by NATO are both symmetric and asymmetric. An efficient and modern OSINT capability will improve the NATO Intelligence Enterprise's ability to support planning, execution, and management of operations through the provision of extensive, structured and timely intelligence information. The capability will provide increased situational awareness to NATO Commanders, complementing other existing sources of intelligence.

2.1.2. The purpose of this endeavour is to reach an improved ability to access and understand the information environment and to inform decision-making in the context of today's hyper-connected global society. NATO requires an OSINT system that combines user experience with integrated data management, predictive analytics, visual representation, and operational open-source intelligence in a single platform. The capability requires a blend of three elements: people, processes, and tools – properly trained and organized analysts using powerful and adaptive tools with a common digital platform enabled by a range of data sources and services in a coherent and informed manner.

2.1.3. More specifically, the vision under the scope of this RFI is that NATO's OSINT capability will facilitate/deliver:

- Automation within the intelligence cycle for OSINT to enable processes, activities and information management to compensate for limited work force and to increase sustainability.
- Integrated and coordinated working environment for intelligence sharing in near-real time both within the OSINT community and integrated with other collection disciplines in order to produce fused actionable intelligence.
- Access to deeper collection sources of open source information shared across the OSINT community and with other Communities of Interest with insight into fidelity of sources and information.
- Synchronized understanding of the information environment providing timely input to indications and warning to improve NATO situational awareness and responsiveness.
- Distributed information systems architecture for a scalable user base across a wide range of threat environments.

2.1.4. Additional details regarding the capability requirements are included in the attached questionnaire. A review of that document will inform prospective respondents of the capabilities that NATO is seeking.

2.2. **Programme's Current Status**.

2.2.1. At this time, a Capability Programme Plan (CPP) is currently under development, which supports the transformation of NATO's OSINT capability. This CPP aims to direct the necessary actions across the NATO-recognised lines of development including: doctrine, organization, training, materiel (including software), leadership, personnel, facilities and interoperability.

2.2.2. The CPP consists of a rigorous analysis intended to assist decision makers in the selection of a solution that offers the Alliance the most value for money. These solutions are informed by this RFI and consider the full spectrum of possible alternatives including considerations of "Adopt"-ing a solution (from Nations), "Buy"-ing (acquiring a solution from industry), or "Create"-ing (developing a solution bespoke to NATO). Options are evaluated along the lines of operational effectiveness, risk and life cycle costs.

3. ACT's Framework for Collaborative Interaction (FCI)

3.1. ACT has implemented a Framework for Collaborative Interaction (FFCI) to increase opportunities for industry and academia to contribute to ACT capability development efforts through collaborative work. Such collaboration enables HQ SACT, and NATO as a whole, to benefit from industry/academia models, advice, capabilities and experience in the course of this work. In addition to the benefits HQ SACT gains from such projects, this collaborative effort will provide industry/academia with an improved understanding of NATO's capability requirements and the associated issues and development challenges to be addressed by HQ SACT. Potential collaborative projects are on specific topics that are of mutual interest to both parties but shall be restricted to collaborations in non-procurement areas. Several mechanisms have been developed to support the initiation of collaborative projects between industry/academia and ACT ranging from informal information exchanges, workshops, studies or more extensive collaboration on research and experimentation.

3.2. Depending on the level and type of interaction needed for a collaborative project, a specific agreement may be needed between parties. The FFCI agreement for any specific project, if required by either party for the project to proceed, will range from "Non-disclosure Agreements" (NDA) for projects involving exchange of specific information to the more extensive "Declaration of Mutual Collaboration" (DOMC) to address intellectual property and other issues. No FFCI agreement is required to respond to this RFI. However, the principles underlying the FFCI initiative apply to this RFI. Extensive information on the ACT FFCI initiative can be found on the ACT web site being developed to support FFCI projects at http://www.act.nato.int/ffci.

4. REQUESTED INFORMATION

4.1. **Intent/Objectives of this RFI**.

4.1.1. This request for information is intended to give Nations and industry an opportunity to provide information that would allow NATO to identify prospective products, services, systems or sub-systems and their potential benefits to the delivery of the OSINT Capability.

4.1.2. Relatedly, NATO is seeking Nations' and industry input if they possess prospective products, services, systems or sub-systems that span multiple intelligence disciplines, particularly if those disciplines are components of a single coherent solution/system. Such information will help inform the "Intelligence and ISR Functional Services" Programme as a whole.

4.2. **Answering this RFI**.

4.2.1. The accompanying excel spreadsheet contains a series of questions regarding the information being requested in this RFI. Responses may be submitted by e-mail to the Points of Contact listed on page two of this document.

4.2.2. If needed, respondents may also submit an accompanying white paper to provide information related to their capabilities. White papers must be in MS Word or pdf format, less than 10 pages total, and the file size should not exceed 5MB.

4.2.3. The data collected in response to this RFI will be used to inform the decision regarding the acquisition strategy for elements relating to the "Intelligence and ISR Functional Services" Programme, namely the future NATO OSINT Capability.

4.2.4. To ensure understanding of NATO requirements, HQ SACT, in collaboration with NATO subject matter representatives, will host online/virtual question and answer (Q&A) sessions with interested parties. Participants will be able to enhance their understanding of the programme by asking clarifying questions to contributing NATO subject matter representatives.
- Session 1: 20 April 2022 (0800-0930 EST | 1300-1430 GMT | 1400-1530 CET), register here: https://attendee.gotowebinar.com/register/682676196269068301
- Session 2: 26 April 2022 (0800-0930 EST | 1300-1430 GMT | 1400-1530 CET), register here: https://attendee.gotowebinar.com/register/2553398473906738955

4.2.5. **Please send any clarifying questions no later than 17 April 2022 to the above-mentioned four POCs so that the appropriate answers may be prepared and briefed during the sessions**. To ensure transparency and fairness for companies, these sessions will be recorded and made available to interested parties on the HQ SACT P&C website at http://ww.act.nato.int/contracting.

4.2.6. Respondents offering potential solutions to this RFI may be invited to participate in a follow-on virtual session to further discuss the solution(s) offered.

4.2.7. Response due date: **27 MAY 2022**.

4.2.8. Questions of a technical nature about this RFI announcement shall be submitted to the above-mentioned POCs. Accordingly, questions in an e-mail shall not contain proprietary and/or classified information. Answers will be posted on the HQ SACT P&C website at http://ww.act.nato.int/contracting.

4.3. **RFI Administrative Information**.

4.3.1. Provision of data, or lack of, will not prejudice any respondent in the event that there is a competitive bidding process later as part of NATO Common-Funded Capability Development.

4.3.2. This is not a formal request for submissions as part of a procurement; it is intended to provide support to subsequent and additional in-depth survey to determine possible systems or products, which should be identified in the development of the CPP.

4.3.3. Expected Benefits to Respondents. Participants in this RFI will have the chance to share their state-of-the-art technologies and expose their products to the NATO OSINT Capability operators and subject matter experts.

4.3.4. Organizational Conflicts of Interest. Companies responding to this RFI are hereby placed on notice responding to this RFI could conceivably create an organizational conflict of interest (OCI) on a future procurement, if a future procurement were to occur within the capability development process. Companies are cautioned to consider OCI when responding to this RFI, and to consider internal mitigation measures that would prevent OCI's from adversely affecting a company's future procurement prospects. OCI's can often be mitigated or prevented with simple, early acquisition analysis and planning and the use of barriers, teaming arrangements, internal corporate nondisclosure policies and firewalls, and similar prophylactic measures. HQ SACT is not in a position to advise responding companies on the existence of OCI or remedial measures, and encourages responding companies to consult internal or external procurement and legal consultants and in-house counsel.

4.3.5. Handling of Proprietary Information. Proprietary Information, if any, should be minimised and clearly marked as such. HQ SACT will treat Proprietary Information with the same due care as the command treats its own Proprietary Information, and will exercise due caution to prevent its unauthorised disclosure. Please be advised that all submissions become HQ SACT property and will not be returned.

4.4. **Non-disclosure principles**.

4.4.1. HQ SACT will follow non-disclosure principles and possibly conclude an NDA with any companies to protect submitted information from further disclosure. As the third party beneficiary of this nondisclosure, this RFI serves to inform you of how HQ SACT plans to proceed and of HQ SACT's intent to protect information from unauthorized disclosure, requiring the third party company to protect the disclosed information using the highest degree of care that the company utilizes to protect its own Proprietary Information of a similar nature, and no less than reasonable care. This includes the following responsibilities and obligations:

4.4.1.1. The third party company receiving the information shall not, without explicit, written consent of HQ SACT:
- Discuss, disclose, publish or disseminate any Proprietary Information received or accessed under nondisclosure principles and subject to an NDA, if an NDA is concluded;
- Use disclosed Proprietary Information in any way except for the purpose for which it was disclosed in furtherance of the goals of the instant project, collaboration, activity or contract; or
- Mention the other Party or disclose the relationship including, without limitation, in marketing materials, presentations, press releases or interviews.

4.4.1.2. Exceptions to Obligations. The third party company receiving the information may disclose, publish, disseminate, and use Proprietary Information:

- To its employees, officers, directors, contractors, and affiliates of the recipient who have a need to know and who have an organizational code of conduct or written agreement with the recipient requiring them to treat the disclosed Proprietary Information in accordance with nondisclosure principles and the NDA (if executed);
- To the extent required by law; however, the company receiving the information will give HQ SACT prompt notice to allow HQ SACT a reasonable opportunity to obtain a protective order or otherwise protect the disclosed information through legal process; or
- That is demonstrated in written record to have been developed independently or already in the possession of the company receiving the information without obligation of confidentiality prior to the date of receipt from HQ SACT; that is disclosed or used with prior written approval from HQ SACT; obtained from a source other than HQ SACT without obligation of confidentiality; or publicly available when received.

4.4.2. Any response to this RFI is considered to establish consent to this process. A copy of the NDA, if or when concluded, can be provided on request.

5. Summary. This is a RFI only. The purpose of this RFI is to involve Nations and industry, through collaboration, in an examination of current and future capabilities related to the NATO OSINT Capability with a focus on the technologies and commercial products. 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. It is emphasised that this is a RFI, and not a RFP of any kind.