

RFI: RFP-ACT-SACT-23-13 Exercise Cyber Coalition 2023 Storyline Support

Reference: Q & A 1

Date of Issue: 09 February 2023

The following questions were raised with respect to subject RFP. Responses are to provide clarification.

Questions	Responses
1. Place of Performance and Travel, Article 31 states that "No infrastructure or NATO furnished equipment shall be provided to the provider, which will be responsible for all necessary tools and logistics necessary to execute the work, including handling of NATO documentation up to the classification of NATO UNCLASSIFIED." As the requirement specifies that necessary tools and logistics to execute the work shall not be provided to the provider; please clarify whether the Offeror should include and price all the network and IT hardware and software such as required ethernet switches, firewalls, IT servers, storage etc within its proposal as a separate entity? Or alternatively, can the Offeror assume that defining virtual environment requirements and capacities in detail in the proposal will be considered sufficient, and NATO will provide necessary hardware and software from their NATO's own virtual environment?	1. Defining virtual environment requirements and capacities in detail in the proposal will be considered sufficient, and NATO will provide necessary hardware and software from their NATO's own virtual environment
2. Place of Performance and Travel, Article 31 states that "No infrastructure or NATO furnished equipment shall be provided to the provider, which will be responsible for all necessary tools and logistics necessary to execute the work, including handling of NATO documentation up to the classification of NATO UNCLASSIFIED." As the requirement specifies that necessary tools and logistics to execute the work shall not be provided to the provider; please clarify whether the Offeror should include and price space, room, powering, delivery to site, site installation and commissioning requirements of necessary hardware?	2. There will be no physical delivery and installation of any hardware and equipment. The deliverables will be uploaded to a provided FTP server and installation will be coordinated remotely.
3. Enclosure 3, SEALED BID PRICE PROPOSAL, Deliverables table includes pricing entry for "Storyline Technical Design Description" as well as for "Storyline Virtualized Network". Please advise whether the Offeror should price virtualized network with all network & IT hardware and software (virtualization software like VMware or Operating Systems) that the proposes scenarios can run properly on top?	3. The Virtualized network will be hosted on a NATO owned infrastructure. The contractor will only provide the OVA files.
4. Activities and Deliverables, Article 7.b states that "The selected provider shall: Design and develop the virtualized network for the storyline by creating and configuring the segments that will host the necessary Virtualized Machine (VM) servers and services (e.g. DNS, SCADA, FTP, SMTP, DHCP). This includes the implementation of necessary scripts and malware." Please advise whether it is the Offeror's responsibility to provide the required hardware and software which virtual environment (VMs and services) components run on top?	4. The malware and scripts will be probably embedded on the OVA files you will provide. No hardware or software required.
5. Activities and Deliverables, Article 7.b states that "Test and deploy the virtualized network to NATO Cyber Range prior to CC23 execution." Please advise whether the Offeror should assume responsibility to purchase and deploy all the necessary hardware (servers, network equipment, firewalls etc) and related software as part of its responsibility and Offeror's scope of work?	5. No, it will not.
6. Milestones, Article 16 states that "Delivery of storyline virtualized network: by 15 September 2023, location ACT, Norfolk, or remotely via VTC should the works permit." Please clarify, whether delivery of virtualized network corresponds to the setting up and configuration tasks of the hardware and software which is already available in Norfolk and provided by NATO, or the Offeror should assume that no hardware and software will be available to be used from NATO resource pool and everything should be provided by the Offeror.	6. It will be NATO responsibility
7. It seems SL300 document for CC23 will be reconstructed after mutual negotiations. Are there any infrastructure and services such as SCADA, Kubernetes and Docker that we definitely want to have?	7. We don't have any particular preference.

8. What kind of network infrastructure does NATO Cyber Range offer and are there other systems such as SCADA/ICS systems physically connected? It is a Vmware based infrastructure.	8. SCADA/ICS can be arranged.
9. We assume that the system will be installed in an independent environment. How will these systems be accessed? Will the user machines access these systems from a client machine that is also served in same virtual environment or is a BYOD (Bring Your Own Device) system being considered?	9. The Training Audience will access the infrastructure remotely via VPN.
10. What is the minimum number of senior engineer required for the project?	10. There is no minimum number as long as they he/she are/is able to provide the deliverables on time.
11. Is there a desire to have both offensive and defensive methodology in place? Or is a one-way approach sufficient?	11. No preference.
12. Will licensed solutions be included in the project such as WAF/EDR/NAC?	12. If it is, will these solutions be provided by NATO? It is unlikely that it will be included, but if we will make use of such defensive capabilities, with a high degree of certainty they will be open source
13. Will the infrastructure be centralised or decentralised with different nodes? Will there be different versions of the system?	13. Centralized . Same version.
14. Could you please provide further details about what it means to be "legally authorised to operate in the United States of America" for entities interested in bidding for this RFP? Does it entail having a legal and/or physical presence in the USA, or would it aim to exclude entities which may have any legal restrictions to operate in the country (black list, etc.)?	14. Entities should ensure that its employees, who are required to work in the United States of America, have a valid work visa. Clause 30/Place of Performance specifies the location for the Exercise Cyber Coalition 2023 Storyline Support project.
15. What does "Company Bid Reference" refer to?	15. "Company Bid Reference" in the Compliance Statement (Enclosure# 1) is the bid reference created by the company.
16. Should Enclosure 3 be the template for price volume bidders are to submit final bid? Are there any additional templates for the technical volume that is required to be submitted alongside the price volume in Enclosure 3 of the NATO ACT RFP document?	16. Enclosure 3 is a template bidders should use for the price volume, there is no template for technical volume.
17. Is the 15 page restriction for documents regarding the whole company, all personnel in total, or a single personnel's CV and supporting documents?	17. 15 pages limit is exclusive CV's.
18. Can participation in past NATO Cyber Exercises, such as Cyber Coalition, be considered as "past performance" in the sense intended in Enclosure 2 of the RFP, which requires information on contract parameters from previously completed projects in similar areas? Is it possible to submit an exception to Enclosure 1, citing that this past performance was not a contracted performance, but can be verified with proof of participation from the entity who conducted the exercises	18. Yes, participation in Cyber Coalition is considered as past performance. A bidder shall deliver minimum of 2 past performance citations to show that it has successfully completed work that is similar to or directly traceable to the requirements outlined in the SOW. Enclosure 1 "Compliance Statement" refers to the RFP provisions and deviations to provisions that a bidder might suggest.
19. Please clarify the statement in 20 (a), "Necessary effort of about 4 person-month of senior engineer". We understand this statement to mean 4 dedicated senior engineers, over the course of the entire contract (from March-December). Is this correct?	19. It is not necessary as long as the milestones are respected and delivered on time.
20. In statement 22 (b), under the "other considerations" it mentioned "formal appointment of a Project Manager (PM)", would the PM be covered under the Contract?	20. The provider should provide a PM as part of their team.
21. We need clarification and see that the volume is 15 pages – is that inclusive of entire proposal, to include cost, resumes and other peripherals?	21. CVs are exclusive of the 15 page limit.

22. Do you have any structural preference for how the Proposal Volume is delivered?	22. No, there is no structural preference for the technical proposal.
23. Does the 4 person-month assumption mean 4 person-months total at 4 person-months * 160 hours per month = 640 hours? Or does it mean 4 persons-per-month x 160 hours per month x 10 month POP = 6400 hours?	23. We don't have a specific recommendation for that, you just need to be able to deliver the project on time.
24. How large have previous environments been for similar NATO training exercises? For example, number of VMs, number of end points, number of network devices, number of services provide, and number of users "on keyboard" for the training?	24. Generally, we have about 30 replicated network segments with ~10 VMs for each one. Each network segment will be connected through a router/firewall. Up to 300 users
25. Does 7.c. "Test and deploy the virtualized network" mean physically bringing VMs to the NATO Cyber Range and installing them in that environment?	25. No. The VMs will be uploaded to a FTP server and then deployed configured in collaboration with NATO personnel.
26. Where is the NATO Cyber Located? Will the contractor have remote access to the Range?	26. The NATO Cyber Range is in Estonia, remote access to the range will be ensured.
27. Does the government provide the licenses required to build the VMs (e.g. Windows) or is that the responsibility of the contractor?	27. It is the contractor responsibility.
28. Are the Past Performance Information Forms part of the Technical Volume? Are these. If so, is there a page limit?	28. Yes, they are part of the technical volume. Please submit 2 past performances using the template provided.
29. Are the CV/Resumes part of the Technical Volume? If so, is there a page limit?	29. CVs are exclusive of the 15 pages limit.
30. Is the contractor expected to coordinate the participation of the event attendees? What interaction is the contractor expected to have with the participants prior, during and after the event?	30. The contractor is not expected to coordinate the participation to the event, it will be NATO responsibility. The contractor will not have any interaction with the participants.
31. Is Enclosure 1, Compliance Statement, to be included with the Technical or Cost PDF?	31. Compliance Statement can be included in the Technical or in the Price volume.
32. Is Enclosure 2, Past Performance Information to be included with the Technical or Cost PDF?	32. Yes, Compliance Matrix is to be included in the Technical Proposal.
33. We assume Annex B, Compliance Matrix, is to be included with the Technical PDF? Please confirm.	33. Yes, Compliance Matrix is a part of the Technical Proposal.
34. Has the location for the Cyber Event been determined? Will the contractor be required to travel to the event?	34. It will be in Tallinn and no travel to the event is required. The travel mentioned in the SOW is about the participation for a presentation to one of planning conferences only in case it is required.
35. Given that initial questions are due by February 10 and the proposal is due on February 20, 10 days after, would you consider an extension of one week to February 27th for the submission? Thank you in advance, we are trying to get the best quality response to you.	35. Due to the tight schedule, we do not accept any requests for closing date extension.
36. rfp023013.pdf, page 12: <<(approximately 1,000 participants)>> Is this the number of participants who are expected to be taking active part to exercise, e.g. logging in into the platform and conducting the investigation, at one time? What is the target audience, in other words how is this group of 1,000 participants going to be composed?	36. There are different groups participating to the exercise with different responsibilities. In terms of technical investigation probably the number is below 500.
37. rfp023013.pdf, page 13, item 7.a: << This design shall fulfil training objectives and be consistent with the exercise scenario.>> What exactly are these objectives and the exercise scenario?	37. The training objectives and the overall scenario for the exercise are not finalised yet at this stage. The awarded contract will be informed on due time.
38. rfp023013.pdf, page 14: <<The incumbent will be expected to provide, deploy and support the technical challenge that will form the basis of ACT storyline (SL300),	38. SL300 it is only one of several storylines that are included in the exercise. The

based on ACT inputs. Briefing and supporting material will also be expected.>>. Is the delivery of the exercise also in the scope of this SoW or not? Is that what "support the technical challenge" means? In other words, do we need to put NATO in the conditions to deliver the exercise by themselves, or will we be delivering it jointly?	provider will be only responsible of provide technical support to SL300. NATO will deliver the exercise.
39. rfp023013.pdf, page 16, item e: <<Have the clearances and infrastructure necessary to work with documentation>> What is the documentation platform?	39. The documents will be stored and shared on a Sharepoint server managed by NATO.
40. rfp023013.pdf, page 18, item 30: <<No infrastructure or NATO furnished equipment shall be provided to the provider,>> Please confirm the scenarios will be hosted at the NATO Cyber Range infrastructure. If that's the case, why this requirement? It seems to be stating the opposite.	40.It will be hosted in the NATO Cyber Range
41. What is the scope of AC/322-D(2021)0032? Will NATO infrastructure be used to deliver the final scenario?	41. Yes.
42. If all the security controls defined in AC/322-D(2021)0032 have to be complied with, then this would make it very difficult to deliver effective scenarios, where systems that are purposely vulnerable by design must be included. Is it correct to assume certain assets that will be part of the range scenario will be exempted from the security requirements depicted in AC/322-D(2021)0032 ?	42.Yes
43. Do all participants have to participate concurrently? Can the exercise be run repeatedly with 10-20 participants at a time?	43.The exercise will run concurrently for all the participant that will be divided in different network segments according to their Nation. Generally for each segment there could be 10-20 investigators.
44. What is the target duration of the exercise? (Example, team of 10 investigators take 3 hours to complete 90% of exercise)	44. The Exercise will run for 5 days (10 hours a day)
45. Are there any architectural parameters? Example, traditional vs cloud assets, VM vs physical systems, OT vs IT	45. There is no additional parameters
46. rfp023013.pdf, page 14, item 7a: Regarding the 'conversation with ACT SMEs', are these conversations to be a set of one on one interviews with contractor and SME, a design workshop with contractor and SMEs, or other?	46. The ACT SME regularly meet the provider during the design, development and delivery of the project.
47. rfp023013.pdf, page 14, item 7: What is the virtualization solution to be deployed on? e.g. VMWare, OpenStack, KVM	47. VMware
48. rfp023013.pdf, page 14, item 7: What is the orchestration solution and / or third party cyber range platform to be deployed on? e.g. Ansible, Terraform, SimSpace, Cyberbit, KYRO, RHEA CITEF, Immersive Labs	48. Ansible
49. rfp023013.pdf, page 14, item 7: Who will provide the licenses for any for Operating Systems and Applications needed during the development phase?	49. It will be contractor responsibility.
50. rfp023013.pdf, page 19, item 32: Is travel to be billed as Time and Expenses at the time of travel, or should travel expenses be estimated and included in the price?	50. There is no Travel requirement. If participation of the contractor will be deemed needed at one of the planning conference, NATO will be responsible to pay for the travel.
51. Does NATO retain attain all intellectual property to scenarios developed during this engagement?	51. Yes