

RFI:

RFP-ACT-SACT-23-32 – Market Survey of Cyberspace Operations

Reference:

Q & A #1

Date of Issue:

18 May 2023

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

Questions	Responses
<p>1. Timeline: While five months for the period of performance is realistic and achievable (June – October), some suggested milestones seem too ambitious based on our experience for this type of engagement across NATO and the allied MODs, agencies and their respective NATO Delegations. Milestone 1 (3 July 2023), in particular, is highly challenging considering the survey to be conducted. While our trans-Atlantic network across NATO will enable acceleration, this is still quite ambitious to guarantee the Nations respond in a timely manner – even with ACT’s authentication and support.</p> <p>1a. Are we authorized to suggest other milestones?</p> <p>1b. Are you able to elaborate more on what is driving the urgency of these timelines so that we can adjust our level of effort upwards to meet your needs?</p> <p>1c. Additionally, is there a minimum number of industry and separate MOD survey responses required as this could also influence the timeline?</p>	<p>1a. Yes, as needed. In view of this valid comment, ACT intends to update the milestones as follows: Draft market survey #1 (by 17 July 2023); Draft market survey #2 (by 28 August 2023); Final market survey (by 06 November 2023); POP from 20 June to 6 November 2023.</p> <p>1b. This study needs to feed other ACT products/engagements due in 2023.</p> <p>1c. No, but a wide variety of responses is desirable to increase the quality and completeness of the study.</p>
<p>2. Final Report: Can you confirm if the final report and all work will be unclassified? Given the subject matter it is likely that some content may be classified at higher than NU level. The classification level drives the discussion, trust and engagement with MODs.</p>	<p>2. We confirm that the study will be unclassified.</p>
<p>3. Estimated effort: How should we interpret the notion of 3 person-month of senior engineer, please clarify. Additionally, based on our experience previously at NATO and within industry, 3 person-month of a senior engineer should be increased to also include a junior resource to assist. We seek flexibility within our NATO security-cleared team shape to maximise quality.</p> <p>3a. Also, are the NATO rates for a senior engineer published, and if so, can we get a copy?</p>	<p>3. The provided estimate is only an indication. The estimation of effort required to complete the works in the scope of this SoW is the sole responsibility of the bidding contractors.</p> <p>3a. Cost calculation components are not disclosed.</p>
<p>4. HQ NATO ACT intends to award a firm fixed price contract to the lowest price technically compliant bidder; however, would NATO consider best value to de-risk and potentially improve the final report quality?</p>	<p>4. The approved HQ SACT acquisition evaluation method will not be changed after publication. The basis of contract award for this requirement was determined to be lowest price technically compliant and will remain</p>