

RFP:

RFP-ACT-SACT-23-44 - Political Military – Assisted Decision Making (PM-ADM) Proof of Concept/Demonstrator

Reference:

Q & A #3

Date of

14 June 2023

Issue:

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

Questions	Responses
1. Will we be given access to users, if so how often and what types of users?	1. Yes, they have not been identified yet but will come from our stakeholders across the NATO. After an initial overview/training on the demonstrator, they will use the system and provide feedback. They will be available via phone and email if further contact is needed by developers.
2. The scoring criteria are focused on experience of delivery, how will the technical proposal be scored?	2. In accordance with Annex B of the RFP.
3. Will a hosting environment be provided beyond the 6-month PoC period? If so, what are its attributes?	3. The system will be hosted on the offerors environment until 31 Dec 2025. If it were desirable to extend past that date, a contract modification would be necessary.
4. How many proposals will be taken through each phase?	4. This is a single award to one supplier for all phases.
5. Who will set thresholds for POC - will we have a NATO user to help agree thresholds for PoC.	5. The NATO ACT team will set thresholds with stakeholder input.
6. Do we need to consider all of NATO borders covering all NATO nations or representative elements of the border to inform options for year 1 and year 2?	6. All borders on the European continent.
7. Can we use COTS?	7. Yes.
8. Can we use OSS?	8. Yes.

<p>9. Will any data feeds be provided by NATO (i.e. pre-licensed, pre-authorized)?</p>	<p>9. No.</p>
<p>10. Will legal cover be provided by NATO for the acquisition of content where terms of use may not permit it?</p>	<p>10. No. HQ SACT does not control the activities of a contracting company's employees. If NATO or its agents direct a use or acquisition, then NATO would be responsible.</p>
<p>11. Page 5: Section 11: Content of Proposal: "(e) Provision of technical and price volumes;"</p> <p>Will NATO please provide clarification on what is meant by "provision" in the referenced text?</p>	<p>11. "Provision" means the contents of a Price Proposal and a Technical Proposal.</p>
<p>12. Page 9: Enclosure 2: Past Performance: "References may be submitted in lieu of past performance"</p> <p>Will NATO please provide clarification on the difference between past performance and references? Is the same information asked for on Enclosure 2 required for both references and past performance?</p>	<p>12. A company will provide past performance on similar project if it has done this type of work before. If a company has not done this type of work before but is employing employees that have done this type of work before than provide references for the employees that have done this work before.</p>
<p>13. Page 10: Enclosure 3: Price Proposal: It is understood that pricing must be submitted in the format of Enclosure 3. Does NATO want the "proposal cover page" of this document on a separate cover page or should the price proposal be formatted exactly as provided in Enclosure 3?</p>	<p>13. HQ SACT request that a company submit the Price Proposal exactly in accordance with Enclosure 3.</p>
<p>14. Page 12: Annex A-1: Introduction: "Following the 2019 Crisis Management Exercise (CMX) and the North Atlantic Council's (NAC) 2019 Away Day event... a capability to assist decision making at the strategic political-military level for the NAC to reach consensus in less time than seen in the CMX 2019."</p>	<p>14. No, as they are classified.</p>

<p>Is NATO able to provide additional insight or documentation on the PM-ADM impactful findings discovered during CMX 2019? What, if any, are the baseline comparable data-gathering metrics from the CMX 2019?</p>	
<p>15. Page 15: Annex A-4.c. (3): Tasking and Deliverables, Part 4.c. (3) - Reference Databases: Annex A, Section 4.c.3 specifies a list of reference databases. Is every source listed required? And do the sources need to be ingested and incorporated into the access/visualization, or do they need to be integrated completely with the other data sources (e.g. social media, broadcast media)?</p>	<p>15. Yes, although some databases may contain multiple aspects on the list. The data needs to be ingested and available to be linked to data from other sources as it is ingested.</p>
<p>16. Page 16: Annex A-4.h. (3): Tasking and Deliverables, Part 4.h. (3) - Use Case: Part 3 of Annex A Part 4.h - Use Case ends in an incomplete sentence. Will NATO please complete the sentence in this requirement:</p> <p>"New data in the graph may be improved by the graph inferencing over the data. That is, the graph makes logical connections between data aspects to actually increase the amount and quality of the data in the graph. This process may be enhanced by"</p>	<p>16. Please see Amendment 1 published on the ACT Website. https://www.act.nato.int/opportunities/contracting/rfp-act-sact-23-44/</p>
<p>17. Page 21: Annex B: Requirements Matrix: Are Prospective Bidders permitted to use the experience and qualifications of subcontractors and subcontract staff?</p>	<p>17. Companies are allowed to submit proposals inclusive of support from subcontractors (or partner's dependent on the prime's relationship) as it's an internal business decision. HQ SACT will only engage with the prime contractor. Reference section 4 "Eligibility" for additional details.</p>
<p>18. Page 21: Annex B: Requirements Matrix: "Individuals' résumés will be measured against each of the criteria specified below in order to ascertain whether the individuals have adequately qualifications to be considered compliant"</p>	<p>18. It is for key staff only and may be appended to the end.</p>

<p>NATO mentions resumes in the Annex B, but does not state in the RFP that resumes are required. Will NATO please identify where in the proposal it wants resumes placed, and for whom resumes should be provided (i.e. key personnel only, all proposed staff, etc.)?</p>	
<p>19. Page 21: Annex B: Requirements Matrix: "Valid NATO SECRET-level security clearance is required for key personnel attending/providing briefings at SACT HQ."</p> <p>Are Key Personnel required to possess a current NATO Secret Clearance or must they possess a member nation Secret Clearance and be able to obtain a NATO clearance upon award?</p>	<p>19. Key personnel are expected to hold a NATO Member nation clearance that can then be converted to a NATO clearance upon award.</p>
<p>20. Page 21: Annex B: Requirements Matrix: How many Key Personnel is NATO requiring?</p>	<p>20. It is up to the offeror to specify the number of key personnel.</p>
<p>21. General: Are Prospective Bidders required to have CMMI, SOC, ISO, etc. certifications? If so, what level? If so, are subcontractors also required to have these certifications?</p>	<p>21. CMMI Level 3 and ISO 9001 current series.</p>
<p>22. General: Are Prospective Bidders permitted to utilize subcontractors? If so, what, if any, restrictions apply to use of subcontractors?</p>	<p>22. Companies are allowed to submit proposals inclusive of support from subcontractors (or partner's dependent on the prime's relationship) as it's an internal business decision. HQ SACT will only engage with the prime contractor. Reference section 4 "Eligibility" for additional details.</p>
<p>23. General: Is there a proposal page limit?</p>	<p>23. No, the offeror shows its mastery of the subject by a proposal that is efficient and effective. Excess length is not an enhancement.</p>
<p>24. The RFP guidance does not specify what is expected to be provided in the technical volume, its length, or specific factors for evaluation. In section 11 RFP does</p>	<p>24. The offeror is to provide their technical solution to the RFP, especially paragraph 4: tasking and deliverables in sufficient detail to evaluate against other proposals. Offerors may use the template of the SOW for their technical proposal if they choose.</p>

specify the following for the content to be submitted:

(a) A table of contents for the entire proposal

(b) The bidder's full name, address, Point of Contacts, Telephone, Fax number, Internet site

(c) Compliance statement (See Enclosure #1)

(d) Past performance (See Enclosure #2); references will be accepted in lieu of past performance

(e) Provision of technical and price volumes

(f) Compliance matrix (See Annex B to Statement of Work).

For item e. it is clear what must be provided in the price volume as a clear template is provided, but it is not clear what is the expectation for the technical volume.

Is it possible to provide some clarity on this?

With the lack of guidance, it will be hard to get comparable volumes from participants, as one may choose to send you 100 pages of technical documentation while another only a snippet of project management approach.

Since technical volume is 70% of evaluation, we want to make sure we provide you the right information for evaluation.