

Subject:

**IFIB-ACT-SACT-24-28 NEXGEN M&S MULTI-DOMAIN OPERATIONS
(MOD) COMMON SYNTHETIC ENVIRONMENT (CSE)
DEMONSTRATION**

Reference:

Q&A #1

Date of Issue: **15 May 2024**

The following questions were raised with respect to subject **IFIB-ACT-SACT-24-28 NEXGEN M&S MULTI-DOMAIN OPERATIONS (MDO) COMMON SYNTHETIC ENVIRONMENT (CSE) DEMONSTRATION**. Responses are to provide clarification.

Questions	Responses
1. Is there a minimum font type size for the proposal?	1. Arial, 12 font.
2. Is there a maximum page count limit for the technical proposal, or for the technical section within the full technical proposal document?	2. Yes – 30 pages or less.
3. What sort of relevant discount schedule does NATO typically receive, or even prefer, that benefits both the proposer/bidder and NATO?	3. NATO typically receive a discount schedule of NET 30. However, offerors may promote an additional discount schedule.
4. DEMO DAY TIME ALLOCATIONS: For the "Provide a demonstration of the vendor's solution within a vendor created vignette" as described in the Tasking and Deliverables section, can you specify the expected duration for part 'b' of the demonstration, including any subsequent question and answer period and discussion of recommended next steps?	4. See below to answer both questions. Part 'b' has an allotted time of 6.5 hours, this includes demonstration and questions and answers. It is not expected for the company to have a 6.5-hour demo but this is the maximum time allowed for showing their product and taking questions.
5. DEMO DAY TIME ALLOCATIONS: Given the full business day allotted for the demo, how should the time be distributed between the presentation, demonstration, Q&A, and any concluding remarks?	5. Planned daily time- 0830 – 1730 (subject to change). Allocated 90 Minutes for the presentation. 1 hour for lunch. 6.5 hours for the company to use for the DEMO to include Q&A. Assumption is DEMO will take at least 4 hours.
6. TECHNICAL SETUP & REMOTE PARTICIPATION: We understand that up to three persons will be physically present for the demo. Can you confirm whether the demonstration room will be equipped with a broadband Internet connection and high-resolution projection or LCD screen suitable for executing simulations remotely ("in the cloud") and displaying them locally? This setup is	6. The rooms will have either a projector or LCD screen. The rooms will have broadband internet connection. Hybrid onsite and remote brief is acceptable

crucial as we plan to have a split team with 1-2 modelling and simulation (M&S) expert's onsite and 1-2 M&S experts operating the software remotely. Please confirm if this hybrid onsite-remote execution model is acceptable.	
7. EVALUATION & ACCEPTANCE CRITERIA FOR DEMONSTRATION: Regarding the Enclosure 5, Sealed Bid Price Proposal, which lists "Demonstration of Capability" as the sole line item for this firm-fixed-price (FFP) IFIB, could you provide detailed acceptance criteria for this demonstration?	7. See Annex B. The demonstration capabilities shall be assessed if it supports all the criteria listed in Annex B.
8. EVALUATION & ACCEPTANCE CRITERIA FOR DEMONSTRATION: Given the complexity and ambition of demonstrating a Next Generation Modelling & Simulation (M&S) Multi-Domain Operations (MDO) Common Synthetic Environment (CSE), why does the IFIB not include intermediate work tasks or milestones to ensure quality assurance (QA) and proper alignment with NATO's objectives throughout the project's progression?	8. As stated in the IFIB we are looking for readily available off the shelf capability that can demonstrate MDO in a CSE.
9. BUDGET RANGE FOR IFIB AWARD: Given the complexity and the broad scope of the demonstration described under the single line item "Demonstration of Capability" in a firm-fixed-price contract, could NATO provide a non-binding rough estimate of the budget floor and ceiling for this IFIB award? (This information would help ensure that the proposals submitted are both realistic and aligned with NATO's expectations regarding the scale and scope of the solution being sought for the Next Generation Modelling & Simulation (M&S) Multi-Domain Operations (MDO) Common Synthetic Environment (CSE) capabilities. Providing this budget range could also help in scaling the solutions proposed to meet the financial expectations and constraints of the project).	9. NATO does not provide a budget range. It is expected that the offeror will submit their competitive cost proposal.
10. Realistic ability to coordinate necessary international travel based on time between NATO IFIB award and 8 June estimated travel date: If Bids can be accepted up to 12 June 2024, and the end of the PoP for the 1-Day Demo = 19 July 2024, which will require physical travel planning, approximately when is NATO planning the IFIB Award Date?	10. NATO anticipates contract award in June 2024.

11. Are firms required to have a Declaration of Eligibility from the Department of Commerce to bid this opportunity?	11. Eligibility requirements are stated in section 4 of the Bidding Instructions. A Declaration of Eligibility is however encouraged.
12. How many team members can we bring to the demo, noting that you will only provide travel costs for up to 3 people?	12. NATO will reimburse travel for up to 3 personnel but a maximum of 5 personnel is authorized for the demonstration.
13. How much time is available for the practical demo after the initial 90 min overview?	13. See 4 & 5 above
14. The document includes 5 enclosures (excluding the Statement of Work). Where completed enclosures 1, 2, and 3 should be placed in our proposal?	14. Enclosures should be attached to the Technical Proposal.
15. The document includes 5 enclosures (excluding the Statement of Work). Are enclosures 4 and 5 to be included in the price proposal and if so can they be combined as a single signed document (they seem to be duplicative)?	15. Enclosures 4 and 5 are the Price Proposal and should be combined into a single PDF document.
16. Please clarify how ACT is expecting the demo to be delivered. In particular: <ul style="list-style-type: none"> • Only in-presence (the demo locally run at ACT premises by vendor's personnel on vendor's equipment) • Remotely via a network infrastructure (Vendor's personnel in presence using the network connection to run the demo from a remote server) 	16. Demo will be conducted at Virginia Modelling, Analysis & Simulation Center (VMASC) (Suffolk, Virginia USA). The vendor can run its demonstration on local system at VMASC or via the internet, or a combination of both (Hybrid approach). There will be internet connection in the room, but presenter must be here locally.
17. - Our solution for this demo is subject to French export control, in that case and in order to realize a demonstration in July at Norfolk Virginia, it will be very complicated to grant an authorization from our national representative. In that case, we would like to know if it can be acceptable to: Realize an online demonstration? Invite you to our premises in Gennevilliers France to see the demonstration?	17. Yes, a company present the demo from an online source but a representative must be present VMASC. Thank you for the invitation, but there will be NO NATO travel for these demos.
17. In addition to the NATO-supplied materials and services noted in section 10 of the bid invitation, will an internet connection for contractor computers be available?	18. Yes, there will be internet connection available.

18. Given the NATO-supplied materials listed, is the intent for all demonstrations to be displayed on a screen via projector? What is the resolution of the projector (i.e., 1280x1024, etc.)?	19. The demonstrations will be displayed on screens via projectors and lowest resolution is 1080p.
19. Page 15, Enclosure 5 (Mandatory Price Proposal Format): RFP states travel reimbursement will be negotiated for up to a 3-person demonstration team. Is a larger demo team permissible, or is the demonstration team restricted to a maximum of 3 personnel?	20. NATO will fund travel for 3 personnel however companies may choose to bring a maximum of 5 for the demo.
20. Page 15, Enclosure 5 (Mandatory Price Proposal Format): Based on the instructions travel cost will be negotiated post award. We may have other costs to propose besides labour, such as equipment, supplies, etc. for the demo? Can these costs be included in our proposal or should it be labour only?	21. Other costs can be included. All costs are to be submitted as a total cost for the demonstration. It is not required to submit a cost breakdown.
21. Page 18, Enclosure 6 (Statement of Work) c. Scope – Cyberspace Domain: RFP defines cyberspace capabilities and effects closer to “Electromagnetic Spectrum Operations” (EMSO). Typically, cyberspace capabilities are defined as Computer Network Attack/Exploitation/Defence (CNA, CNE, CND), and Global Information Grid Operations (GIGO). Is NATO interested in including both EMSO and cyberspace capabilities (CAN/CNE/CND/GIGO) or strictly EMSO?	22. The company should include BOTH in its technical proposal.
22. Page 21, Enclosure 6 (Statement of Work) 10. Furnished Materials & Services: RFP mentions facilities available but does not include network connectivity. Is commercial Wi-Fi available? If not, can the contractor supply a cellular service hot spot and is there sufficient signal reception to do so?	23. Wired network connection is available. Wi-Fi is available but bandwidth is not assured.
23. Page 21, Enclosure 6 (Statement of Work) 12. Security Consideration for the Deliverables: RFP states all work will be unclassified. What are the considerations for U.S. Government “Controlled Unclassified Information” or CUI, previously known as "For Official Use Only" (FOUO)? Controlling government agencies are more likely to permit sharing of CUI data and software if it will be protected from further release/dissemination.	24. Classifying the deliverable as CUI is acceptable.

<p>24. Throughout IFIB-ACT-SACT-24-28: There are references to Annex A - Technical Proposal Assessment throughout the IFIB, but no Annex A is provided. There is an Annex B: Grading Matrix, pages 22-23. Please provide a copy of Annex A or clarify the references for Annex A and B.</p>	<p>25. The references to Annex A is for the Grading Matrix. Amendment 1 to the IFIB changed the Annex B to Annex A.</p>
---	---