

Title: IFIB-ACT-SACT-25-01 Capability Development Management Support (CDMS)

Reference: Q&A #1

Date of Issue: 11 OCT 2024

The following questions were raised with respect to subject **IFIB-ACT-SACT-25-01-Capability Development Management Support**. Responses are to provide clarification.

Questions	Responses
1. Incumbents/LCATs: Is there an incumbent for this work? If by LCAT, are there incumbents for the 10 LCATs listed in the solicitation?	1. These are new labour categories and therefore there are no incumbents for this work.
2. Clearances: Are National SECRET clearances sufficient at the time of bidding? If so, will these clearances be migrated to NATO SECRET after the award?	2. Yes, a minimum of a National Secret Clearance is required at the time of bidding. The National Clearance will be migrated to NATO SECRET clearance after award.
3. Technical Proposal Content: Based on Enclosure 1: "Proposal Content / Checklist," the fifth item listed is "Technical Proposal." Could you please provide more details on what this should contain, including the required length and specific content? Specifically, is the technical proposal the background/resume of each key personnel in detail and is the "list of key personnel" just a list of their names?	3. This is the company information, past performance, background, resume, etc.
4. Past performance submissions: Should the past performance submissions be company-wide, or should they be based on the individual experiences of the key personnel we are submitting for these labor categories (LCATs)?	4. Past performance should demonstrate how the company has delivered services related to the SOW. The CV will be used to demonstrate the past performance of the individual proposed.
5. Location: Can NATO please clarify whether off-site/remote delivery is supported for any of the 10 LCATs in this solicitation?	5. No offsite work is supported with these categories. Please see Page 2 of the IFIB and Annex A for each of the positions.
6. Requirements Matrix - Points for Scoring; With the experience requirements, NATO gives a point system based on years' experience. For example, LABOR CATEGORY #8 – JUNIOR (DATA SCIENCE) CTR SUPPORT TO PM – ADM CAPABILITY DEVELOPMENT states: Proven work experience as a Data Scientist, Data Analyst or a similar role in the last two years. 2+ years – 6 - 20 Points Less than 2 years – 1 - 5 Points How is NATO calculating the points given for each year" experience that is 2+?	6. Points will be calculated based on time, type and scope of the experience. Detailing the depth of experience in this area is necessary to achieve the highest points.

<p>7. Requirements Matrix - Points for Scoring; With the education requirements, NATO gives a point system based on education requirement. For example, LABOR CATEGORY #7 BMD/IAMD Contractor states:</p> <p>University or Military College degree in either IT Engineering or Computer Science, or Communications, or Economics, or Business Administration or another related discipline.</p> <p>No – 1 point Yes – 2-5 points</p> <p>What is the determining factor that NATO is using to give 5 points vice 2 points, for example, for the degree requirement?</p>	<p>7. Five points will be reserved for the degree fields identified in the matrix. Other related disciplines will be given 2-4 points depending on how closely they are related to the requirements.</p>
<p>8. Reference: MPV Pricing Workbook, Columns K-P.</p> <p>Why are some of the cells greyed out for specific labor categories during specific contract years? Is NATO indicating that the period of performance for these positions will end and no longer be on contract as of the indicated grey cells?</p>	<p>8. Yes - Each labour category has its own period of performance, and we have identified those with a shorter expectation by greying the cells. No pricing is required in that instance.</p>
<p>9. Please advise if partial bidding is allowed for IFIB ACT SACT 25-01. IFIB page 4 lists "partial bidding is allowed" while page 8 lists "Partial awards are not authorized."</p>	<p>9. Partial Bidding is allowed.</p>
<p>10. Do all positions require a secret clearance?</p>	<p>10. Yes, as stated in the compliant section of all position require an active NATO or National SECRET (or higher) security clearance.</p>
<p>11. Do any of the positions have personnel currently performing in that role?</p>	<p>11. These are new labour categories and therefore there are no incumbents for this work.</p>
<p>12. Labor Category #9, 8. in the Annex B Requirements Matrix shows a Minimum of two 3 years... Can you please confirm that 3 years is the minimum years required?</p>	<p>12. The minimum of 3 years working in a national defence organization, a multinational organization or, ideally, NATO Command or Force Structure.</p>