

bRFI:

RFI-ACT-SACT-25-12-Innovation Continuum

Reference:

Q&A #1

Date of Issue:

2/3/2025

The following questions were raised with respect to subject **RFI-ACT-SACT-25-12-Innovation Continuum**. Responses are to provide clarification.

Questions	Responses
1. Can you please clarify the scope of the requested ROM Price Estimate in Section 4.4 of the RFI; is this ROM intended to cover the estimated price for participation in all four phases of the 2025 Innovation Continuum? Or is the ROM intended to cover system and/or product costs at a quantity of 1 for other purposes?	ROM is only specified to help with the selection of the most economic solutions when assessing their military applications overall value. This RFI is not intended to lead to a procurement and offers participation to Innovation Continuum events where companies have an opportunity to present to NATO Enterprise and NATO Nations their innovative solutions in military context. The cost of participation/travel is on RFI responders and ACT will not funding it.
2. Are we correct in assuming that the requirement of “a technical description and technical architecture diagram of the proposed implementation” excludes companies that do not offer a technical solution portfolio (e.g. products, software, SaaS) matching the requirements? By extension, would a company that offers consulting services on technological implementation and architecture be excluded, if it cannot offer a technical solution per se	The Innovative Solutions that go beyond technology are welcome as long as they can demonstrate significant benefits for NATO’s Military Instrument of Power.
3. What is the overall NATO budget allocated for procuring technologies / innovative projects under 2025 Innovation Continuum?	No resources will be allocated to Industry/Academia under the 2025 Innovation Continuum. This initiative should be looked at as pre-procurement engagement.
4. What is the expected RFP timeline (i.e., estimated time of solicitation)? Have you developed a series of phases for reviewing technologies / innovative projects (e.g., connected with the SPARK, IGNITE, GLOW, and SHINE Events throughout this calendar year)?	The 2025 Innovation Continuum consists of a series of events rather than a formal RFP process. No RFP will be issued, but will operate following the principles defined under ACT’s Framework for Collaborative Innovation (FFCI).
5. What is the likely pathway for contracting for technologies / innovative projects under 2025 Innovation Continuum (e.g., Firm Fixed Price, Labor Hours?) We	The SPARK, IGNITE, GLOW, and SHINE events will serve as key milestones in this process. During these events, we will identify and plan potential projects. This will be a structured

believe that FFP would be optimal for future RFPs to facilitate best-in-class technologies / innovative projects under 2025 Innovation Continuum.	journey, beginning with planning and moving towards experimentation, with the possibility of creating realistic scenarios to test and refine innovative solutions. All the above will be executed without any contracting tools.
6. Would it be possible to engage with programmatic leads from HQ SACT to better understand the procurement process as well as key challenges and desired use cases for technologies within MDO, CUIP, DT?	There will be no procurement process. However, engagement opportunities will be available through the planned events within the 2025 Innovation Continuum.
7. What types of technologies / innovative products fall under the scope of this RFI (e.g., products / assets vs. business processes, consulting models)?	The scope of this RFI is to include technologies and innovative products related to MDO (Multi-Domain Operations), CUIP (Critical Undersea Infrastructure Protection), and DT (Digital Transformation) , with a particular focus on Emerging and Disruptive Technologies (EDT) and Multi-Domain Autonomous Vehicles . Business processes and consulting models are not the focus of this initiative.
8. For future procurements, will there be hard restrictions / security requirements that respondents should be aware of?	Innovation Continuum is a request for information and not a procurement.
9. Is it permissible to propose multiple technologies / innovative projects under one RFI response, or should respondents submit multiple responses (i.e., one for each discrete technology / innovative project) to NATO HQ SACT?	It is permissible for the same company to submit three different proposals for MDO, CUIP, and DT in a single email. However, each proposal should be clearly separated and detailed to ensure proper evaluation. Innovative Solutions will be assessed individually, and there might be more than one under each of the key main themes (MDO, CUIP, DT)