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NORTH ATLANTIC TREATY ORGANISATION

HEADQUARTERS SUPREME ALLIED COMMANDER TRANSFORMATION
7857 BLANDY ROAD, SUITE 100
NORFOLK, VIRGINIA, 23551-2490

REQUEST FOR PROPOSAL

RFP-ACT-SACT-25-50

AMENDMENT 2

ENHANCING NATO'S SPACE-BASED SURVEILLANCE: SMART INDICATORS AND WARNING BROAD AREA DETECTION AND MARITIME DOMAIN AWARENESS

Bidding Instructions

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BIDDING INSTRUCTIONS

1. General

This is a Firm Fixed Price deliverable contract in accordance with the HQ SACT General Terms and Conditions; Contract Award is contingent upon funding availability; Partial bidding is not allowed.

HQ SACT GENERAL TERMS AND CONDITIONS DATED 03/13/2024 ARE APPLICABLE TO THIS PROCUREMENT AND CAN BE LOCATED ON THE ACT WEBSITE AT WWW.ACT.NATO.INT/CONTRACTING UNDER CONTRACTOR INFORMATION.

2. Classification

This Request for Proposal (RFP) is a NATO UNCLASSIFIED document.

3. Definitions

- (a) The “Prospective Bidder” shall refer to the entity that has indicated thereon its intention without commitment, to participate in this RFP.
- (b) The term “Bidder” shall refer to the bidding entity that has completed a bid in response to this RFP.
- (c) The term “Contractor” shall refer to the bidding entity to whom the contract is awarded.
- (d) The term “Contracting Officer” designates the official who executes this RFP on behalf of HQ SACT.
- (e) “Contracting Officer’s Technical Representative” or “COTR” is the official who is appointed for the purpose of determining compliance of the successful bid, per the technical specifications.
- (f) The term “HQ SACT” shall refer to Headquarters Supreme Allied Commander Transformation.
- (g) The term “ACT” shall refer to Allied Command Transformation.
- (h) The term “NATO” shall refer to the North Atlantic Treaty Organisation.
- (i) The term “days” as used in this RFP shall, unless otherwise stated, be interpreted as meaning calendar days.

4. Eligibility

This RFP is open to governmental or commercial entities:

- (a) Established in a North Atlantic Treaty Organisation Alliance member nation.
- (b) Working in the required field and legally authorised to operate in the country or countries in which this contract is to be performed at the time of bidding.
- (c) **Which have** performed the desired past performance including size, cost and scope, as described in this RFP.

- (d) Who agree that all proposed key personnel on this requirement will be citizens of a NATO member nation.
- (e) Who, if considering sub-contracting, will ensure that companies and associated personnel also adhere to the above
- (f) Proposing Operational Security and Informational Security mitigations to obfuscate NATO requirements and AOIs as well as associated outputs

5. Duration of Contract

- (a) The contract awarded shall be effective upon date of award.
- (b) **Period of Performance: (UPDATED)**
 - 1. **Base Period: Award date, estimated 10 Jun 2025 – 31 Dec 2025**
 - 2. **Option 1 Period: 01 Jan 2026 – 30 Jun 2026**

Option period shall be exercised at the sole discretion of the HQ SACT Contracting Officer, based on ACT assessment on satisfactory work performance and ACO assessment on operational performance, availability of funding, and ongoing evolving operational requirements.

6. Exemption of Taxes

In accordance with the agreements, (Article VIII of the Paris Protocol, dated 28 August 1952) goods and services under this contract are exempt from taxes, duties, and similar charges. The Contractor remains liable for all taxes levied on the Contractor and on Contractor's employees, to include responsibilities to report and withhold and/or disburse income tax on payments to Contractor's employees. See paragraph 14 of HQ SACT's General Terms and Conditions for provision in its entirety.

7. Amendment or Cancellation

- (a) HQ SACT reserves the right to amend or delete any one or more of the terms, conditions, or provisions of the RFP prior to the date set for bid closing. A solicitation amendment or amendments shall announce such action.
- (b) HQ SACT reserves the right to cancel, at any time, this RFP either partially or in its entirety. No legal liability on the part of HQ SACT shall be considered for recovery of costs in connection to bid preparation. All efforts undertaken by any bidder shall be done considering and accepting, that no costs shall be recovered from HQ SACT.

8. Bidder Clarifications

- (a) Prospective Bidders should seek clarification at their earliest convenience. Any explanation regarding the meaning or interpretation of this RFP, terms, clause, provision, or specifications, shall be requested in writing from the Contracting Officer. The Contracting Officer must receive such requests for clarification no later than 3 (three) calendar days prior to the bid closing date.

- (b) In lieu of a bidders' conference, HQ SACT invites bidders to submit initial technical questions **no later than 19 May 2025**.
- (c) Information in response to all inquiries / requests for clarification to a prospective bidder shall be furnished to all prospective bidders at <http://www.act.nato.int/contracting> as a Question-and-Answer addendum. All such addendums and any necessary solicitation amendments shall be incorporated into this RFP. Oral Interpretations shall not be binding.

9. Bid Closing Date

Bids shall be received at HQ SACT, Purchasing and Contracting Office, **no later than 30 MAY 2025 at 0900 hours, Eastern Time, Norfolk, Virginia, USA**. No bids shall be accepted after this time and date. **No hard copy proposals will be accepted.**

10. Bid Validity

Bids shall remain valid for a period of one hundred and twenty days (120) from the applicable closing date set forth within this RFP. HQ SACT reserves the right to request an extension of validity. Bidder shall be entitled to either grant or deny this extension of validity. HQ SACT shall automatically consider a denial to extend the validity as a withdrawal of the bid.

11. Content of Proposal

The company description of the technical proposal shall be limited to 10-15 pages.

A table of contents for the entire proposal:

- (a) The bidder's full name, address, point of contacts, telephone, fax number, and website;
- (b) Compliance statement (See Enclosure #1)
- (c) Past performance (See Enclosure #2); references will be accepted in lieu of past performance;
- (d) Provision of technical and price volumes;
- (e) Compliance matrix (See Annex B to Statement of Work).

12. Proposal Submission

- (a) Proposals shall be submitted electronically in two separate PDF documents; One containing the Technical Proposal and one containing the Price Proposal, each emailed separately to:
- (b) Technical Proposal: hqsact.techproposal@nato.int
- (c) Price Proposal: hqsact.priceproposal@nato.int
- (d) Email subjects shall include the solicitation information along with company name (for example: RFP-ACT-SACT-25-50_Tech_ABC Inc. / RFP-ACT-SACT-25-50_Price_ABC Inc.). Allow sufficient time in your submission should you encounter email size challenges.

- (e) **Price proposals shall be in U.S. Dollar currency.** Contractor may request payment post award in alternate currency based on agreed conversion rate.
- (f) Prices shall be on a Firm Fixed Price Basis and include any relevant discount schedule.
- (g) No oral bids or oral modifications or telephonic bids shall be considered.
- (h) It is the ultimate responsibility of a prospective bidder prior to submission that all proposal submissions are reviewed to ensure they meet the technical, contractual and administrative specifications and that offers meet the limitations and expressed conditions.

13. Late Proposals

- (a) It is solely the bidder's responsibility that every effort is made to ensure that the proposal reaches HQ SACT prior to the established closing date and time. Only if it can be unequivocally demonstrated that the late arrival of the bid package was the result of NATO staff negligence (mishandling) shall the bid be considered.
- (b) A delay in email exchange due to the server or size restrictions does not constitute a delay by NATO.

14. Bid Withdrawal

A bidder may withdraw their bid up to the date and time specified for bid closing. Such a withdrawal must be completed in writing or facsimile, with attention to the HQ SACT Contracting Officer.

15. Bid Evaluation

- (a) The evaluation of bids and determination as to the responsiveness and technical adequacy or technical compliance, of the products or services requested, shall be the responsibility of HQ SACT. Such determinations shall be consistent with the evaluation criteria specified in the RFP.
- (b) HQ SACT is not responsible for any content that is not clearly identified in any proposal package.
- (c) Proposals shall be evaluated and awarded based upon the proposal that represents the best value to NATO. The following factors are considerations:
 1. Successful administrative submission of bid packages as requested paragraph 11, as listed in this RFP.
 2. Successful determination of compliance with mandatory criteria. (Compliant/non-compliant)
 3. Technical factors / pricing factors rated the following: **Technical / Price = 70/30**
 4. Acceptance of HQ SACT General Terms and Conditions.

16. Proposal Clarifications

During the entire evaluation process HQ SACT reserves the right to discuss any bid with the order to clarify what is offered and interpretation of language within the bid, to resolve in potential areas of concern.

17. Award

- (a) HQ SACT intends to award a **firm fixed price deliverables contract** to the Offer or whose proposal represents the **Best Value** offer to NATO. Partial awards will not be considered.
- (b) HQ SACT will collect information from references provided by the Offer or in regard to its past performance. Contractors must provide authorization to contact references.
- (c) HQ SACT reserves the right to negotiate minor deviations to the listed General Terms and Conditions to this RFP.
- (d) HQ SACT reserves the right to award option period(s) at the time of the initial award.
- (e) This award is pending additional approvals and funding availability.

18. Communications

All communication related to this RFP, between a prospective bidder and HQ SACT shall only be through the nominated HQ SACT Contracting Officer. Designated contracting staff shall assist the HQ SACT Contracting Officer in the administrative process. There shall be no contact with other HQ SACT personnel regarding this RFP. Such adherence shall ensure Fair and Open Competition with equal consideration and competitive footing leverage to all interested parties.

19. Points of Contact:

(PLEASE INCLUDE ALL BELOW ON ALL CORRESPONDENCE)

Catherine Giglio	Contracting Officer	757-747-3856	catherine.giglio@nato.int
Jessica Pilla	Contracting Officer	757-747-4414	jessica.pilla@nato.int
Laurent Munter	Contracting Officer	757-747-3861	laurent.munter@nato.int

Enclosure 1: Proposal Content / Checklist

PROPOSAL CONTENT / CHECKLIST

Table of Contents

- Bidder's name, address, POC, Contact numbers, email address.
- Compliance Statement.
- Past Performance (including References).
- Technical Proposal.
- Price Proposal
- Compliance matrix (See Annex B to Statement of Work).

Enclosure 2: Compliance Statement

COMPLIANCE STATEMENT TO SEALED BID RFP-ACT-SACT-25-50

It is hereby stated that our company has read and understands all documentation issued as part of RFP-ACT-SACT-25-50. Our company proposal submitted in response to the referenced solicitation is fully compliant with the provisions of RFP-ACT-SACT-25-50 and the intended contract with the following exception(s); such exemptions are considered non-substantial to the HQ SACT solicitation provisions issued.

<u>Clause</u>	<u>Description of Minor Deviation</u>
-----	-----
-----	-----
-----	-----
-----	-----
-----	-----

Company: _____ Signature: _____

Name & Title: _____ Date: _____

Company Bid Reference: _____

Bidder's proposal must be based on full compliance with the terms, conditions and requirements of the RFP and all future clarifications and/or amendments. The bidder may offer variations in specific implementation and operational details provided that the functional and performance requirements are fully satisfied. In case of conflict between the compliance statement and the detailed evidence or explanation furnished, the detailed evidence/comments shall take precedence/priority for the actual determination of compliance. Minor or non-substantial deviations may be accepted. Substantial changes shall be considered non-responsive.

Enclosure 3: Past Performance Information Form

(Company is required to submit minimum of one – references may be submitted in lieu of past performance).

PAST PERFORMANCE INFORMATION FORM

Contracting Entity for which prospective bidder performed:

Contract No:

1. Type of Contract (Firm Fixed Price, IDIQ, Requirements):
2. Title of Contract:
3. Description of Work Performance and Relevance to Current Acquisition (Type of facility, capacity, estimated patronage, summary of staff used):
4. Contract Dollar Amount:
5. Period of Performance:
6. Name, Address, Fax and Telephone No. of Reference:
7. Indicate Whether Reference Acted as Prime or Sub-contractor:
8. Comments regarding compliance with contract terms and conditions:
9. Complete Contact Information for client:
10. Permission to contact client for reference: Yes/ No

Name/Signature of Authorized Company Official

This Enclosure is designed to assist the respective company provide HQ SACT with all necessary documents/information required. For clarification, please refer to Bidding Instructions in part 1 of subject solicitation.

Enclosure 4: Price Proposal**SEALED BID PRICE PROPOSAL****SUBJECT: RFP-ACT-SACT-25-50**

Proposed rates must be fully “loaded” [G&A, O/H, etc.], however they must not include per diem (meals & lodging) and travel. Travel (and related expenses) will not be covered under this contract but handled separately in accordance with the ACT Financial Manual.
<https://www.act.nato.int/images/stories/budfin/afm24.pdf>

Price proposal subject to contract award review shall be for base period for performance only. Option periods, if exercised, shall be priced once deliverables have been clearly identified. Similar pricing structure/strategy with fair market increase is expected for option periods and option period pricing is subject to fair and reasonable price determination.

Please find on behalf of (**Insert: Company Name**) to provide HQ SACT with services (collectively referred as “ITEMS”), subject to the provisions, terms and conditions stated in RFP-ACT-SACT-25-50 and the “**Insert: Company Name Price Proposal**”, submitted in accordance with solicitation provisions.

UPDATED TABLE

FULL DELIVERABLES TABLE FOR PRICING					
CLIN	Deliverables: Base Period (Date of Award – 31 Dec 2025)	Due date	Qty	Unit Price (in USD)	Total Price (in USD)
1	Weekly Status Report ¹	Weekly	29	\$	\$
2	Monthly Summary Report	Monthly	6	\$	\$
3	Monthly Subscription (Indication and Warning)	Monthly	6	\$	\$
4	Monthly Subscription (Broad Area Detection)	Monthly	6	\$	\$
5	Monthly Subscription (Maritime Domain Awareness)	Monthly	6	\$	\$
CLIN	Deliverables: Option Period 1 (1 Jan – 30 Jun 2026)			Total Base	\$
6	Weekly Status Report	Weekly	26	\$	\$
7	Monthly Summary Report	Monthly	6	\$	\$
8	Monthly Subscription (Indication and Warning)	Monthly	6	\$	\$
9	Monthly Subscription (Broad Area Detection)	Monthly	6	\$	\$
10	Monthly Subscription (Maritime Domain Awareness)	Monthly	6	\$	\$
				Total Opt 1	\$
			Grand Total Price		\$

¹ The Report needs to include a weekly summary of provided I&W and additional status report on the system itself (outages, maintenance, issues and problems related to a proper delivery of I&W).

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Please verify and acknowledge propriety of above, by duly completing signatures below.

Authorizing Company Official:

Printed Name: _____

Position: _____

Title: _____

Authorizing Company (Signature): _____

Date: _____

Company Name Witness Official:

Printed Name: _____

Position: _____

Title: _____

Witness (Signature): _____

Date: _____

Annex A STATEMENT OF WORK (SOW)

ENHANCING NATO'S SPACE-BASED SURVEILLANCE: SMART INDICATORS AND WARNING BROAD AREA DETECTION AND MARITIME DOMAIN AWARENESS

1. INTRODUCTION

The dynamically evolving global security environment requires the Alliance to seek indicators and warnings of threats across its Area of Responsibility and Interest (AoR/I). NATO is exploring different methods to fill this requirement. Concurrently, the rapid civilian advancement in space has made this capability more accessible than ever before.

The ability to conduct broad area surveillance is required for the Alliance operations to support NATO's increased territorial responsibility. New commercial services can today provide relevant automated Artificial Intelligence (AI) Broad Area Surveillance Enhanced Indicators and Warnings (I&W) and related information **on Maritime Domain Awareness (MDA)**. NATO seeks to contract such services by June 2025.

2. BACKGROUND AND SCOPE OF WORK

- a. **Background.** The purpose of this project is to deliver a transformational solution that provides an Artificial Intelligence (AI) enhanced analytics service to deliver Broad Area Surveillance and Enhanced Indicators and Warnings (I&W) and **related information on MDA**. It uses automated Machine learning AI algorithms to produce daily activity warnings **within SACEUR AOR/I** accessed via an unclassified web-enabled dashboard. The shareable nature of the output is critical in gaining an understanding of the narrative in the information domain. This service will provide near-real time tipping alerts where unexpected or unusual activity happen over the area of interest.
- b. **Scope of Work.** The work in this SOW consists of a **resilient and flexible (all weather, day and night, 24/7, mitigations/counter-measures against adversary aggressive behaviors including cyber-attacks, jamming and dazzling)** service which includes the following:
 - Provides Machine Learning AI-trained **analytics with access to sufficient levels (preferably >5 years)** of **comparable archived** imagery to reliably determine any infrastructure, activity, life pattern, change detection on broad areas.
 -
 - Automatically processes daily imagery scan of any point on earth to provide data analytics for designated areas of interest (AOI).
 - Indication and warnings are tailored according to the end user needs to inform **on activities such as, but not limited to:**
 - Movement related to but not limited to troops & equipment
 - Activities related to but not limited to airfields, ports
 - Alerts related to military infrastructure activity levels
 - Alerts related to energy production and mining operations
 - Alerts related to behaviors at covert/hybrid and dual-use commercial facilities
 - Movement of strategic assets as related to industrial recapitalization

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- Alerts related to supply chain and manufacturing activity
- Alerts related to vehicle depots and storage sites
- Alerts related to maritime monitoring
- Alerts related to Emergency Management and Disaster Response

3. TASKINGS

Site monitoring: Selected sites to be identified at award.

Airfield detections in selected bases: to be identified at award.

Broad Area Change detection monitoring: a minimum of 100,000 square kilometers (sqkm) over Areas to be identified at award.

Maritime Domain Awareness: minimum of 1.5 million sqkm. Areas to be identified at award.

No.	Tasks
1	Deliver to NATO an early indicators and warning tool derived from a persistent space-based surveillance constellation of areas of interest.
2	Provide service via a web-enabled dashboard and email alerts. The dashboard is browser-based, requiring no specialized hardware or software—only an internet connection—ensuring accessibility and ability to download across NATO’s operational environment: <ul style="list-style-type: none"> a. NATO users able access dashboard 24/7 b. Multiple users able to access the dashboard
3	Provide a minimum daily revisit rate of the entire designated AOR/I
4	Provide advanced analytics that clearly presents recognition of infrastructure or activity changes, trends and anomalies from both current and historical data (operational and strategic) within 6 hours of collection.
5	Must be Day Zero employment ready.
6	Must be delivered via a stand-alone system.
7	Provide a dedicated point of contact to support ongoing data delivery, adapt the platform based on NATO’s evolving requirements, and ensure alignment with mission-critical objectives.
8	System must have historical data for forensic purposes and robust AI/ML training & testing.
9	This row is intentionally left blank
10	Provide daily change detection in the totality of the Areas of Interest (AOI), driven by user criteria, and deliver alert within 6 hours of image capture.
11	Provide near real time I&W of activity on a minimum of 70 discrete sites within the on user defined sites in AOR/I
12	Provide near real time aircraft activity I&W at a minimum of 100 user defined airfields on user defined airfield in AOR/I
13	Provide daily Broad Area change detection I&W over the totality of the AOR/I
14	Provide daily Maritime Domain Awareness detections for dark shipping and illegal trans-shipments within the totality of the defined AOR/I and deliver alert within 6 hours of image capture

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No.	Tasks
14a	Provide Vessel position, heading, length, width, and Vessel classification
14b	Provide detection of Vessel bunkering
14c	Provide detection of Vessel spoofing
14d	Provide AIS transmission information
15	Deliver sharable insights that can be used by decision-makers.
16	Provide imagery access available via the web enabled dashboard: Contractor will provide access to imagery along with monthly visual basemaps as a foundational layer delivered to the web based geospatial dashboard. Contractor will collaborate closely with NATO analysts to tailor the interface and capabilities to mission-specific requirements. For instance, functionality to export and download data in various formats (CSV, KML, KMZ, Shapefile, GeoJSON, GeoParquet, etc.) can be incorporated based on analyst needs. Feedback from NATO users will directly inform updates, ensuring the platform evolves to support emerging mission demands and analytical workflows.

4. NATO PROVIDED RESOURCES INCLUDE:

- a. NATO will provide feedback to support monitoring site definition, MDA area, and change detection area.
- b. NATO will provide Contractor with list of users for access to platform within three (3) days of contract award
- c. NATO will provide specific sites for airfield/aircraft monitoring and activity monitoring within three (3) days of contract award.
- d. NATO reserves the right to change the site monitoring of discrete sites for pattern of life changes.
- e. NATO reserves the right to change the focus of the change detection service.
- f. NATO reserves the right to change the selection of airfields.

5. SCHEDULE OF DELIVERABLES:

Post-award:

1. Starting week 2:

Access to the dashboard will be **granted** within two (2) weeks of contract award, based on a list of named users provided by NATO.

2. Starting week 3: Contractor will provide secure access to the geospatial dashboard for all named NATO users. Concurrently, daily Maritime Domain Awareness (MDA) and aircraft detection data will begin flowing to the platform.

3. Starting week 3: Change detection analytics will be delivered to the platform, enabling users to identify and track significant developments within Areas of Interest (AOIs) and airfields.

4. Starting week 3: The initial monitored sites will receive daily observation updates, along with a retrospective **historical** patterns-of-life analysis to support strategic assessment and operational context.

Weekly Status reports and Monthly Summary reports will be coordinated (format, content, etc) and provided to identified NATO Technical Representatives.

6. CONTRACTOR PERFORMANCE REQUIREMENTS

- a. Deliver to NATO a **resilient** early indicators and warning tool derived from a persistent space-based surveillance constellation of areas of interest.
- b. Have a **resilient** daily revisit rate of more than 100 million sqkm that entirely includes the designated **area of responsibility (AOR)**.
- c. The bidder shall demonstrate that the collection basing has a daily revisit rate of more than 1.5 million sqkm over the designated Maritime Domain Awareness area of interest (AOI).
- d. System must have **sufficient** historical data of daily images over the entire AOR (**preferably >5 years**) for robust AI/ML training & testing.
- e. System must have **sufficient** available historical daily data of the entire AOR of images (**preferably >5 years**) for forensic purposes.
- f. Provide daily change detection in the totality of the Areas of Interest (AOI), driven by user criteria, and deliver alert **within 6 hours** of image capture.
- g. Provide near real time I&W of activity on a minimum of 70 **user defined** discrete sites within **AOR**
- h. Provide near real time aircraft activity I&W at a minimum of 100 user defined airfields within the defined **AOR**
- i. Provide Broad Area change detection I&W over the totality of the AOI
- j. Provide daily Maritime Domain Awareness detections for dark shipping and illegal trans-shipments within the totality of the defined AOIs and deliver alert **within 6 hours** of image capture
- k. Must be **Day Zero** employment requiring no integration costs or authorities to operate; delivered via web-based service
- l. Must be delivered via a stand-alone system/service requiring no additional software or hardware (web-based Service)
- m. System must deliver no later than June 2025

7. TRAVEL: Travel is not required.

8. SECURITY CONSIDERATIONS FOR THE DELIVERABLES: **End to end encryption, firewalls, requester obscuring.**

9. PLACE OF PERFORMANCE: Work under this contract will be conducted at the contractor's premises, including virtual meetings as necessary.

10. Acceptance Criteria:

Acceptance criteria for the task includes but is not limited to the following criteria. The supplier and the Contracting Officer's Technical Representative (COTR) in coordination with the user will determine the content of the identified deliverables as determined in paragraph 3 Taskings. The COTR will review and confirm the acceptance of the deliverables. Company responsiveness and timeliness of deliverables is required.

COTR will confirm within 5 days from receipt the acceptance of the delivery service in accordance with the requirements specified. If it is determined that the service is not acceptable, the Contractor will have 5 days to remedy those deficiencies.

11. Contractor Performance Requirements and Reporting

The COTR shall be assigned by the Contracting Officer. The COTR shall provide direction, guidance, and support information as needed for all technical and content areas of the SOW. The COTR shall:

- a. Resolve outstanding disputes, problems, deficiencies, and/or questions on the technical aspects of the SOW.
- b. Review (and approve) all Contractor duties for completeness and accuracy.
- c. Review the Contractor's work monthly at a minimum, or more often if needed.

The COTR's written approval of work reported, and deliverables submitted is mandatory for Contractor invoices to be successfully processed. The COTR shall receive a letter of appointment from the Contracting Officer that describes in detail his roles and responsibilities to which he shall sign formal acceptance.

12. Personnel Required for Statement of Work - Not Applicable

13. Export Controls

Bidders are reminded that it is their responsibility to determine the applicability of national export controls prior to bid submission. For example, a Technical Assistance Agreement (TAA) may be required for US companies when contracting with organic NATO entities such as HQ SACT. For additional information, please consult HQ SACT's General Terms and Conditions.

14. Proof of Past Performance

The contractor is to provide a minimum of two past performance citations (for work within the past three years) to show that it has successfully completed work that is similar to or directly traceable to the requirements outlined in this SOW.

Annex B Requirements Criteria Matrix

Contractor technical proposal will be assessed based on criteria mentioned in the following table. HQ SACT reserves the right to conduct technical discussions with contractor. Ultimately, companies shall clearly demonstrate by providing unequivocal explanation to where and how it meets the criteria set forth in this solicitation. The Contractor must demonstrate their experience and expertise in the subject matter, in which will be graded in accordance with the Grading Matrix.

A score of “0” in any of the criteria categories will result in the bidder’s proposal as being “Technically Non-Compliant.”

A minimum total technical score of 70 points is required to adequately meet the requirement for this solicitation. A proposal with a minimum total technical score of less than 70 points will be graded as “Technically Non-Compliant.”

SER	CRITERIA	COMPLIANT/ NOT COMPLIANT
A	The bidder (and possible sub-contracting entities) is headquartered in one of the NATO Countries with proposed candidates (as applicable) that are citizens of and resident in NATO nations (Nationality must be provided and any secondary or dual citizenship clearly specified).	
B	The bidder is to provide a minimum of two past performance citation (for work within the past three years) to show that it has successfully completed work that is similar to or directly traceable to the requirements outlined in this SOW.	
C	Provide near real time Indications and Warning (I&W) of activity on user defined sites within the AOR	
D	Provide near real time aircraft activity I&W at a minimum of 100 user defined airfields within the AOR	
E	Provide Broad Area change detection I&W over the totality of the AOI	
F	The bidder shall demonstrate that the collection basing has a daily revisit rate covering a minimum of 100 million sqkm that entirely includes the designated AOR	
G	The bidder shall demonstrate that the collection basing has a daily revisit rate covering more than 1.5 million sqkm over the designated Maritime Domain Awareness AOI	
H	The bidder must demonstrate day zero employment requiring no integration costs or authorities to operate; delivered via web-based service with no additional software or hardware requirements.	

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SER	CRITERIA	RANGE	SCORE COMPLIANT (Out of 100 pts) ²
1	The bidder shall demonstrate day and/or night all weather capability	10 points for all weather and day and night 5 points for daytime coverage	
2	The bidder shall demonstrate access to a constellation to cover a daily revisit of the entire NATO AOR/I. A score of zero in this category is non-compliant	Covering less than 80 % - 0 points covering 80 -90% – 1-10 points Covering 90 – 100% – 11-15 points Covering more than 100% – 16-20 points	
3	The bidder shall demonstrate that the system has a minimum of 3 years of historical data of daily images over an AOR (preferable +5 years) for robust Artificial Intelligence/Machine Learning (AI/ML) training & testing. A score of zero in this category is non-compliant	Less than 3 years: 0 points Between 3-5 years: 1 – 15 points More than 5 years: 16-20 points	
4	The bidder shall demonstrate that the system has a minimum of 3 years of historical daily data of the entire AOR of images (preferable +5 years) for forensic purposes. A score of zero in this category is non-compliant	Less than 3 years: 0 points Between 3-5 years: 1 – 15 points More than 5 years: 16-20 points	
5	The bidder shall demonstrate the ability to provide daily change detection in the totality of the AORI, driven by user criteria, and deliver alert within 6 hours of image capture. A score of zero in this category is non-compliant	Less than 2 hours: 10 points Between 2-4 hours: 4-9 points Between 4-6 hours: 1-3 points More than 6 hours: 0 Points	
6	The bidder shall demonstrate daily Maritime Domain Awareness detections for dark shipping and illegal trans-shipments within the totality of the defined AOIs and deliver alert within 6 hours of image capture. A score of zero in this category is non-compliant	Less than 2 hours: 10 points Between 2-4 hours: 4-9 points Between 4-6 hours: 1-3 points More than 6 hours: 0 Points	
7	Provide advanced analytics that clearly presents recognition of infrastructure or activity changes, trends and anomalies from both current and historical data (operational and strategic) within 6 hours of collection. A score of zero in this category is non-compliant	Less than 2 hours: 10 points Between 2-4 hours: 4-9 points Between 4-6 hours: 1-3 points More than 6 hours: 0 Points	
	Max score: 100 points		

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