

Subject: **RFP-ACT-SACT- 25-64/ Artificial Intelligence Support to NATO Modeling and Simulation Life Cycle**

Reference: **Q&A PART 1**

Date of Issue: **5 August 2025**

3. The following questions were raised with respect to subject RFP-ACT-SACT- 25-64/ Artificial Intelligence Support to NATO Modeling and Simulation Life Cycle Development. Responses are to provide clarification.

Questions	Responses
1. Could you kindly confirm whether this initiative represents a new undertaking, or Is there an incumbent contractor currently providing these services? If yes, please provide us with the contract details.	1. No, this is a new initiative.
2. To what extent is the Contractor expected to complete the Compliance Matrix in Annex B	2. It is not mandatory but self-scoring is encouraged.
3. Can M&S software or simulation tools be used solely to generate synthetic data for training or validating AI/ML models, provided those tools are not included in the final M&S lifecycle implementation?	3. No M&S established software shall be used during the project.
4. If NATO intends for M&S tools to be excluded even from synthetic data generation, can NATO clarify what mechanisms are expected or permitted for training and evaluating AI/ML components under this Proof of Concept, given that modern AI workflows typically require either real-world or simulated data to learn meaningful behaviors?	4. It is up to the contractor's conceptual description of use of AI/technologies to support the M&S lifecycle, however not already established M&S solution shall be used.
5. Can the bidder use the proof of concept to demonstrate that AI/ML is not yet viable for automating specific phases of the M&S lifecycle provided the limitation is clearly documented and technically justified?	5. Yes
6. Can bidders leverage existing AI capabilities already developed for NATO use so long as they were not originally designed for modeling and simulation and are not themselves simulation engines, Computer Generated Forces (CGF), or templated M&S models?	6. AI capabilities are allowed, if not containing already created or templated models.

<p>7. Can bidders propose to focus AI enabled automation on selected phases of the M&S lifecycle either at the proposal stage or during the early Concept phase if accompanied by a clear rationale (greatest value impact of AI, maturity level of AI, etc.) for that descopeing decision?</p>	<p>7. All phases of the M&S lifecycle should be considered. If any phase omitted, then clear articulation and demonstration how AI overlap the phase needs to be provided.</p>
<p>8. What level of autonomy is NATO expecting to see demonstrated during the proof of concept; full end-to-end, or selective automation with clearly defined human-on-the-loop elements?</p>	<p>8. It is solely up to the contractors' conceptual description. However, maximum achievable level of automation is expected.</p>
<p>9. Can NATO clarify the intended level of fidelity implied by "closed loop simulation with stochastic features"?</p>	<p>9. Level of fidelity cannot be specified now; it will be given with the problem domain description taking into the consideration the contractor's Conceptual Description of the M&S LC automation with AI.</p>
<p>10. Will NATO evaluate Annex B scoring based on technical feasibility and innovation within each phase, or is equal weight implicitly expected across all phases of the lifecycle regardless of maturity or AI applicability?</p>	<p>10. All phases will be given equal importance in the scoring. All depends on contractor's innovative approach to use AI.</p>
<p>11. RFP Section 11: Are there margin or font requirements (e.g., type and/or size) for the proposal?</p>	<p>11. No such requirement.</p>
<p>12. RFP Section 11: Will the customer clarify the requirements for the Company Description portion of the technical volume?</p>	<p>12. There is no requirement as to what should be in the company description, however it should not exceed 10 pages.</p>
<p>13. RFP Section 11: Will the customer clarify the requirements for the technical volume response - is it solely the completion of Annex B?</p>	<p>13. The technical volume should reflect how the company will complete the deliverables; Annex B is provided to notify the companies on how the proposals will be graded.</p>
<p>14. RFP Enclosure 3: Is there a maximum number of past performance forms which can be submitted for past performance?</p>	<p>14. No there is no maximum.</p>
<p>15. RFP Section 11 and Enclosures 1 and 3: The Table of Contents for the checklist specifies Past Performance (including references) while Section 11c and Enclosure 3 state that references will be accepted in lieu of past performance. Will the customer confirm that the minimum requirement for submission is one (1) Past Performance Information Form (Enclosure 3).</p>	<p>15. A minimum of one (1) past performance is required, which can be a reference in lieu of providing past performance.</p>

<p>16. RFP Section 12: The proposal is to be submitted in two PDF files, will the customer confirm that parts (a) bidder information, (b) compliance statement, (c) past performance, and (e) compliance matrix are to be included in the technical volume PDF?</p>	<p>16. Please include in the technical volume.</p>
<p>17. RFP Section 12: Will the customer confirm that the only submission requirement for the price volume is the completion of Enclosure 4?</p>	<p>17. Yes.</p>
<p>18. Is travel to Virginia expected? Should this be taken into account in the supplier's commercial submission?</p>	<p>18. Travel is not expected for this requirement. However, if it is required, it will be handled separately, not to be included with the deliverable.</p>
<p>19. Could you please provide preliminary information on the nature or thematic focus of the problem area to be provided in Phase 2 (e.g. logistics, operational planning, cyberspace)?</p>	<p>19. It will fit into the context of operational level decision making supporting current NATO or close future MDO operations. Detailed problem statement will be selected after clear understanding of the contractor's conceptual description of M&SLC and AI involvement.</p>
<p>20. Does HQ SACT have specific preferred AI approaches or technologies in mind for automating parts of the M&S lifecycle (e.g. large language models, reinforcement learning, knowledge graphs, ontology-based reasoning)?</p>	<p>20. No, there are not preferred AI related methods, tools or technologies to be used in automation of M&S lifecycle.</p>
<p>21. What TRL (Technology Readiness Level) is expected for the final demonstrator? Should the solution only be at the concept level or is a working prototype (e.g. TRL 5-6) expected?</p>	<p>21. TLR above 5 and 6 is not expected.</p>
<p>22. Are there any special requirements for the execution environment of the PoC (e.g. air-gapped, NATO networks, secure cloud)?</p>	<p>22. Ther are no special requirements regarding the execution environment.</p>
<p>23. As the M&S domain is very complex in the individual phases, the structure of solution paths for the individual phases is also complex. Can it be assumed that a proof of support must be provided in each phase during the project term using AI, or is the schematic theoretical preparation of all phases desired and only individual phases are desired by a solution TRL 1-3 or higher?</p>	<p>23. All depends on the contractor's conceptual description of M&SLC and AI and other related technologies involvement. The generic M&SLC illustrates currently known phases. Contractor's conceptual description needs to explain if and why some phases are not anymore needed.</p>

<p>24. Is it assumed that test data from historical scenarios will be provided to ensure verification of the contractor's solution approaches? If so, how is this test data classified?</p>	<p>24. There will not be provided any data from NATO regardless the level of classification. Only problem domain description will be given, as per SER# 2 Desing activity at page 15.</p>
<p>25. In the document, proposal content/checklist is given as table of contents. Bidders are expected to submit two seperate PDF documents: technical and price proposals. Which content item should be included in which PDF document?</p>	<p>25. Include the checklist in the technical proposal submission.</p>
<p>26. Regarding past performance information, should reference project be in the scope of AI usage in Modelling & Simulaton exactly or AI project in other scope also accepted? Can this reference project be a R&D project i.e. shall not have a contract with any customer etc.?</p>	<p>26. Use the past performance which aligns closest to the scope of the work defined in the RFP.</p>
<p>27. We cannot understand exactly how to fill Annex B – Requirements Matrix or if we should fill. There are “items” and “criteria” parts. Perhaps those tables will be scored by committee according to the technical information and solution within proposal?</p>	<p>27. It is not mandatory to fill out Annex B, it is provided to give companies an idea of how the proposals will be graded. It is incumbent upon bidders to identify how their proposal submission meets the requirements outlined in Annex B.</p>
<p>28. In the RFP-ACT-SACT-25-64 it states, “The company description portion of its technical proposal shall be limited to 10 pages.” Can you help me understand what sections in the technical proposal are considered “company description”?</p>	<p>28. Company description is to provide an overview of the company and not directly related to the scope of the project within the RFP. The company description portion shall not exceed 10 pages, however the technical proposal is not bound to this page restriction.</p>
<p>29. Page 5 specifies a 10-page limit for the company description portion of the technical proposal. Does this limit apply to the entire technical proposal, or only to the company description section? If the latter, are there additional page limits for other sections of the technical proposal?</p>	<p>29. Company description is to provide an overview of the company and not directly related to the scope of the project within the RFP. The company description portion shall not exceed 10 pages, however the technical proposal is not bound to this page restriction.</p>
<p>30. The proposal content/checklist includes the Bidder's name, address, POC, contact numbers, and email address in addition to the Technical, but on page 5 the Bidder's information is listed within the Technical. Please confirm where this information should be provided.</p>	<p>30. Please include the proposal checklist in the technical portion of the submission. This includes the bidder's information.</p>
<p>31. In Annex B Requirements Matrix, SER numbers 10-16 are asking for offerors to describe an approach. Is this meant to be the 10-page technical volume?</p>	<p>31. Yes, however the 10 page limit is simply for the company description. There is no page limit to the technical volume.</p>

32. Is the Past Performance item on the Proposal Content/Checklist the Past Performance Information sheet or are offerors allowed to provide a narrative in addition to Enclosure 3?	32. Either submit past performance or provide references.
33. Does the Government intend for offerors to include a narrative to substantiate SER 7-9 in the Past Performance Information Form?	33. Yes
34. Is there a page limit for Enclosure 3 Past Performance Information Form?	34. No
35. Is there a maximum amount of Past Performance Information Forms an offeror can submit?	35. No
36. Is this a new requirement or based on an existing contract?	36. This is a new requirement
37. If this is an existing contract, will you please provide the contract number?	37. This is a new requirement
38. Are offerors to provide their own labor categories or is there a mapping we ought to follow?	38. This is a deliverable based contract.
39. How does the Government intend to award points to offerors showing experience if the point values for the last five years are points 6-10?	39. Only Ser #8 and 9 requires experience in the last 5 years. Points will be awarded based on several factors including type, number of studies/projects and relevance.
40. The Requirements Matrix is listed in Enclosure 1 Proposal Content/Checklist as part of the submission. Are offerors to self-score and submit the scores as part of the submission package?	40. Self-scoring is not required.
41. In the Enclosure 1 checklist, the last item is the Compliance matrix. It states "(See Annex B to Statement of Work)". The Statement of Work is Annex A. Please clarify what is meant by "(See Annex B to Statement of Work)."	41. Annex B is the grading matrix which refers to the SOW, which is Annex A.

42. How does the Government differentiate between military M&S (SER 7) and analytical M&S (SER 8)?	42. SER #7 seeks for years of experience in M&S applied in military domain. SER #8 seeks for a number of M&S Analytical studies application domain agnostic.
43. Does internal research and development (IRAD) experience count towards years of experience in the requirements matrix or do years of experience need to be tied directly to a contract?	43. Experience in years or number of projects need to be tied to a contract or a cited/referenced publicly available published result of R&D.
44. Will the commencement of work and deliverable dates be updated post award or are those included still valid based on the timeline involved with contract award?	44. It may be updated, if the contract award delayed.
45. What is the expectation to take the 'human out of the loop', with the context of how ACT sees AI (and/or Agentic AI) playing out in the M&S solution?	45. The project is about demonstrating the limits of taking the human from the loop in the analytical domain.
46. Please could the authority confirm exactly which sections of the response are constrained to the 10-page limit stated in the bidding instructions (<i>Content of proposal - statement 11</i>).	46. Only the Company Description is limited to 10 pages, the technical proposal does not have a page limit.
47. Please could the authority confirm if diagrams are included within the 10-page limit stated in the bidding instructions (<i>Content of proposal - statement 11</i>)	47. There is no page limit for the technical proposal.
48. Please could the authority confirm if CVs are included within the 10-page limit stated in the bidding instructions (<i>Content of proposal - - statement 11</i>)	48. There is no limit to the technical proposal.
49. Please could the authority confirm exactly what is meant by 'computational methods' in Annex C 4.2 - <i>Integrate necessary data sources and computational methods</i> .	49. Data resource may require to be connected with executable models, serving as a set up of a model/models set up. Computational methods are those who enable executing the model in the time. Definitely not limited only to ABM, system dynamics, DEVS. Any computational method that can translate a model/s inputs into model/s outputs.
50. Please could the authority confirm what existing technology (AI enabled or otherwise) the authority anticipates us to integrate with?	50. Up to the contractor in the design.

51. Please could the authority share the current NATO-specific AI terminology prior to RFP submissions?	51. Any official approved NATO terminology can be found at https://nso.nato.int/natoterm/Web.mvc
52. Please could the authority share the current NATO-specific M&S Lifecycle stage specification (<i>stages 1-7</i>) prior to RFP submissions? This is so that there is an understanding of the delineation between stages that may have overlap.	52. Only generic M&S analytical lifecycle is provided in Annex C. NATO version doesn't exist yet. It will be informed by the output of this project.
53. For clarity, please could the authority provide a NATO definition of "analytical M&S" (<i>referred to in question 4 & 8</i>) verses "M&S" more broadly.	53. There is no NATO approved terminology, however analytical M&S is the one described by the lifecycle in Annex C.
54. Please could the authority clarify the scores for pricing. Is the score calculated on the total price or is each activity scored separately then combined?	54. It is a 70/30 best value contract, with 70% of the score weighted on the technical aspect and 30% of the score weighted on price. They are combined to determine award.
55. Please could the authority clarify if the delivery activities are strictly sequential or can there be overlap between phases?	55. There may be overlap between the phases. It depends on the contractor design.
56. For the implementation activity, (Annex C - Section 4) please could the authority confirm if the model to be implemented is likely to need integrating with other NATO models (e.g. through HLA or DIS)?	56. There is no required further integration/interoperability via HLA/DIS.
57. Please could the authority clarify, can the products of M&SLC activities use industry standard technologies (including libraries) that enable models, where replicating those technologies as part of the activity would not provide any new capability or benefit to NATO.	57. What can/cannot be used is at page 15,16 as Comment under line #1 and #2.
58. Can HQ SACT please clarify if the ability for the bidder to offer minor variations extends to the listed General Terms and Conditions, where this may prove beneficial to both parties?	58. Yes, bidders have the ability to propose minor variations to the GT&Cs on the compliance statement (enclosure 2).
59. Can you confirm the difference between a reference and a citation and what is required for each of these?	59. In Annex B Requirement Matrix, SER#8 and 9 requires a reference to the projects or a citation to publicly available results of contractor's RD; e.g. articles in the reviewed journals.

<p>60. Pricing Schedule: Is the price proposal in Enclosure 4 the only level of detail you require for our pricing? Just to clarify, price breakdown does not need to be detailed in any further detail in any other documentation?</p>	<p>60. Yes, that is the only level of detail required.</p>
<p>61. In section "12. Proposal Submission" it says to submit two separate PDF docs...the tech proposal (limited to 10 pages) to one email address and the price proposal (enclosure 4) to another. My question is...should all the additional required documents [compliance statement (enclosure 2), compliance matrix (annex B), past performance (enclosure 3), etc. all be sent with the tech proposal?</p>	<p>61. All required documents should be sent with the technical proposal.</p>
<p>62. Will the required enclosures and annex B count toward the 10 page maximum for the tech proposal?</p>	<p>62. There is no page limit to the technical proposal, the limit is for company description only.</p>