

RFI:

RFI-ACT-SACT-25-106-MDO

Reference:

Q&A #1

Date of Issue:

17/11/2025

The following questions were raised with respect to subject RFI-ACT-SACT-25-106 - MDO. Responses are to provide clarification.

Questions	Responses
<p>1. The RFI document (section 4.3) refers to a written submission of up to fifteen pages, whereas the instructions of the excel provided (“RFI ACT SACT 25-106 Questions”) indicates that participants should complete and submit this Excel workbook as the formal response, without converting it to PDF. Could you please clarify whether the Excel workbook is the only required submission, or if both the Excel file and a separate written document are expected?</p>	<p>HQ SACT is expecting participants to submit the Excel workbook which will be reviewed by the Programme Team and the analysts. However, some participants may want to send supporting documents. If you are sending a letter or a document to support the Excel workbook, please follow the instructions in the RFI document.</p>
<p>2. Nato Question 1. Can ingest data from NATO Functional Services. - <i>What is the specific NATO Functional Services?</i></p>	<p>Functional Services are standardized, interoperable IT services that support NATO’s operations, missions, and activities. They deliver core capabilities and are grouped into categories based on the type of support they provided. Main categories: Command and Control (C2), intelligence, surveillance & reconnaissance (ISR), logistic, medical, personnel, information and knowledge management, training and exercise.</p>
<p>3. <i>Can securely ingest data from external (non-NATO) sources, including partners, coalitions, and open-source information systems, and public sources. What external data sources and interfaces are in scope? How will each be onboarded (name, interface, formats/protocols, provenance/markings, and approval workflow)?</i></p>	<p>External data sources may include a wide range of non-NATO systems, such as:</p> <ul style="list-style-type: none"> • Partner and coalition systems: <ul style="list-style-type: none"> ○ National military systems from NATO partner nations or coalition contributors ○ Multinational mission networks (e.g., FMN partners) ○ Mission-specific or coalition-specific C2 platforms • Open-Source Information Systems (OSINT): <ul style="list-style-type: none"> ○ News feeds and media sources ○ Public websites and government portals ○ Social media streams ○ Web-scraped content or commercial OSINT collectors • Public and commercial data providers: <ul style="list-style-type: none"> ○ Weather and geospatial services ○ Maritime and aviation tracking data

	<ul style="list-style-type: none"> ○ Threat indicator and sensor networks (cyber, environmental, etc.) ● Humanitarian and NGO systems: <ul style="list-style-type: none"> ○ UN and NGO coordination platforms ○ Crisis-mapping and humanitarian information systems <p>At this stage, it is too early to provide system-specific onboarding procedures for each external source. However, the intent is that SA for MDO will expose a standardized, compliant data interface capable of ingesting external formats.</p>
<p>4. Can fuse and/or correlate data originating from multiple heterogeneous sources (e.g., sensors, operational systems, intelligence feeds).</p> <p><i>What data fusion and correlation use cases are in scope?</i></p> <p><i>Are there existing fusion engines or should fusion be native to Splunk?</i></p> <p><i>What fusion/correlation approach is required (identifiers/ attributes/ confidence, conflict resolution, auditability/ explainability)?</i></p>	<p>Examples of relevant data fusion and correlation use cases include:</p> <ul style="list-style-type: none"> ● Correlating ISR sensor data with HUMINT and SIGINT reports to validate adversary positions and activities. ● Fusing air, maritime, and ground track information to produce a single, coherent recognized operational picture. ● Matching social media activity or public reports with classified intelligence sources to confirm events or detect anomalies. <p>The solution should be capable of supporting both approaches.</p> <p>It must be able to ingest and leverage fusion outputs produced by multiple existing NATO and national fusion engines, while also providing native fusion capabilities for data sources not already fused</p> <p>The required fusion and correlation approach is not defined at this stage.</p>
<p>5. Can share and disseminate situational awareness products. If your solution can meet this requirement, please explain.</p> <p><i>What are the sharing and dissemination requirements for SA products, including formats, channels, classification enforcement, and cross-domain release workflows?</i></p>	<p>The sharing and dissemination of situational awareness products must support a wide range of requirements, including:</p> <ul style="list-style-type: none"> ● Formats: Support for both structured and unstructured data, including NATO APP-11 formats, geospatial products, office suite documents, PDFs, images, videos, and other multimedia products. ● Channels: Dissemination through NATO enterprise networks, partner platforms, FMN networks, web portals, APIs and data feeds. ● Classification and releasability enforcement: NATO mandatory labelling, automated

	<p>labelling mechanisms, access control enforcement, redaction capabilities, and integration with the target network (NATO enterprise or national systems).</p> <ul style="list-style-type: none"> • Cross-domain workflows: providing filtering and security “guard” functions, manual release approvals when required, and automated rules-based dissemination.
<p>6. Is compliant with the NATO Interoperability Standards and Profiles (NISP) and, where applicable, open industry standards. (Ref: https://nhqc3s.hq.nato.int/apps/nisp/NISP_index.htm) <i>What governance and standards must be enforced (roles/responsibilities, metadata/cataloging, data quality KPIs/remediation, and required profiles such as NISP/FMNs and open standards)?</i></p>	<p>The solution must comply with NISP profiles and NATO standards, including APP-11, ADatP-3, ADatP-36, STANAGs 4559, 4607, 4609, APP-6(D), and all applicable FMN Spiral specifications.</p> <p>Open industry standards are also expected to be supported</p> <p>Clearly defined roles such as data owners, data stewards, and security officers to manage metadata, access control, and overall data quality.</p> <p>Metadata management must follow the NATO Core Metadata Specification .</p> <p>Data quality requirements cover completeness, timeliness, accuracy, and consistency.</p> <p>Remediation processes should include automated validation, manual review, and auditing mechanisms.</p>
<p>7. Can display a Common Operational Picture spanning all operational domains (land, air, maritime, space, and cyber). <i>What functionalities do you expect from a Common Operational Picture?</i></p>	<p>At a minimum, the required functionalities are:</p> <ul style="list-style-type: none"> • Real-time display of force elements and assets • Geospatial visualization including maritime routes, air corridors, orbital tracks, ISR coverage, unit positions and movements, and operational boundaries • Timeline and replay tools to support lessons learned, simulation activities, and campaign assessment • Alerting system for threats, incidents, and Commander’s Critical Information Requirements (CCIR) • Customizable interface with role-based access, configurable layers, and tailored dashboards • Integrated chat capability
<p>8. Can provide customizable visualizations of the multidomain common operational picture, tailored to operational roles, command levels, and mission types.</p>	

<p><i>How will domain inputs be harmonized into a COP (schemas, geospatial projections/datum, time synchronization, deconfliction rules, and symbology compliance)?</i></p>	<p>In theory, domain operational pictures are expected to arrive already formatted according to agreed standards, including the use of APP-6 symbology.</p> <p>Harmonizing them into a single Common Operating Picture requires at a minimum:</p> <ul style="list-style-type: none"> • Time synchronization and normalization across all domains • Use of a standardized geospatial projection and datum • Automatic alignment and fusion of space, air, ground, and maritime overlays and data • Automated deconfliction rules to resolve inconsistencies • Defined rules of data precedence based on source, trust level, and relevance
<p>9. Should our response include a 15-page max response in Microsoft Word or Adobe Acrobat Reader format describe the “current services your company offers, which most closely match the capabilities” and should we include the Excel file?</p>	<p>Answers to the questions on the Excel Workbook are sufficient for HQ SACT for this RFI. However, if you want to send supporting documents, then please follow the instructions in the RFI document.</p>
<p>10. Are there any other instructions regarding what to include in the Word/Adobe response? Questions in the Excel file cover a broad, comprehensive range of requirements. Should we avoid repeating the same information in both the Word/Adobe and Excel response files?</p>	<p>Excel workbook is sufficient. Please do not send the same information in multiple formats because it won't help the Programme Team.</p>
<p>11. Should we provide the costs estimates per rows 10 and 11 of the Excel file but not in the MS Word / PDF response?</p>	<p>Yes, answers on the Excel workbook will be sufficient for the Programme Team. You don't need to send any other file. However, if you want to send supporting documents, then please follow the instructions in the RFI document.</p>
<p>12. "Question 9", Can you please elaborate on definition of the term "operational centre workflows"? Can you please provide example if possible?</p>	<p>“Operational centre workflows” refer to the structured processes, activities, and information flows that take place within an operations center. These workflows support planning, coordination, monitoring, and decision-making, and rely on defined roles, standardized procedures, integration with technical systems, effective communication, and the availability of data to support situational awareness, decision support, and execution.</p> <p>Basic example of an operational centre workflow:</p> <p>An unidentified aircraft approaches a NATO ship</p> <ul style="list-style-type: none"> • An officer logs the report in the operational log or C2 system

	<ul style="list-style-type: none"> • The situation is assessed (intelligence review, J3 assessment, RFIs if needed, cross-checks, etc.) • A decision is made (options developed, commander’s decision, orders issued) • The mission is conducted (COP updated, briefings adjusted, timely reporting, etc.) • An after-action review is completed (reports, lessons learned, documentation)
<p>13. "Question 27": Does this mean that our solution should ingest new data format that is currently not supported on the fly or ingest from a new system/entity that uses supported message standards?</p>	<p>The intent is to ensure that the solution is capable of both:</p> <ul style="list-style-type: none"> • ingesting new data formats that are not currently supported, on the fly, and • ingesting data from new systems or entities that already use supported message standards.
<p>14. Is the RFI response limited to the rfi025106_questions.xlsx questionnaire or does HQ SACT expect an additional response of max 15 pages in MS Word or PDF in addition to the completed.xlsx questionnaire? Section 4 of the RFI questionnaire states, <i>"Although informative documents such as booklets, brochures and leaflets are welcomed, HQ SACT will not review those documents and extract information to assess if a potential solution meets the requirements. Assessments will be based on the information entered in the RFI."</i> However, in the rfi025106.pdf, Section 4.3.5 says, <i>"Response limited to a single main document and enclosures for a total not-to-exceed 15 pages,"</i> and Section 4.3.6 says, <i>"The document should be single-spaced, have one-inch margins, assume US letter-size (8 ½ by 11 inches) page, use 12-point font, and be formatted for compatibility with Microsoft Word or Adobe Acrobat Reader."</i> Can HQ SACT clarify the expected deliverables in response to RFI 25-106?</p>	<p>Yes, answers on the Excel workbook are sufficient. If you want to send supporting documents, then please follow the instructions in the RFI document.</p>