



HQ Supreme Allied Commander Transformation
Purchasing and Contracting Section
Office of Budget and Finance
Norfolk, Virginia | USA



Request for Proposal

RFP-ACT-SACT-26-36

**Modelling & Simulation Proof of Concepts: Centralized Data & EXCON-Simulation
Automation for MDO**

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BIDDING INSTRUCTIONS

1. General

a. This is a **Firm Fixed Price Deliverables** contract in accordance with the HQ SACT General Terms and Conditions.

b. HQ SACT General Terms and Conditions Dated **15 January 2026** are applicable to this procurement and can be located on the ACT Website at; WWW.ACT.NATO.INT/CONTRACTING under Contractor Information.

c. Contract Award is contingent upon funding availability; Each requirement will be awarded separately.

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(s) 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 Organization.

i. The term “days” as used in this RFP shall, unless otherwise stated, be interpreted as meaning calendar days.

4. Eligibility

a. This RFP is open to governmental or commercial entities:

b. Established in a North Atlantic Treaty Organization Alliance member nation.

c. Working in the required field and legally authorised to operate in the country and state in which this contract is to be performed, at the time of bidding. Has performed the desired past performance including size, cost and scope, as described in this RFP.

d. All proposed key personnel identified to work on this requirement must be citizens of a NATO member nation.

5. Duration of Contract

a. The contract shall start upon contract award.

b. Period of Performance: Contract award to December 2026.

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.

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. If this RFP is cancelled, any/all received bids shall be returned unopened, per the bidder's request.

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. All Contracting Officers listed on this RFP must receive such requests via email for clarification no later than **30 March 2026**.

b. Information in response to all inquiries / requests for clarification to a prospective bidder shall be furnished to all prospective bidders at the following link: <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. Verbal Interpretations shall not be binding.

9. Bid Closing Date

Bids shall be received at HQ SACT, Purchasing and Contracting Office, no later than **13 April 2026, 0900 hours, Eastern Standard Time, Norfolk, Virginia, USA**. No bids shall be accepted after this date and time. **No hard copy proposals will be accepted.** Please see Proposal Submission (paragraph 12) for more details.

10. Bid Validity

a. 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.

b. HQ SACT will not accept supplier proposals prepared, in whole or in part, by means of generative artificial-intelligence (AI) tools, including and without limitation to chatbots, such as Chat Generative Pre-Trained Transformer (Chat GPT), or other language generating tools. HQ SACT reserves the right to screen applications to identify the use of such tools. All applications prepared, in whole or in part, by means of such generative or creative AI applications may be rejected without further consideration at HQ SACT's sole discretion, and HQ SACT reserves the right to take further steps in such cases as appropriate.

11. Content of Proposal

The proposal shall consist of two (2) separate documents (Technical / Price) sent via e-mail as per the instructions. No hard copy proposals will be accepted. The E-mailed documents shall be received no later than **13 April 2026, 0900 hours, Eastern Standard Time, Norfolk, Virginia, USA**.

The company description portion of its technical proposal shall be limited to 5 pages.

a. Technical Proposal shall be a Signed PDF document and contain:

- 1) A table of contents for the entire proposal (See Enclosure #1):
- 2) The bidder's full name, address, Points of Contact, Telephone, Fax number; Internet site;
- 3) Compliance statement (See Enclosure#2);
- 4) Past performance (See Enclosure #3);
- 5) List of on-site personnel to provide services;
- 6) Company description and supplementary relevant information; and
- 7) Compliance matrix (See Annex B).

b. Price Proposal shall be

- 1) **Submitted in U.S. Dollar Currency.** Contractor may request payment post award in alternate currency based on agreed conversion rate.

Prices shall be on a **Firm Fixed Price Basis**, include any relevant discount schedule.

12. Proposal Submission

- a. Proposals shall be separate e-mail submissions to:

Technical proposal: hgsact.techproposal@nato.int

Price proposal: hgsact.priceproposal@nato.int

- b. E-mail subjects shall include the solicitation information along with company name (for example: RFP-ACT-SACT-26-36_Tech_ABC Inc. / RFP-ACT-SACT-26-36_Price_ABC Inc.). **Allow sufficient time in sending your submission should you encounter e-mail size challenges.**

- c. No verbal bids or verbal modifications or telephonic bids shall be considered.

- d. 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. No late bids shall be considered.

- b. **A delay in an e-mail exchange due to 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 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. HQ SACT is not responsible for any content that is not clearly identified in any proposal package.

b. Proposals shall be evaluated and awarded taking into consideration the following factors:

- 1) Successful administrative submission of bid packages as requested in paragraph 11 and as listed in this RFP.
- 2) Successful determination of compliance on mandatory criteria. (Compliant/non-compliant).
- 3) **Technical factors / pricing factors rated the following:
Technical / Price = 70/30.**
- 4) Technical clarifications as determined may be conducted.
- 5) 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, clarify what is offered and interpret language within the bid to resolve any potential areas of concern.

17. Award

a. HQ SACT intends to award a firm fixed price services contract to the Offeror(s) whose proposal(s) represents the Best Value offer to NATO. Partial bids will be considered.

b. HQ SACT may collect information from references provided by the Offeror on 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.

18. Surge Capability:

A surge capability requirement is included to have a contract vehicle in place should emerging circumstances require a quick and temporary increase in contractor services within the scope of the existing Statement of Work. The Supplier shall be prepared to provide additional services if needed to support this SOW. The contractor shall be prepared to evaluate requirements and submit a price proposal for any new in scope requirement for consideration by HQ SACT. Surge proposals will be evaluated by the Contracting Officer for fair and reasonable pricing and should be developed based upon the same pricing structure as the original contract proposal. Surge requirements will be incorporated by formal contract modification. Requests for pricing are made on a non-committal basis and do not constitute a formal commitment by HQ SACT to contract for additional work; supplier will not be reimbursed costs for preparing price proposals or

other related expenses in response to a surge request. HQ SACT surge efforts will not exceed 50% of the annual contract value or 50% of the cumulative contract value.

19. Disputes

Disputes will be settled between the bidder and the Contracting Officer by mutual agreement through negotiation, while respecting and observing NATO regulations and policies.

20. Proposed Candidates

If successful, contractor company must notify HQ SACT of any special accommodations or requirements of its personnel for on-site support.

21. 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.

22. Points of Contact

(PLEASE INCLUDE ALL BELOW ON ALL CORRESPONDENCE)

Margaret Anderson, ACT Contracting Officer, 757-747-3699
Tonya Bonilla, ACT Contracting Officer, 757-747-3575;
Terrie Overstreet, ACT Contracting Specialist

Hqsact.contracting@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).
- List of Key Personnel.
- Technical Proposal.
- Price Proposal (Excel worksheet – Enclosure 4 - provides mandatory price proposal format)

Enclosure 2: Compliance Statement

COMPLIANCE STATEMENT TO SEALED BID RFP-ACT-SACT-26-36

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

Note: Any requested deviations/adjustments or considerations regarding HQ SACT General Terms and Conditions must be identified here - at the time of bidding - for consideration by the Contracting Officer.

<u>Clause</u>	<u>Description of Minor Deviation</u>
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(If applicable, add another page)

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. Company should be clear how the company met the requirements of past performance. Reference to a contract must include a detailed description of the work performed relevant to the requirements outlined in the SOW. Generic or Vague references to the contract awarded without clear connection to work performed will be disqualified

Required Past Performance Information:

- (a) Contracting Entity:
- (b) Contract No:
- (c) Type of Contract (Firm Fixed Price, IDIQ, Requirements):
- (d) Title of Contract:
- (e) Description of Work Performance and Relevance to Current Acquisition (Type of facility, capacity, estimated patronage, summary of staff used):
- (f) Contract Dollar Amount:
- (g) Period of Performance:
- (h) Name, Address, Fax and Telephone No. of Reference:
- (i) Indicate Whether Reference Acted as Prime or Sub-contractor:
- (j) Comments regarding compliance with contract terms and conditions:
- (k) Complete Contact Information for client:
- (l) 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: Mandatory Price Proposal Excel Spreadsheet

Pricing shall be submitted using the excel workbook provided. Bidders may elect to submit a PDF proposal for pricing **in addition to the required excel workbook.**

Proposals not submitted in the proper format will not be considered.

Formulas have been added for convenience; however, it is the company's responsibility to ensure that the formulas are correctly reflecting your expected bid proposal value.

Annex A: Statement of Work (SOW)

Statement of Work for M&S Proof of Concepts: Centralized Data & EXCON-Simulation Automation for MDO

Introduction

NATO established Headquarters Supreme Allied Commander Transformation (HQ SACT) in Norfolk, VA, in 2003 to lead warfare development efforts and improve military capabilities to meet 21st century security and defense requirements. This work encompasses the need to enhance the Alliance's ability to apply a comprehensive approach to the conduct of future operations and engagement with partners, NATO's interaction with non-NATO entities that include states, non-state actors, international and non-governmental organizations.

Background and Scope of Work.

The increasing complexity of Multi-Domain Operations (MDO) requires enhanced interoperability, automation, and data coherence across NATO Computer Assisted Exercises (CAX), Computer Assisted Wargames (CAW), and Computer Assisted Analysis (CAA). Current processes supporting exercise scripting, simulation execution, and data preparation are fragmented, simulation-specific, and heavily dependent on manual intervention.

Exercise control (EXCON) functions—supported by tools such as Joint Exercise Management Module (JEMM)—manage MEL/MIL scripting and event orchestration. However, the translation of scripted events into executable actions within simulation systems remains largely manual. Computer Assisted Exercise (CAX) operators must interpret scripted events and manually generate simulation orders. When simulation systems are modified or replaced, integration mechanisms must be re-developed, resulting in duplication of effort, inefficiencies, and increased risk of inconsistency.

At the same time, NATO and national training facilities maintain simulation initialization data (e.g., ORBAT, system characteristics, and model-specific parameters) in disparate, platform-specific databases. This fragmented approach leads to inconsistent datasets, redundant validation efforts, and delays in preparing simulation-driven activities. For NATO MDO-focused events, authoritative and reusable data is essential to ensure coherence across domains and simulation environments.

Together, these challenges limit NATO's ability to:

1. Rapidly initialize simulation-driven exercises and wargames
2. Reduce EXCON manpower requirements
3. Reuse validated data across events and simulation systems
4. Ensure simulation-agnostic interoperability
5. Support MDO effects consistently across tools and domains

To address these issues, this SOW establishes two complementary but separable capability development efforts:

1. Automation between EXCON toolsets and simulation systems
2. Development of a centralized, common agreed dataset for NATO simulation systems

While technically distinct and awardable separately, both efforts contribute to a common objective: enabling simulation-agnostic automation and standardized, reusable data foundations to support NATO MDO-driven events.

Requirement 1: EXCON-Simulation Automation

This effort focuses on conceptualizing, designing, implementing, and demonstrating an automated, standards-based interface between EXCON toolsets and NATO simulation systems.

The Contractor shall:

1. Develop a simulation-agnostic conceptual architecture describing how maximum feasible automation between EXCON, EXCON toolsets, and one or more simulation systems (or federations) can be achieved.
2. Define automated mechanisms for:
 - Generating simulation orders from MEL/MIL scripted events
 - Tasking Non-Training Audience (Non-TA) entities
 - Executing consolidated scripted activities affecting Training Audience (TA) entities
 - Supporting maneuver automation pathways
 - Leveraging simulation systems to generate MDO-relevant effects
 - Enabling limited direct query capability (e.g., object status checks) by Response Cell personnel
3. Identify current standards, interoperability gaps, and architectural limitations on both the EXCON and simulation sides.
4. Design standardized, non-proprietary Application Programming Interfaces (APIs) or service descriptions enabling external EXCON systems to exchange data with simulation systems without vendor-unique integrations.
5. Implement and demonstrate automation solutions using at least:
 - Joint Theater Level Simulation (JTLS)
 - Joint Conflict and Tactical Simulation (JCATS)
6. The final deliverables shall include:
 - Conceptual and technical design documentation
 - Implemented automation prototype
 - Proof-of-concept demonstration
 - Identification of automation limits and standardization gaps
 - Recommendations for future MEL/MIL automation

- Defined requirements and Key Performance Indicators (KPIs) for future development
7. This effort shall not include automation between simulation systems and operational C2 systems.

Requirement 2: Centralized Common Agreed Dataset for NATO Simulation Systems

This effort focuses on analyzing, designing, implementing, and demonstrating a centralized, sanitized, validated, and reusable dataset to support initialization of NATO simulation systems.

The Contractor shall:

1. Analyze current approaches used by NATO simulation systems (including JTLS and JCATS) for managing:
 - ORBAT
 - System characteristics
 - Model-specific parameters
2. Assess relevant external solutions and services, including:
 - Janus Henderson Investors JDET Intelligence Centre API (JANES)
 - US Department of Defense Joint Training Data Services (JTDS) – Order of Battle Service (OBS)
 - Relevant industry and open-source data approaches
3. Design an overall architecture for a common agreed dataset, including:
 - Authoritative data schema for NATO generic ORBAT
 - System characteristics (including technical and financial data)
 - Model-specific parameters (e.g., Pkill, Phit, detection probabilities, mobility thresholds)
 - Service interfaces for import/export and third-party connectivity
4. Develop and populate an initial dataset based on agreed resources.
5. Demonstrate interoperability by importing from and exporting to NATO simulation systems.
6. Provide lessons identified, human workload assessment, recommended data schema, and future development requirements with KPIs.

The solution shall support reuse across CAX, CAW, and CAA contexts and enable faster, standardized initialization of simulation-driven MDO events.

Type of Contract and Period of Performance.

- a. **Type of Contract.** This is a Firm Fixed Price (FFP) deliverables contract.
- b. **Period of Performance.** Contract Award to December 2026

Taskings

Taskings required for this project are outlined in the table below:

Table 1. – Taskings for Requirement 1: EXCON-Simulation Automation

Ser	Tasking	
1	Concept-Timeline: May 2026	<p>Conceptual Description of the Automation process between EXCON and a simulation system.</p> <p>This document describes the bigger picture how maximum automation between EXCON and EXCON tool sets and a simulation system, or a federation of simulation system can be achieved.</p> <p>It includes:</p> <ul style="list-style-type: none"> a) Actions already identified to be executed in a simulation system to create the corresponding effect that is then brought to the Training Audience through C2 systems b) automation of maneuver forces - a pathway to control formations c) using a simulation capacity to create Expected Outcomes of Events from MDO perspective(simulation systems may not covered/model MDO aspects, however it can still bring effects expected from MDO environment actions) and d) the possibility for Response Cell (RC) members to directly query , using potentially already existing tools (i.e. JCHAT) the model for simple object status update, reducing the CAX operators workload. <p>The document needs to identify current standards or gaps in the standardization on EXCON side, simulation side and between them and clearly describe the current limits of the automation process. This conceptual phase needs to be simulation system agnostic. JEMM tool needn't be part of the conceptual design, however the main architecture and building block of an exercise control tool needs to be considered as the foundation of the design. The focus should be put on the MEL/MIL management functions.</p> <p>Fig 1: JEMM logic and fundamental blocks.</p>

		Note: Part of the automation between a simulation system and C2 is not requested to be covered.
2	Design- Timeline: July 2026	<p>Automation of the flow between EXCON, EXCON tool set and a simulation system.</p> <p>This document contains all technical and detailed descriptions of automated approaches to reduce the number of EXCON personal, specifically CAX operators needed during the execution of the exercise.</p> <p>The Contractor shall design standardized-based Application Programming Interface (API) or Services Descriptions that enables external EXCON systems to exchange data with a simulation system without requiring proprietary or vendor-unique integration.</p> <p>This phase must include two NATO current simulation systems, namely JTLS and JCATS.</p>
3	Implementation Timeline: October 2026	The contractor will implement designed automation approaches based on the results of Ser #1 and #2.
4	Demonstration and Final report- Timeline: December 2026	<p>Proof of Concept Demonstration and Final Report.</p> <p>During the proof-of-concept demonstration to HQ SACT is required to show the current limits in the automation between EXCON and JTLS and JCATS.</p> <p>Final Report must contain Lessons Identified, current automation limits, standardization gaps and recommendation on the standardization effort way ahead for MEL/MIL management, scripting automation and simulation system if needed. It is requested to deliver a set of requirements for future EXCON- simulation system automation and Key Performance Indicators (KPIs) used to evaluate the success of the automation effort.</p>

Table 2. – Taskings for Requirement 2: Centralized Common Agreed Dataset for NATO Simulation Systems

Ser	Tasking	
1	Analysis- Timeline: May 2026	<p>Deliverables: Analysis of the current approaches to common agreed data sets summarized in the Analysis Document including but not limited to:</p> <ul style="list-style-type: none"> • Current DB format of NATO simulation systems (JTLS and JCATS) and the approach to manage ORBAT, system characteristics and model specific data • JANES Defense Foundational Defense Equipment and Technology (JDET) Intelligence Centre Application Program Interface (API) and its suitability for a generic unclassified ORBAT and system characteristics • Relevant industry approaches to managing ORBAT, system characteristics and model specific data • Analyze US Joint Training Data Services (JTDS) - Order of Battle Service (OBS), and OBS Schema • Open-Source data relevant to ORBAT, system characteristics and model specific data
2	Design- Timeline: July 2026	<p>Design of the common agreed data set solution based on the analysis within the Ser #1, the Design Document conceptually describes the whole approach of common agreed dataset. The document includes but is not limited to:</p> <ul style="list-style-type: none"> • Overall architecture • Data Schema of the common agreed dataset describing ORBAT, system characteristics and model specific data • Services and interfaces' description that are needed to manage the common agreed data set (e.g. import and export functions and connection to third party solutions and Open-Source data • Plan to initialize the content of the common agreed dataset based on available resources from the #2 Ser

3	Implementation-Timeline: October 2026	The contractor will implement designed solution based on the results of Ser #1 and #2 including the initial content of the common agreed dataset.
4	Demonstration and Final Report-Timeline: December 2026	<p>Demonstration and Final Report.</p> <p>To initialize the common agreed dataset based on the plan agreed in the Ser #3.</p> <p>During demonstration it is required to show how the common agreed dataset solution can import from and export to the current NATO Simulation systems and interfaces to other relevant data sources.</p> <p>Final Report must contain Lessons Identified, current automation limits, level of human involvement, and recommended Data Schema of the common agreed dataset. It is requested to deliver a set of requirements for future common agreed dataset solution development and Key Performance Indicators (KPIs) used to evaluate the success of that development.</p>

Acceptance Criteria

ACT will accept delivery of the remodel once all taskings are complete and a joint inspection has been coordinated, completed, with no actions required to complete.

Place of Performance

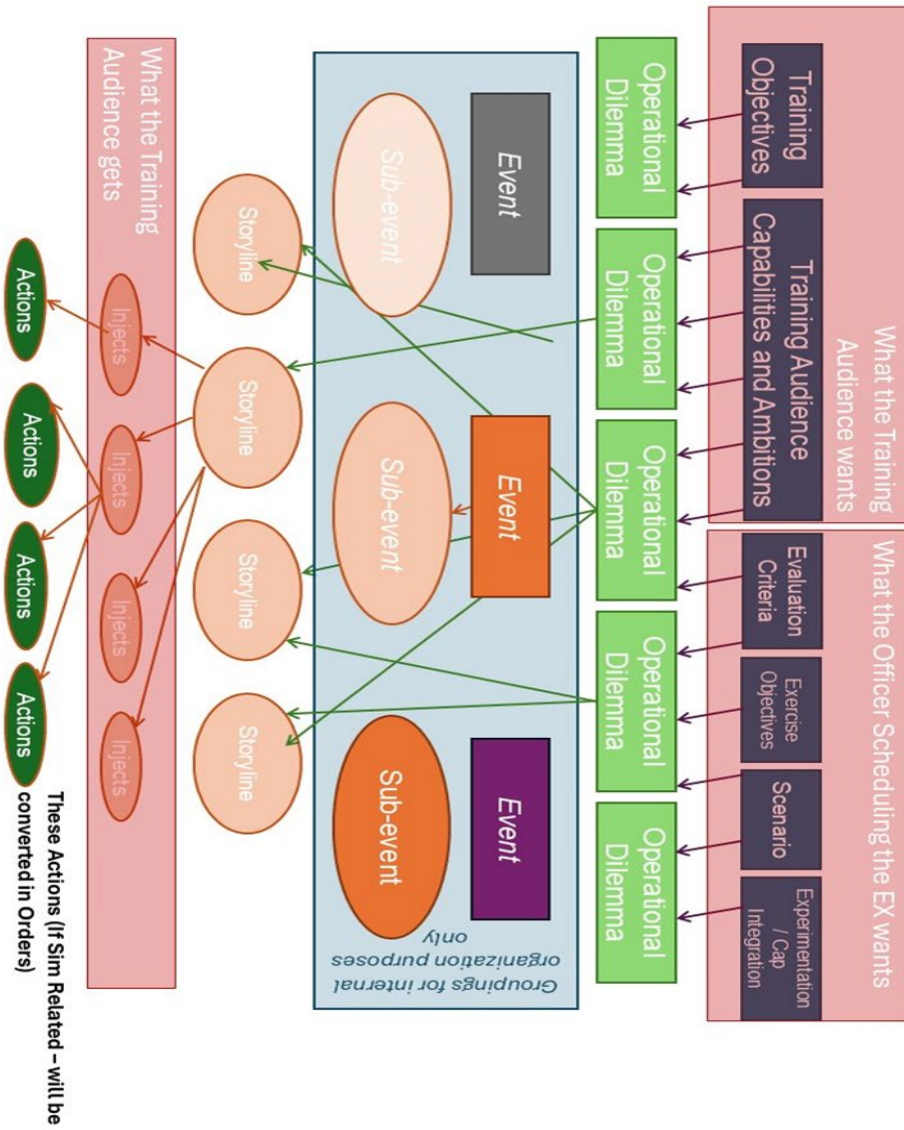
Contractor's personnel are expected to perform the required work at their own facility.

Physical Security

- 1. Personnel Clearances:** The work will only contain unclassified information, NATO clearance is not needed, but preferable.
- 2. Security Conditions:** Contractor personnel shall comply with all the local host nation, NATO security provisions and other policies and procedures, as required.
- 3. Electronic Devices:** The Contractor shall abide by the security restrictions regarding carrying and using electronic devices (e.g., laptops, cell phones) in HQ SACT. The Contractor shall be responsible for staying the necessary clearance from the HQ SACT Security Office before bringing any such device into the HQ SACT work. If required, as determined by the COTR, HQ SACT may provide access to NATO ICT capabilities, but otherwise, the contractor will provide their own equipment.

4. HQ SACT is located on Naval Support Activity Hampton Roads, as such, any contractor who will be working on site at the HQ SACT will need to have a DBIDS badge to access the base.
5. Access badges to HQ SACT will be provided to the contractors. Contractors will require a physical escort at all times inside the building. Badges will be collected at the end of the workday.
6. Contractors are fully responsible for ensuring that they have all needed vehicle passes and decals, and individual access badges and documents for appropriate access to the HQ SACT facility. The Contractor Company shall submit requests for site access to SACT HQ, Attention Security Office, 7857 Blandy Road, Suite 100, Norfolk, VA 23551-2490

Fig 1: JEMM logic and fundamental blocks



Annex B: Requirements Matrix

Contractor's technical proposals will be assessed on the qualifications of the company and the proposed team to perform the work. Teams will be measured against each of the criteria specified below to ascertain whether the team qualifications are considered compliant. **Scores cannot be assumed to be a one for one calculation. Scores will be assigned within a range based on the number of years, relevancy of experience, level of experience, depth of experience, etc.** (HQ SACT reserves the right to conduct technical discussions for clarification). Examples of how detailed knowledge levels were attained are expected.

Requirement 1: EXCON-Simulation Automation

SER	ITEM	COMPLIANT	NOT COMPLIANT
1	Contractor is national of NATO Member nation.		
2	Contractor possesses a master's degree in M&S. Alternatively, he/she can demonstrate 5 years' professional experience in M&S domain.		
3	Contractor has granted access to modify the JCATS and JTLS for the project. (Provide written certification)		
4	Contractor has minimum of 2 years of experience in software engineering.		
SER	CRITERIA	RANGE (provide page numbers from within proposal)	SCORE COMPLIANT (Out of 100 pts)
5	Experience with the military M&S domain.	0 points: no experience or familiarity 1-5 points: familiar with theory and practical experience <=5 years 6-10 points: practical experience >5 years	
6	Experience with NATO simulation systems in last 5 years.	0 points: no experience or familiarity 5 points: working experience with JCATS or JTLS 10 points: working experience with both JCATS and JTLS: 10	
7	Experience with CAX in last 5 years.	0 points: no experience	

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		<p>1-5 points: # of previous CAX related/supported projects with references in the proposal <=5</p> <p>6-10 points: # of previous CAX related/supported projects with references in the proposal and identified in NATO e-MTEP >5</p>	
8	Experience with design, implementation and maintenance of Exercise Control tools.	<p>0 points: no experience or familiarity</p> <p>1-5 points: experience with some of the phases of EXCON tools development</p> <p>6-10 points: experience with all phases of EXCON tools development</p>	
9	Describe your proposed overall architecture to solve the problem of an automation process between EXCON and a simulation system.	<p>0 points: no idea on the architecture design</p> <p>1-10 points: some ideas on architecture</p> <p>11-20 points: comprehensive description of the architecture, including basic building blocks like: entities, actors and relationships and data/process flow</p>	
10	Describe services that you are considering important to design and implement to support the automation process between EXCON and a simulation system.	<p>0 points: no idea what services need to be designed</p> <p>1-10 points: some ideas on services</p> <p>11-20 points: comprehensive set of services with their description provided</p>	
11	Describe Key Performance Indicators (KPIs) that you consider important to evaluate success of automation process between EXCON and a simulation system.	<p>0 points: no KPI identified</p> <p>1-10 points: some KPIs identified</p> <p>11-20 points: comprehensive set of KPI identified</p>	

Requirement 2: Centralized Common Agreed Dataset for NATO Simulation Systems

SER	ITEM	COMPLIANT	NOT COMPLIANT
1	Contractor is national of NATO Member nation.		
2	Contractor possesses a master's degree in M&S. Alternatively, he/she can demonstrate 5 years' professional experience in M&S domain.		
3	Contractor has granted access to the JCATS and JTLS databases. (Provide written certification)		
4	Contractor has minimum of 2 years of experience in software engineering.		
5	Contractor has minimum of 2 years of experience in designing, implanting and managing DB.		
SER	CRITERIA	RANGE (provide page numbers from within proposal)	SCORE COMPLIANT (Out of 100 pts)
6	Experience with the military M&S domain	No experience or familiarity: 0 Familiar with theory and practical experience <=5 years: 1-5 Practical experience >5 years: 6-10	
7	Experience with NATO simulation systems	No experience or familiarity: 0 Working experience with JCATS or JTLS: 5 Working experience with both JCATS and JTLS: 10	
8	Experience with SW engineering in last 5 years.	No experience: 0 # of previous SW engineering projects with references in the proposal <=5: 1-5 # of previous SW engineering projects with references in the proposal >5: 6-10	

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9	Experience with design, implementation and management of DB in last 5 years.	No experience: 0 # of previous projects covering design, implementation and management of DB with references in the proposal <=5: 1-5 # of previous projects covering design, implementation and management of DB with references in the proposal >5: 6-10	
10	Describe your proposed overall architecture to solve the problem of the common agreed data set solution	0 points -no idea on the architecture design 1-10 points - some ideas on architecture 11-20 points – comprehensive description of the architecture, including basic building blocks like: entities, actors and relationships and data flow	
11	Describe services that you are considering important to manage the common agreed data set solution.	0 points -no idea what services need to be designed 1-10 points- some ideas on services 11-20 points – comprehensive set of services with their description provided	
12	Describe Key Performance Indicators (KPIs) that you consider important to evaluate success of the common agreed dataset development.	0 points – no KPI identified 1-10 points - some KPIs identified 11-20 points - comprehensive set of KPI identified	