

RFP-ACT-SACT-26-36 M&S PoC Q&A #1

19 March 2026

Question #	RFP Part & Section Reference	RFP Page#	Question	Submission Date	Response
1	Annex B, Requirements Matrix 1 and 2	22-25	<p>Regarding Annex B: Requirements Matrix, Requirement 1 and 2, could HQ SACT please specifically identify which criteria are to be addressed at the corporate level and which criteria are used to qualify the proposed team?</p> <p>Additionally, are the matrices to be completed for a single exemplar member of the team, or for every key team member proposed in the bid?</p>	18MAR26	<p>Req1: Ser #1, #2, #4, #5, #6, 7#, #8 – key team member/s Re2: Ser #1, #2, #4, #5, #6, #7, #8, #9 – key team members</p> <p>The matrix should be completed for the key team members, not in the separate matrixes.</p>
2	Pricing Spreadsheet Tab 1	N/A	<p>Could HQ SACT please clarify the requirement for a Company Stamp on the Excel pricing proposal? Please confirm if an authorized signature alone would meet this requirement, considering an Excel file could not be physically and legally stamped and retain its original file type.</p>	18MAR26	<p>The company stamp is not required, an authorized signature alone will meet the requirement.</p>
3	Annex A: SOW Taskings	16-19	<p>Does the contract impose the transfer of intellectual property (IP) to NATO produced during the work period, as specified in the tasking tables on RFP page 16-18.</p>	17MAR26	<p>As for Taskings for Requirement 1: EXCON-Simulation Automation only the Final Report content becomes NATO IP. As for Taskings for Requirement 2: Centralized Common Agreed Dataset for NATO Simulation System the Final Report content and the initial content of the common agreed dataset remains NATO IP.</p>
4	N/A	N/A	<p>Would delivery of this contract preclude H2A from any future bids / NATO RFP responses (ie IFIB-ACT-SACT-26-17 - Next Generation of Modelling and Simulation).</p>	17MAR26	No
5	N/A	N/A	<p>While the RFP takes a resource-centric approach, would NATO consider an outcomes-based approach where H2A as a company, leveraging all the resources at its disposal, delivers against the requirements? Upon reviewing the RFP requirements with our Chief Technical Officer (CTO) team, our software (EASE) already addresses a number of the stated requirements or has them on our near term product roadmap. Our software takes an open architecture approach, focused on interoperability and synchronization with client M&S capabilities to enable overall workflow automation.</p>	17MAR26	No

6	Annex B: Requirement 1 Requirements Matrix	22	Can you clarify what you mean by "granted access to JCATS and JTLS for the project (page 22). As a company we are able to handle Controlled Goods and work with ITAR capabilities and have done work with JCATS previously.	17MAR26	<p>Clarification of "Access to JCATS and JTLS Databases" "Access to databases" refers to the contractor's ability to create, modify, and ingest data structures used to initialize, configure, and adjust ORBAT, system characteristics and model specific data (e.g., probability of detection, hit, and kill).</p> <p>Clarification of "Granted Access to JCATS and JTLS for the Project" "Granted access" refers to the contractor's demonstrated ability to interface with, influence, and control simulation entities within JCATS and/or JTLS in support of project objectives. This may be achieved for example through one or more of the following means:</p> <ul style="list-style-type: none"> • Integration via a Federation Object Model (FOM) where JCATS and/or JTLS participate within a federated environment; • Use of established or custom Application Programming Interfaces (APIs); or • Direct integration or modification at the simulation software/source-code level, where authorized.
7	N/A	N/A	What is the underlying technology of the Joint Exercise Management Module? <ul style="list-style-type: none"> - Is it a commercial off-the-shelf or bespoke solution? - What applications are NATO using it for? - Are you currently engaged in external support for this solution? 	17MAR26	<p>The Joint Exercise Management Module (JEMM) is a capability developed under the NATO Communications and Information Agency (NCIA) to support the planning, coordination, and execution of joint military exercises across NATO. EXCON is the main user of JEMM. JEMM solution is solely managed by NCIA. It is a secure scalable web application based on Service Oriented Architecture.</p>
8	N/A	N/A	Are NATO looking for an individual or an organisation to deliver this project?	17MAR26	We do not dictate how Industry wants to approach it.
9	Annex A: SOW Taskings	16-19	Are the Taskings dates specified in the RFP the start or the end deadlines?	17MAR26	Ends of deadlines.
10	Annex B: Requirement 1 Requirements Matrix	22	What certification or otherwise needs to be provided to prove JCATS and JTLS eligibility?	17MAR26	As for : "Provide written certification" Contractor will provide self-certification. No other party's involvement in the self-certification is required.

11	Annex B: Requirements Matrix	22-25	How will experience with NATO simulation systems (e.g., JCATS, JTLS) be scored in the evaluation process?	17MAR26	In accordance with the range. No experience or familiarity: 0 Working experience with JCATS or JTLS: 5 Working experience with both JCATS and JTLS: 10. This can be declared by e.g. providing references to the previous projects with JTLS and JCATS.
12	Bidding instructions; Para 17. Award	7	Can you please clarify what a partial bid (item 17a) entails? Specifically, does that mean partial bids are submissions that only respond to Requirement 1 or Requirement 2?	19MAR26	The requirements will be awarded separately. The bidder does not need to bid for both requirements.