

RFP-ACT-SACT-26-40 Asset Tracking Capability Q&A Amendment 1

29 April 2026

Question #	RFP Part & Section Reference	RFP Page#	Question	Submission Date	Answer
1.	BIDDING INSTRUCTIONS Point 11, a. 5) Enclosure 3	p7, p12	Do we submit detailed descriptions of each contract in the Past Performance Information Form (enclosure 3)?	22-Apr-26	As per the instructions related to <i>Enclosure 3: Past Performance Information</i> , the bidder should submit a completed form for each contract/instance of past performance describing the work performed in an as detailed as possible manner, in order to present solid and relevant supporting proof.
2.	BIDDING INSTRUCTIONS Point 4.c., Point 11, a. 5) Enclosure 3	p4, p7, p12	Some of the projects we are engaged in stretch beyond the 5 year timeframe outlined in enclosure 3, although they are still ongoing, can we reference work that began before the 5 years but is still ongoing?	22-Apr-26	The bidder can submit proof to support the effective performance of an on-going contract that stretches beyond the 5 year timeframe (e.g. proof of deliveries, acceptance certificates, certificates of completion). However, even if the contract stretches beyond the 5 year timeframe, the relevant proof of performance should be from within the last 5 year timeframe.
3.	BIDDING INSTRUCTIONS Point 11, a. Technical proposal	p6-7	Do we need to submit a detailed proposal in the technical proposal or just fill out the compliance matrix and provide references?	22-Apr-26	The technical proposal shall be submitted as per the instructions in point 11.a). It may contain, as provided by point 11.a).8), supplementary relevant information, which can include references, justifying documentation etc. in support of the proposal and which can help demonstrate that the proposal is compliant with the requirements set forth in the RFP.
4.	BIDDING INSTRUCTIONS Point 11, a. 9) Compliance and Best Value Criteria Matrices, Annex B	p7	Do we insert the range figure in the best value matrix, or do you assign a score?	22-Apr-26	The bidder should submit the best value matrix filled out based on their self-evaluation. ACT will evaluate it in relation to the submitted references and supporting documentation and will assess its compliance and veracity.
5.	BIDDING INSTRUCTIONS Point 11, a. 6) Enclosure 5	p7, p15	Do we need a government employee to fill out enclosure 5: Declaration of Eligibility?	22-Apr-26	The Declaration of Eligibility shall be issued by the National Responsible Authority for the bidder.
6.	BIDDING INSTRUCTIONS Point 11, b	p7	The price proposal must cover the period from 1 July 2026 to 31 December 2026, as well as all four option periods from 1 January 2027 to 30 June 2030. Should Bidders factor inflation into their price proposals, or is this considered part of the process if HQ SACT exercises an option period?	26-Apr-26	When preparing their price proposal, bidders should take into consideration every available information, included forecasted inflation, as there will be no adjustment to the price at the moment the Option period is exercised.
7.	SOW - DELIVERABLES	p.22-49	Several of the deliverables are linked to the conduct of events away from the Contractor's Facility, but do not specify the number of remote work days. Even though the final dates of such events may change, please provide indicative days of effort required for the following deliverable serial numbers: <ul style="list-style-type: none"> 1-2027 CWIX 27 Main Planning Conference 2-2027 ASTWG (Support/Participation) 3-2027 CWIX 27 Final Coordination Conference 4-2027 ATCIC 27 Final Coordination Conference 9-2027 ATCIC 27 Exercise Preparation & Execution - number of days of execution requested 	26-Apr-26	Every AST WG, CWIX Initial Planning Conference, CWIX Main Planning Conference, CWIX Final Coordination Conference meeting implies 5 working days (usually from Monday to Friday). CWIX Execution - usually 20 days in Poland (June). ATCIC27 Final coordination Conference, ATCIC28 Final coordination Conference, ATCIC29 Final coordination Conference: 2 working days each. ATCIC exercise Preparation and Execution: 9 working days (4 working

			<ul style="list-style-type: none"> • 11-2027 Participation in ASTWG meeting • 12-2027 CWIX 28 Initial Planning Conference Planning & Participation - number of days of participation requested • 1-2028 CWIX 28 Main Planning Conference (MPC) - number of days of participation requested • 2-2028 ASTWG (Support/Participation) • 3-2028 CWIX 28 Final Coordination Conference • 9-2028 ASTWG Fall Meeting and ATCIC 29 Main Planning Conference - number of days of participation requested • 11-2028 CWIX 29 Initial Planning Conference Planning & Participation - number of days of participation requested • 1-2029 CWIX 28 Main Planning Conference - number of days of participation requested • 2-2029 ASTWG (Support/Participation) • 3-2029 CWIX 28 Final Coordination Conference (FCC) • 4-2029 ATCIC 29 Final Coordination Conference • 9-2029 ATCIC 29 Exercise Preparation & Execution - number of days of execution requested • 11-2029 Participation in ASTWG • 12-2029 CWIX 29 Initial Planning Conference (IPC) Planning & Participation - number of days of participation requested • 1-2030 CWIX 30 Main Planning Conference • 2-2030 ASTWG (Support/Participation) • 3-2030 CWIX 30 Final Coordination Conference 		<p>days, a no working weekend and then 5 working days).</p> <p>9-2028 ASTWG Fall Meeting and ATCIC 29 Main Planning Conference: 2 days for AST + 2 Days for ATCIC (there is usually a weekend in the middle where the no work is being carried).</p>
8.	SOW - DELIVERABLES	p.26, p. 38-39	Deliverable 2-2026 references an Exercise Plan (EXPLAN) and deliverable 3-2026 references an EXPEC. (The same issue affects deliverables 8-2028 and 9-2028.) Are these two different documents or are they synonymous?	26-Apr-26	They are synonymous. It has been a wording issue from our side. We want to create just one document related to the exercise.
9.	SOW - DELIVERABLES	p.22-49	Can the Authority confirm whether Bidders are expected to apply a common assumed level of effort, staffing profile, or baseline planning assumptions when pricing deliverables?	27-Apr-26	This RFP is for a deliverable based contract, it is not a Level of Effort contract. Bidders shall submit their best financial offer to deliver the listed deliverables, as per the Statement of Work. Composition of the team, profiles etc is at bidder's discretion as long as the requirement stated in the statement of work are respected. Please ref to answer 14.
10.	BIDDING INSTRUCTIONS Point 11, b	p7	How should Bidders manage pricing risk associated with TBD conference durations, locations, or preparation activities under a Firm Fixed Price model?	27-Apr-26	Please see clarification no. 7 for reference.
11.	SOW Point 7 – 7.3 Surge Capability	p20	Can the Authority clarify how should bidders reflect the stated maximum of 100 hours per base/option period within the price proposal?	27-Apr-26	The 100 hours is an estimated reference provided for the bidders to understand what would the surge capability requirement scales against. This surge paragraph (amendment) would be only used in case of scope increase. Bidders are not requested to quote for this potential surge, but are invited to provide hourly rates in case such surge would be needed.

12.	BIDDING INSTRUCTIONS Point 11, b	p7	How should Bidders price and manage delivery risk where key Exercise and training objectives have not yet been defined?	27-Apr-26	Bidders should refer to their experience in participating and performing services in similar projects, based on the information provided in the RFP. See answer to question #7 as well.
13.	SOW Point 7	p20	Can the Authority confirm whether NATO rates, national rates, or alternative cost benchmarks should be applied when pricing travel and subsistence? Additionally, will such costs be reimbursable or included within the Firm Fixed Price?	27-Apr-26	The bidder has the freedom to build their price proposal using any reference they see fit to enable them to fulfill the requirements stated in the RFP. Such costs are not reimbursable and should be included in the Firm Fixed Price.
14.	-	-	Does HQ SACT have an expected number of Key Personnel to be proposed, or is this to be determined by the Bidder based on the proposed solution?	27-Apr-26	Bidders have the freedom to build their price proposal using assumptions that support the fulfillment of the requirements stated in the RFP. We do not have an expected number of Key personnel. The SoW is based on deliverables and their quality. If there is going to be a rotation, we recommend that the personnel possess a uniform level of expertise to avoid issues every time there's a turnover.
15.	-	-	Can a single individual fulfil multiple roles across planning, execution, and reporting activities, provided they meet the required qualifications and experience?	27-Apr-26	Please refer to answer 14. Yes. It must be taken into account that, if there is a single individual performing multiple roles (meetings, reports, etc), the SoW products must be delivered with the adequate quality and on time.
16.	-	-	To what extent are Bidders expected to define, design, or approve technical architectures, message formats, and test cases as part of the scope?	27-Apr-26	For Asset Tracking works under the ATCIC / CWIX deliverables are based on NATO approved standard (architectures, messages formats), Bidders should use those NATO standards to define, in collaboration with the COTR and NATO experts, different test cases to be used during ATCIC / CWIX. Bidders could collaborate during AST WG meetings with NATO experts to revise NATO standards.
17.	SOW - DELIVERABLES	p.22-49	The RFP is not clear on the hosting for the Asset Tracking Capability Integration function. Is this to be developed and hosted in a NATO UNCLASSIFIED environment or at a higher level of classification?	27-Apr-26	All the deliverables are NATO UNCLASSIFIED. Some of the facilities where the CWIX exercises are carried out can be classified facilities, although the resulting deliverables are NATO UNCLASSIFIED.
18.	BIDDING INSTRUCTIONS	-	Are Bidders permitted to apply their own corporate branding to submission documents?	27-Apr-26	Bidders are permitted to apply their own corporate branding, as long as they comply with the contracting authority's (ACT) requirements for submitting the bids (as per RFP 26-40 and the Terms & Conditions).
19.	-	-	Would the Authority consider granting an extension to the submission deadline, should Bidders require additional time to ensure a compliant and high-quality response?	27-Apr-26	Considering our intention to have the contract awarded and effective by the 1 st of July 2026, and given the fact that we have allowed a reasonable time for the bidders to build and submit their bids as per NATO governing policies, the contracting authority is NOT going to extend the submission deadline. This deadline remains 15 MAY 2026.
20.	BIDDING INSTRUCTIONS Point 11, a. 1)	p7	Is the 10-page limit for the Business Description section intended to include elements of the proposed technical solution, or should the technical solution be addressed separately?	27-Apr-26	The 10 page limit only applies to the Company description. There is no limit on the number of pages that the technical proposal can consist of, however the contracting authority would appreciate an explicit, yet clear and concise document which would allow for an efficient evaluation.
21.	SOW chapter 6 Qualifications point 6.3 Security	p20	Are all subcontractors required to hold a valid Facility Security Clearance (FSC) and Declaration of Eligibility (DoE), or is this	27-Apr-26	It is mandatory that all key personnel set to perform the services hold a valid NATO SECRET security clearance. If the key personnel are employees of such

			requirement limited to the Prime Contractor only?		subcontractors, then it would be preferable for such subcontractors to also present a DoE filled as per Enclosure 5 in RFP 26-40.
22.	SOW chapter 6 Qualifications point 6.3 Security	p20	Are we correct in our understanding that it is acceptable if the individuals in question have already applied for the NATO SECRET security clearance but do not yet hold the clearance at the time of proposal submission?	28-Apr-26	Point 6.3 Security clearly states that 'All contractor key personnel must possess a current NATO SECRET security clearance or national equivalent at the time of proposal submission'. Unless they hold an active security clearance at the moment of bid submission, the individuals in question would not constitute eligible personnel.
23.	SOW chapter 6 Qualifications point 6.3 Security	p20	Are we correct in our understanding that, in the case of highly qualified personnel who do not yet hold a NATO SECRET clearance, there may be a possibility for conditional acceptance or a waiver, provided that the clearance process has been formally initiated and is expected to be completed before execution of classified activities?		See answer to question 22
24.	SOW - DELIVERABLES	p22	Could the Authority clarify to what extent the Contractor is expected to perform actual system development or implementation versus providing advisory, architectural, and integration support?	28-Apr-26	We do not intend to develop new systems. If there is any implementation related to AST (Asset Tracking) and NATO the contractor should advise the COTR (Contracting Officer's Technical Representative).
25.	SOW		Can further details be provided regarding the existing NATO and national systems with which the asset tracking capability is expected to integrate?	28-Apr-26	There are several systems. It depends on the nation, most of them use barcode technology to get asset tracking information and the way to exchange the information is based on NATO standards for Asset tracking that are developed under the directions and guidance of the NATO standardization office. NATO is using LOGFAS Asset Tracking as the asset tracking system. Asset Tracking Capability is not a standalone system, it is the effort for integrating national systems and LOGFAS AST plus the interfaces in place developed by NATO agencies.
26.	SOW		Can additional guidance be provided on the expected level of detail, format, and acceptance criteria for key deliverables such as EXPLAN, EXSPEC, and Final Exercise Reports?	28-Apr-26	Formats will be provided by COTR during the contract performance. Detail is based on defining test cases with enough technical details for national and NATO experts to be able to carry out the test. Definition of the processes and the information exchange requirements should be depicted. KPI for the different cases should be defined, everything according with the directions of the COTR. Final Reports as a minimum should include: Description of test cases with incidents and level achievement of objectives (KPI related), List of identified lessons and advice about a way ahead.
27.	SOW		Could the Authority elaborate on the expected level of contractor involvement during exercises (e.g., CWIX, ATCIC), particularly regarding on-site presence, operational responsibilities, and interaction with participating nations? What about the time between these events? Is attendance in Norfolk (US) expected from time to time, or even on a regular basis?	28-Apr-26	Contractor has to attend in-person exercises. The Director / COTR is the responsible of the exercise. Contractor will be responsible of the technical execution and support the COTR in the operational execution. Contractor will have direct integration with participants. It has to be considered that CWIX and ATCIC are not a LIVEX exercises (no combat units involved) usually there are operators of AST systems and technical personal. No attendance in Norfolk is expected. Planning meetings and AST WG meetings require in-person attendance.
28.	SOW		Is the use of subcontractors or consortium partners permitted, and if so, are there any	28-Apr-26	In case the prime contractor elects to subcontract part of the work to subcontractors, said entities are subject to

			specific requirements regarding their roles, responsibilities, or contractual arrangements?		the same restrictions and must comply with the same requirements, terms and conditions set forth and referenced in the RFP 26-40. Same applied to consortium members in case of consortium.
29.	SOW		Are we correct in our understanding that the Contractor is expected to define a target architecture for interoperability across NATO and national asset tracking systems, rather than implementing a centralized system?	28-Apr-26	No. That is not the goal. The capability integration goal is to improve interoperability among national AST systems and NATO for enhancing visibility. The contractor will help the COTR advising nations and experts and carrying out technical exercises. No implementation of new systems or definition of new architecture.
30.	SOW - DELIVERABLES	p22	Are we correct in our understanding that the primary focus is on system-to-system integration and interoperability, rather than development of new standalone applications?	28-Apr-26	Yes, although just interoperability, not integration.
31.	SOW		Given the multi-year duration of the contract, is there any provision for price adjustment (e.g., inflation, cost increases), or are prices expected to remain fixed throughout all option periods?	28-Apr-26	Prices are expected to remain fixed throughout all option periods. See also answer to question 6.
32.	BIDDING INSTRUCTIONS, point 1 - General, letter b. Terms & Conditions – Ownership, Chapter 32	p16 in T&C	Could the Authority clarify the ownership and usage rights of deliverables, including whether the Contractor retains any rights to reuse methodologies or components?	28-Apr-26	As per the provisions of chapter 32 letter a. Ownership of Work Product in the Terms and conditions referenced in the RFP 26-40 at BIDDING INSTRUCTIONS, point 1 - General, letter b. (source: https://www.act.nato.int/wp-content/uploads/2026/01/HQ-SACT-General-Terms-and-Conditions-20260115.pdf): HQ SACT is and shall be the sole and exclusive owner of all right, title, and interest throughout the world in and to all the results and proceeds of the research performed under this agreement, including but not limited to inventions, derivative works, documents, reports, summaries, raw data, algorithms, charts, graphs, research results, methods, models, maps or drawings, tools, software (including source code), and other works which are created due to or as part of the research by HQ SACT, and including all patents, copyrights, trademarks, trade secrets and other work product (all of the above-described results and proceeds of the research are herein referred to as "Work Product") and shall be deemed to be work made for hire. Accordingly, HQ SACT may modify, protect, publish, incorporate into other documents, share with others, or otherwise use without restriction all aspects of the Work Product as HQ SACT deems fit in its sole discretion. Contractor will not in any way use, license, or allow third parties to use the Work Product or any portion thereof without the express prior written consent of HQ SACT.
33.	SOW	p16	Do we understand correctly that the logistics network's system landscape is already in place and offers interfaces for exchanging AST messages?	28-Apr-26	Each nation have their own systems based on NATO approved standards. NATO as an organization has their own system and there are interfaces in place that are used for the exchange of information.
34.	SOW	p18	Do we understand correctly that the contractor will handle the modeling, simulation, implementation, and testing of the logistics event data based on AST for various connected logistics systems within the logistics network?	28-Apr-26	There are no modelling and simulation tasks. Test events are defined based on NATO specifications for generating them. Test cases would be defined based on the directions of the COTR and the current NATO specifications. The bidder will help

					the COTR during the process of definition, implementation and testing.
35.	SOW - Point 5.4	p18	Do we understand correctly that a test suite and test data generator should be developed for the defined test cases?	28-Apr-26	There is no obligation to do that. There is a NATO tool that is used for generating test data.
36.	SOW		Do we understand correctly that it is also within the scope and intention of the project to assess the introduction of a vendor-neutral standardization layer, supported by middleware, in order to harmonize multiple existing and future GPS, BLE, UWB, RFID technologies and replace isolated solutions with an interoperable overall ecosystem?	28-Apr-26	No. That is not within the scope or intention of the project.
37.	SOW - DELIVERABLES	p.26	3-2026 ASTWG Fall meeting + ATCIC 27 Main Planing Conference (Approx. 7 days): Will this meeting include the weekend (as meeting days) or 2 days in the following week?	28-Apr-26	MPC ATCIC27: 24 - 25 SEP 2026 in Bucharest. Romania. Weekend does not constitute meeting days. 28 SEP-02 OCT 2026 Asset Tracking Working Group in Brasov Romania