



**Acquisition Directorate**

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NCIA/ACQ/2020/6432  
11/05/2020

**Market Survey - Request for Additional Information**

**Project "Cost Estimating Software Tool"  
Project Serial Number 115150**

**NCI Agency Reference: 115150 Estimating Tool**

NCI Agency is seeking information from Nations and their Industry regarding the availability and ROM Pricing of a Commercial-Off-The-Shelf (COTS) Cost Estimating Software Tool.

**NCI Agency Points of Contact  
Principal Contracting Officer (PCO) Gael Craver  
Action Officer: Dorina Cani**

E-mail: [dorina.cani@ncia.nato.int](mailto:dorina.cani@ncia.nato.int)

To: Distribution List (Annex A)

Subject: **NCI Agency Market Survey  
Request for Information 115150**

1. NCI Agency requests the assistance of the Nations and their Industry to identify COTS solutions available to provide a COTS Cost Estimating Tool and associated ROM pricing.
2. NCI Agency requests the broadest possible dissemination by Nations of this Market Survey Request to their qualified and interested industrial base.
3. A summary of the requirements is set forth in the Annex B attached hereto. Respondents are requested to reply via the questionnaire at Annex C. Other supporting information and documentation (technical data sheets, marketing brochures, catalogue price lists, descriptions



NATO Communications  
and Information Agency  
Agence OTAN d'information  
et de communication  
Avenue du Bourget 140  
1140 Brussels, Belgium  
[www.ncia.nato.int](http://www.ncia.nato.int)

of existing installations, manuals, etc.) are also desired.

4. The NCI Agency reference for this Market Survey Request is **MS-115150**, and all correspondence and submissions concerning this matter should reference this number.

5. Responses may be issued to the NCI Agency directly from Nations or from their Industry (to the Point of Contact indicated at Paragraph 8 of this Market Survey Request). Respondents are invited to carefully review the requirements in Annex B.

6. Responses shall in all cases include the name of the firm, telephone number, e-mail address, designated Point of Contact, and a NATO UNCLASSIFIED description of the capability available and its functionalities. This shall include any restrictions (e.g. export controls) for direct procurement of the various capabilities by the NCI Agency. Non-binding product pricing information is also requested as called out in Annex C.

7. Responses are due back to the NCI Agency no later than **17:00 Brussels time 01 June 2020**.

8. Please send all responses via email to the following NCI Agency Action Officer:

To Attention of: Dorina Cani

Postal address: NCI Agency  
Acquisition Directorate  
Boulevard Leopold III  
B-1110 Brussels  
Belgium

E-mail: Dorina.cani@ncia.nato.int

9. Product demonstrations with industry are expected during this initial stage. Demonstrations are expected to take place either virtually or on location at either Brussels or The Hague. Respondents will be contacted if such a demonstration is planned by the Agency. Respondents are requested to await further instructions after their submissions and are requested not to contact directly any NCI Agency staff other than the POC identified above in Paragraph 8.

10. Any response to this request shall be provided on a voluntary basis. Negative responses shall not prejudice or cause the exclusion of companies from any future procurement that may arise from this Market Survey. Responses to this request, and any information provided within the context of this survey, including but not limited to pricing, quantities, capabilities, functionalities and requirements will be considered as information only and will not be



construed as binding on NATO for any future acquisition.

11. The NCI Agency is not liable for any expenses incurred by firms in conjunction with their responses to this Market Survey and this Survey shall not be regarded as a commitment of any kind concerning future procurement of the items described.

12. Your assistance in this Market Survey request is greatly appreciated.

FOR THE DIRECTOR ACQUISITION:



Gael Craver  
Principal Contracting Officer

Enclosures:

Annex A (Distribution List)

Annex B (Market Survey Request - Summary of Requirements)

Annex C (Market Survey Request - Questionnaire)

**ANNEX A**  
**Distribution List for Market Survey Request for Information**  
**MS-CO-115150**

Potential Industrial Suppliers (NCI Agency BOA Holders) 1

**NATO Delegations** (Attn: Investment Adviser):

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
Netherlands	1
North Macedonia	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
The United Kingdom	1
The United States of America	1

**Belgian Ministry of Economic Affairs** 1

**Embassies in Brussels** (Attn: Commercial Attaché):

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
Montenegro	1
Netherlands	1
North Macedonia	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
The United Kingdom	1
The United States of America	1

***Distribution for information (Blind to Potential Industrial Suppliers):***

**NATO International Staff**

NATO Office of Resources		
Management and Implementation Branch		
Attn: Deputy Branch Chief		1
Director, NATO HQ C3 Staff		
Attn: Executive Co-ordinator		1
SACTREPEUR		
Attn: Infrastructure Assistant		1

**Strategic Commands** *(as applicable to funding source)*

SACT	Attn: ACOS C4ISR	1
ACO	Attn: SPT CIS Director	1

**NCI Agency:**

ACQ -Deputy Director (Mrs. A. Szydelko)		1
ACQ - Chief of Contracts a.i. (Mr. P. Chulick)		1
ACQ -Principal Contracting Officer (Mr. G. Craver)		1
ACQ - Principal Contracting Assistant (Ms. D. Cani)		1
ACQ- Head CEA Office (Mr. R. Berghuijs)		1
ACQ- Senior Cost Professional (Mr. D. Kreitler)		1
Legal Office – Senior Assistant Legal Advisor (Mr. V. Roobaert)		1
Service Strategy- Principal Enterprise architect (Mr. F. Gernot)		1
Registry (for distribution)		1

**NATEXs**

All NATEXs		1
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**ANNEX B**  
**Summary of Requirements**  
**Project ID 115150**

**Introduction**

There is a need for producing Life Cycle Cost Estimates (LCCE) across the NCI Agency to support program planning and project execution. An investment needs to be made in a cost estimating tool to support historical and unbiased estimating techniques. Developing, sharing, and reporting life cycle cost estimates requires independent tools and a standardized framework to automate key analysis tasks and simplify the estimating process. These tools can be based on parameters, artificial intelligence or any other current industry standard.

**Agency Requirements**

NCI Agency must provide Life Cycle Cost Estimating capabilities and program planning and budgeting in support of Service Life Cycle Management. The Agency must establish one core suite of tools that can be used on two different business networks—NATO Restricted (NR) and NATO Secret (NS). The tools must provide Life Cycle Cost Estimating capability using parametric or other techniques structured in a work breakdown framework. These tools must be recognized in industry and contain a large database of historical projects (both military and commercial) that cover the following key domains including:

1. Systems of Systems
2. IT Infrastructure
3. Software
4. Hardware

The tool can either be comprised of a suite of applications or a single application. The Agency should be able to calibrate the tool to use its own data, but not be reliant upon user data to prepare estimates.

When estimating software projects, the tool must be able to, at a minimum, use both function points and Lines of Code as the sizing parameter. The tool should be able to estimate projects being developed using Agile.

The reporting capability of the tool must be able to interact with MS products like PowerPoint and Word, but especially Excel. Reporting should include the following capabilities:

1. Report in Base Year and/or Then Year
2. Convert between currencies
3. Report both tabular information as well as charts and figures
4. Prepare a Monte Carlo analysis

The Agency plans to have 10-12 users in 2021 with growth to 14-16 users by 2025.

Training should be available to both familiarize the staff with the tool initially, but also on a continuing basis to learn about changes to the application and to improve user's abilities to become more efficient and accurate.

Support of the tool for both questions on modelling and issues with the tool needs to be available with a response time of less than 24 hours.

The expected contract award for this project is begin November 2020.



**ANNEX C**  
**Questionnaire**

Organisation name:

Contact name & details within organisation:

**Notes**

- Please **DO NOT** alter the formatting. If you need additional space to complete your text then please use the 'Continuation Sheet' at the end of this Annex and reference the question to which the text relates to.
- Please feel free to make assumptions, *HOWEVER* you must list your assumptions in the spaces provided.
- Please **DO NOT** enter any company marketing or sales material as part of your answers within this market survey. But please submit such material as enclosures with the appropriate references within your replies. If you need additional space, please use the sheet at the end of this Annex.
- Please **DO** try and answer the relevant questions as comprehensively as possible.
- All questions within this document should be answered in conjunction with the summary of requirements in Annex B.
- All questions apply to Commercial or Government respondees as appropriate to their Commercial off the Shelf (COTS) or Government off the Shelf (GOTS) products.
- Cost details required in the questions refer to Rough Order of Magnitude (ROM) Procurement & Life Cycle cost, including all assumptions the estimate is based upon:
  - Advantages & disadvantages of your product/solution/organisation,
  - Any other supporting information you may deem necessary including any assumptions relied upon.

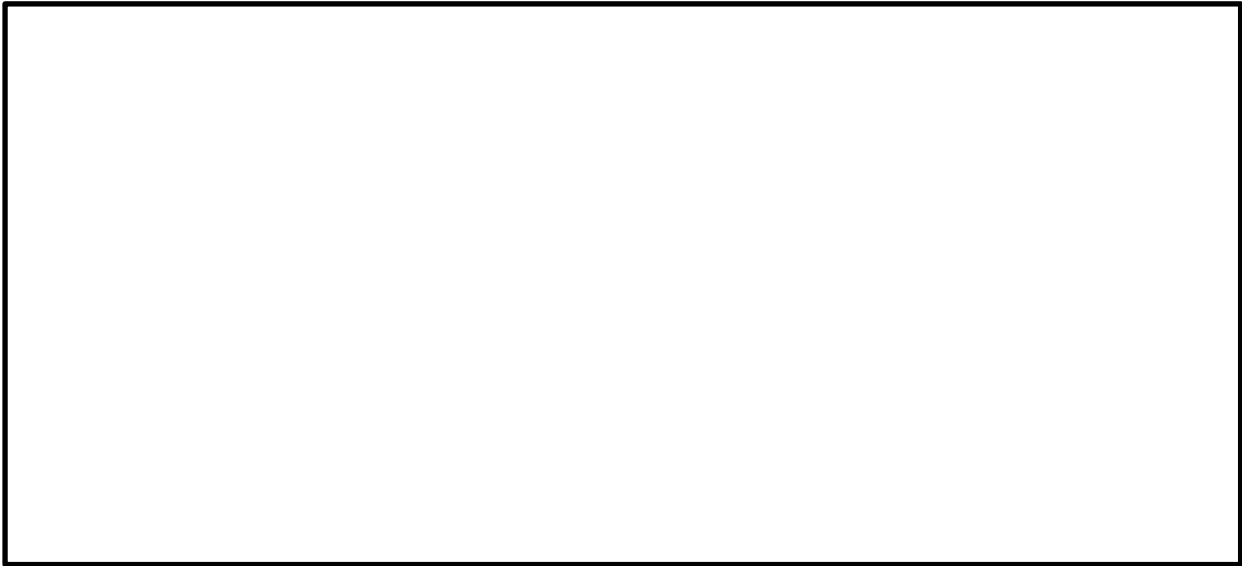
1. **Do you produce a product compliant with the specifications of Annex B? If so, please specify the name and type of the product. If not, please list any products that are deemed to be close to the specification and state the functional or performance deviations where relevant.**

2. **Is your product used by one or more NATO nations' or is it currently under military or government contract with a NATO nation? If so, state the approximate number of seat licenses and state the purchasing agency. Please do so in such a way as to not break any confidentiality or non-disclosure agreements.**

3. **What is your ROM license cost for your tool assuming 10 users? Provide the ROM price over 5 years and provide pricing by application if your tool is broken up into different tools.**

4. **If the proposed solution is under development, when will it be available for testing and evaluation?**

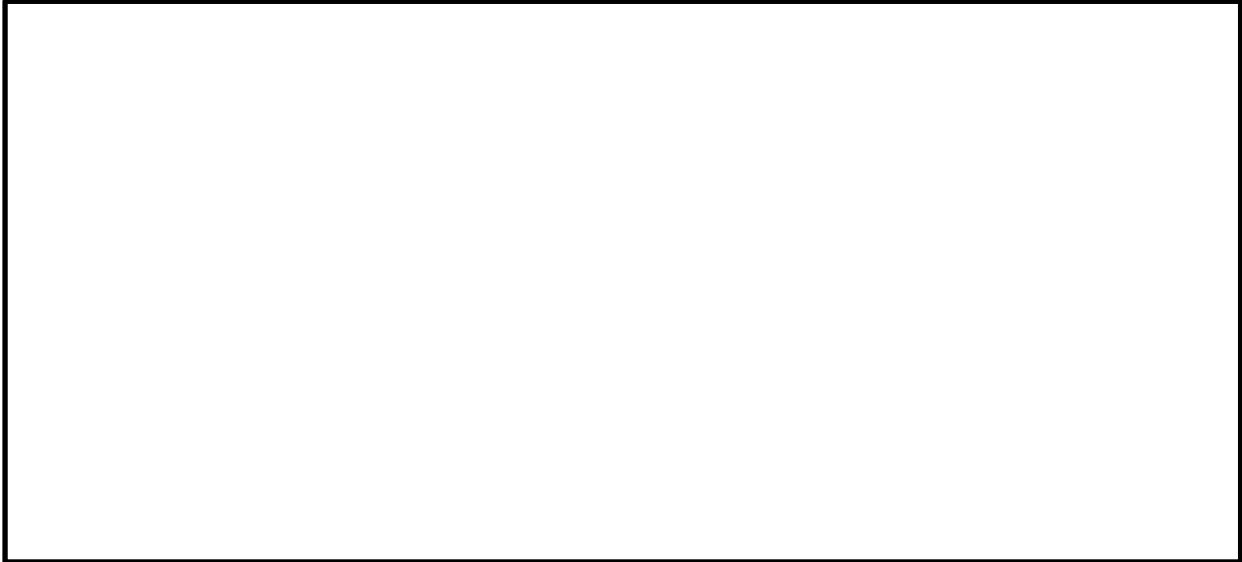
5. **How many projects make up your database? What percentage of this is from a military background and what percentage is commercial?**



**6. Please describe the support provided as part of the annual license fee.**



**7. Please explain if your model is based on COSYSMO, COCOMO II or some other algorithm.**

A large, empty rectangular box with a black border, intended for the respondent to provide an explanation as requested in the question above.

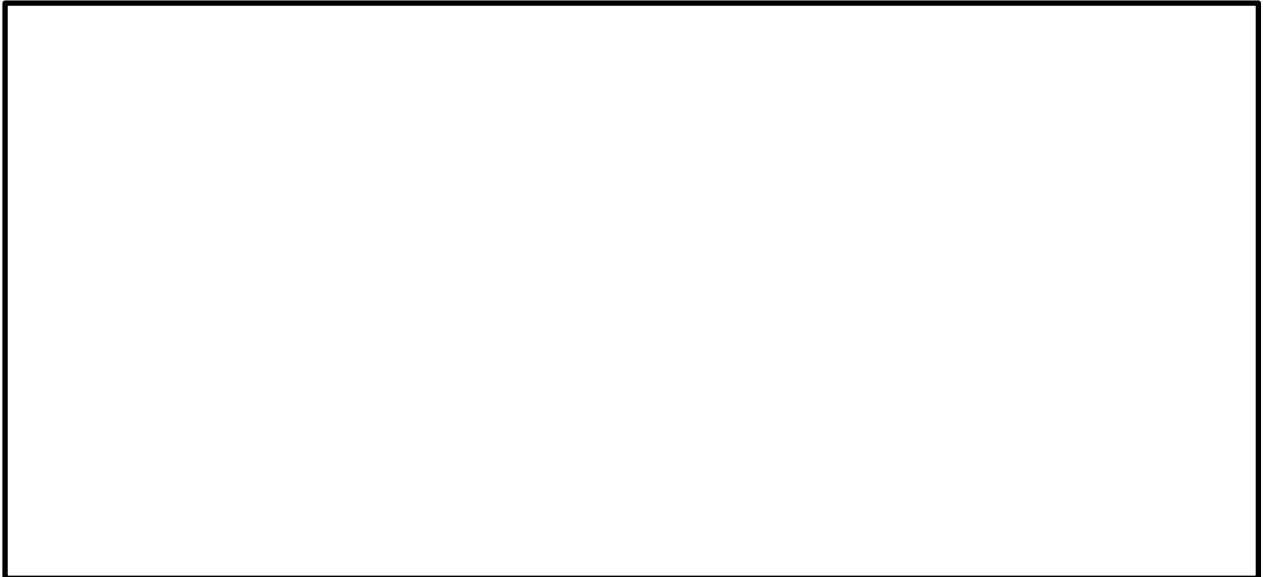
8. **Does your tool allow for simulations, scenarios and/or what-if analysis? Please provide some explanation.**



9. **Does your tool allow for integration with other applications? Specifically of importance is MS-Excel. There is also interest in integration with an enterprise architecture language such as ArchiMate. Please explain what applications your tool integrates with and explain to what level. (i.e. copy and paste; direct linking; etc.)**



**10. Does your tool allow for customized reporting? Please explain or show an example if possible.**



**11. Does your tool allow for calibration based on actuals? Please explain or show an example if possible.**



<b>Continuation Sheet</b>	Page
Please feel free to add any information you may think that may be of value to NCI Agency in the space provided below. Should you need additional space, please copy this page and continue with the appropriate page numbers.	— Of —



