

## CLARIFICATION REQUESTS

<b>ADMINISTRATIVE/CONTRACTUAL</b>				
<b>Serial Nr</b>	<b>IFB Section Ref.</b>	<b>BIDDERS QUESTION</b>	<b>NCI AGENCY ANSWER</b>	<b>Status*</b>
<b>A.1</b>	Book II, Part II, Special Provisions, Articles 12.3, 30.1.1, 30.3	<p>Article 12.3 states that "failure to achieve two (2) consecutive "PASS" Total Quarterly Scores, may give rise to the Purchaser's right to invoke the "Termination for Default" Clause of these Contract Special Provisions".</p> <p>Articles 30 states that the Purchaser reserves the right to terminate the whole or any part of the Contract, per Article 30.1.1 for "three (3) consecutive "FAIL" Total Quarterly Scores".</p> <p>Please provide clarification on whether termination for default may be invoked by Purchaser after two (2) or three (3) consecutive "FAIL" Total Quarterly Scores.</p>	NCIA revised 12.3 to state from two (2) to three (3) consecutive "Fail" Total Quarterly Scores.	AMD 2
<b>A.2</b>	Book II IFB-CO-115760-e-FIT AMD 1/ 8. Performance guarantee	Could NCIA please confirm our correct understanding of the performance guarantee requirement, that the Contractor has to deposit a bank guarantee (the "Performance Guarantee") denominated in the currency of the Contract, to the value of ten percent (10%) of the total Contract price, e.g. for Schedule B in the amount of 7 500 000 € for 5 years period of the contract?	<p>Book II Part II Special Provisions states: CLAUSE 8, "Performance Guarantee" of the General Provisions <i>does not apply</i> to this contract and is hereby removed.</p> <p>Part II Special Provisions takes precedence over the General Provisions under Part III. No Performance Guarantee is required for this requirement.</p>	CLOSED

<b>A.3</b>	Book II IFB-CO-115760-e-FIT AMD 1, Part II Contract Special Provisions	During our review of your tender documents, we noticed that there is no limitation of liability for contractors in your contract conditions. As part of our internal processes, we are instructed to agree such provisions with the contracting authority. Can a liability provision be included in the contract?	NCIA will not include a liability provision in Book II Part II.	CLOSED
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<b>PRICE</b>				
<b>Serial Nr</b>	<b>IFB Section Ref.</b>	<b>BIDDERS QUESTION</b>	<b>NCI AGENCY ANSWER</b>	<b>Status*</b>
<b>P.1</b>	Schedule A and B forms	Can NATO provide estimated quantities for the number of Tempest devices for <del>Schedule A</del> and Schedule B anticipated to be ordered?	NCIA provided historical data in Book I Annex A2. Estimated quantities for future orders is not known; however, it is recommended for Bidders to view the historical data provided. An indicative quantity column has been added to both Schedules for evaluation purposes.	AMD 2
<b>P.2</b>	Schedule B forms	CLIN 5 annotates Tempest level B & C equipment adding the words “including or excluding Power Line Filters, (PLF)”.  CLIN 6, 7 & 8 does not make any distinction in regards to PLF – so for levels B & C in CLIN 6, 7, & 8 is this with or without PLF?	Currently, PLFs are not required for CLIN tabs 6, 7 and 8.	CLOSED
<b>P.3</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV Annex A (page 154)	Schedule A: Standard End User Equipment 2. Laptops: Dell Latitude 7330 Rugged series or HP EliteBook 830 G8 (COTS, Tempest Level A, B & C), on the other hand in IFB-CO-115760-e-FIT_Schedule A_Bidding Sheets AMD 1, CLIN 6-DELL Tempesting & CLIN 7-HP Tempesting there are no Tempest Level A, B & C laptops. Are laptops in Tempest planned for this contract?	Currently, Tempested laptops are not required.	CLOSED
<b>P.4</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV Annex	A.2.4.1.d CERBERUS Workspace - Level A, but there is no such device in IFB-CO-115760-e-FIT_Schedule A&B_Bidding Sheets. Is	NCIA has removed CERBERUS Workspace - Level A from Book II Part IV Annex A.	AMD 2

	A (page 163&180)	CERBERUS Workspace - Level A planned for this contract?		
<b>P.5</b>	IFB-CO-115760-e-FIT_Schedule A_Bidding Sheets AMD 1, CLIN 7-HP Tempesting	In CLIN 7.18 shouldn't it be HP E24t instead of HP P 24h G5? HP P 24h G5 i not touch screen model. Please confirm.	NCIA has corrected CLIN HP Tempesting Tab, HP P 24h G5 <b>TO</b> Touch Screen Desktop Monitor – HP E24t.	AMD 2
<b>P.6</b>	IFB-CO-115760-e-FIT_Schedule A_Bidding Sheets AMD 1, CLIN 8-KVM Switches Tempesting	IFB-CO-115760-e-FIT_Schedule A_Bidding Sheets AMD 1, CLIN 8-KVM Switches Tempesting there are different models of devices than in Book II IFB-CO-115760-e-FIT, Book II Part IV Annex A. Please confirm which one should apply as detailed technical specification has a big influence on Tempesting - scope & cost.	NCIA has revised Schedule A CLIN 8 KVM Switches Tempesting tab. The information in Book II Part IV Sow Annex A is correct.	AMD 2
<b>P.7</b>	Schedule B Bidding Sheets	For Schedule B Pricing, can NATO split CLIN 1.16 LAN Edge into two separate CLINs to enable different price discounts to be added to these two distinct product categories (switches and wireless)?	NCIA Confirms that CLIN 1.16 is split by adding CLINs 1.15, 1.16, 1.17, 1.18.	AMD 2
<b>P.8</b>	Bidding Sheets - CLIN 5	With regards to the description of TEMPEST for IP Phones; "Built in microphone" we assume that this refers to the base station microphone used for "on-Hook" dialling and not the microphone on the Horn? If this is correct, then on-hook dialling will no	The built-in microphone refers to the microphone on the speakerphone button of the phone. NICA requires it to be physically switched off when the hook is in the cradle (on-hook). It is acceptable if removed but then the	CLOSED

		longer be possible – therefore, would it be acceptable to just remove the base station microphone?	User will lose the speakerphone functionality completely.	
<b>P.9</b>	Bidding Sheets - CLIN 5	<p>In the price table "IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets" in the section "CLIN 3-Tempesting" CLIN 3.7, 3.8, 3.18, 3.19, 3.29, 3.30, 3.40, 3.41, 3.51, 3.52 the functionality "Mic Disconnected on Hook" is required.</p> <p>Are we correct in assuming that these hardware modifications are necessary on the IP telephones TEMPEST SDIP 27 Level A, B, C:</p> <ul style="list-style-type: none"> <li>• If the handset is on the hook, the handset microphone is switched off by hardware.</li> <li>• Along with the disabling of the handset microphone, the connection point for headsets is switched off as well.</li> <li>• In the same way the handset and headset microphones are disabled, the internal hands-free microphone is deactivated if the handset is on the hook and it can only be activated by picking up the handset.</li> </ul>	These are requirements for all tempest levels. Please view response for P.8 as well. As long as the microphone is switched off this is acceptable. The notion is for no one to activate the microphone remotely to overhear conversations. It has to be physically switched off when the phone is on-hook.	CLOSED
<b>P.10</b>	Bidding Sheets - CLIN 5	In the excel sheet IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets the price for the TEMPEST certification is requested. For series production; a set of preparation activities need to be performed: TEMPEST modifications, short measurement procedures and documentation must be made. The pricing sheet does not include a line item for documentation of the price for these preparation activities for TEMPEST A/B/C. Can	NCIA confirms that prices for all activities required for the Tempesting process shall be embedded into a single unit price.	CLOSED

		NATO please amend the structure of the pricing sheet to allow pricing of these activities.		
<b>P.11</b>	Bidding Sheets - CLIN 5	In the price table "IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets" in the section "CLIN 3-Tempesting" CLIN 5.56, 5.57, 5.58, the prices for "CERTIFICATION/RE-CERTIFICATION PROCESS TEMPEST" are requested. Are we correct in assuming that the re-certification processes for the models after EOL are meant here and that the prices are needed for this?	NCIA confirms Schedule B, CLIN 5 Tempesting removes the following CLINs 5.56, 5.57 and 5.58.	AMD 2
<b>P.12</b>	IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets AMD 1	Furthermore, in the price table "IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets" in the section "CLIN 3-Tempesting" CLIN 3.56, 3.57, 3.58, the prices for "CERTIFICATION/RE-CERTIFICATION PROCESS TEMPEST" are once again requested.  In Bidder Question P.3, you answered "NCIA has removed recertification CLINs from the Bidding Sheets."  However, the "CERTIFICATION/RE-CERTIFICATION PROCESS TEMPEST" are still included in the bidding sheet.  We request that the item be removed.	Please see response at P.11	AMD 2
<b>P.14</b>	IFB-CO-115760-e-FIT_Schedule B_Bidding	In the price table "IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets" the required number of TEMPEST products is not specified. In order to calculate the TEMPEST prices, please indicate the	NCIA provided indicative quantities in both Schedules for evaluation purposes.	AMD 2

	Sheets AMD 1	number of TEMPEST products analogous to Schedule A.		
<b>P.15</b>	Bidding sheets Schedule A and B	<p>In both price tables "IFB-CO-115760-e-FIT_Schedule A_Bidding Sheets" and "IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets", the following capacities are requested:</p> <ul style="list-style-type: none"> <li>• Initial TEMPEST certification process duration – weeks</li> <li>• Leadtime for Serial Production – weeks</li> <li>• Max Volume Serial Production per week (quantity)</li> </ul> <p>In our view, this request plays no role in the decision to award the contract. Only technical compliance and lowest price are relevant.</p> <p>The capability, technical and human resources of a TEMPEST company are requested but not considered in your decision.</p> <p>If our assumption is correct, it cannot be ensured that the requested TEMPEST production quantities will be delivered on time.</p> <p>In order to ensure that the TEMPEST products are delivered on time, we request that the capacity requests be included in the evaluation matrix.</p>	<p>NCIA confirms evaluations and award will be based on lowest price technically compliant bid(s). NCIA has provided the evaluation criteria in Book I.</p> <p>The Bidder shall populate the yellow cells within the bidding sheets as these cells <b>are mandatory.</b> Sections 3 and 4 has been amended in Book I setting criteria for Delivery Lead Times to be part of the QA draft plan.</p>	AMD 2

<p><b>P.16</b></p>	<p>IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets AMD 1</p>	<p>In the price table "IFB-CO-115760-e-FIT_Schedule B_Bidding Sheets" in the section "CLIN 3-Tempesting" CLIN 3.59 and 3.60 include the following product designations:</p> <ul style="list-style-type: none"> <li>• EL1-8841-07L1 Tempest SDIP 27A NTSWG VoIP Phone TSG Accreditation No TSG-A-22-2016.</li> <li>• EL1-8865-02L1 TEMPEST SDIP 27A Unified VoIP NTSWG Phone TSG-A-46-2018</li> </ul> <p>These products are a VoIP Phone already approved by a TEMPEST company according to SDIP 27 Level A based on Cisco 8841 and Cisco 8865. The product name "EL1-8841-07L1" and "EL1-8865-02L1" are the TEMPEST products of a specific company. Thus, the price of a specific product is queried and not the TEMPEST approvals of the individual products, as is the case with other items. For this reason, there is a distortion of competition and preferential treatment of one company. In addition, the functionality "Mic Disconnected on Hook" is missing for these products.</p> <p>Are we correct in assuming that item 3.59 will be corrected and the new product designation will be "CP-8841=_Mic Disconnected on Hook_TEMPEST A incl PLF"?</p> <p>Are we correct in assuming that item 3.60 is corrected and the new product designation is "CP-8865=_Mic Disconnected on Hook_TEMPEST A incl PLF"?</p>	<p>NCIA confirms these CLINS have been removed from Schedule B</p>	<p>AMD 2</p>
<p><b>P.17</b></p>	<p>SSS - CLIN1.16; FORTINET LAN Edge</p>	<p>This category of equipment in the SSS contains two distinctly different types of equipment. FORTINET advised that the discount level for the two categories of equipment will be fundamentally different. In case the SSS remains 'as is' today and only allows a single discount, applicable on both types of equipment, the</p>	<p>Please see response for P.7</p>	<p>AMD 2</p>



		lowest discount will be applicable for both categories. In case the SSS structure allows to make a distinction between both categories (e.g. 1.16.1 Switch and 1.16.2 Wireless), a higher discount can and will be made available for one of the categories. Can The Agency please change the SSS structure and split CLIN item 1.16 into two distinct CLIN's allowing a separate and different discount for both categories.		
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<b>TECHNICAL</b>				
<b>Serial Nr</b>	<b>IFB Section Ref.</b>	<b>BIDDERS QUESTION</b>	<b>NCI AGENCY ANSWER</b>	<b>Status*</b>
T.1	IFB-CO-115760-e-FIT_Schedule A_Bidding Sheets AMD 1, CLIN 6-DELL Tempesting	There is no technical specification for Tempest devices (Level A, B, C) for CLIN 6.1- 6.17, 6.28 - 6.40. Some technical parameters such as connectors may vary compared to COTS devices, mostly in Level A and B devices. Is any update of technical specification planned for this?	The information in Book II Part IV Annex A is the most recent information obtained. Should technical specifications change, an amendment to the IFB will be issued informing Prospective Bidders.	CLOSED

<b>T.2</b>	IFB-CO-115760-e-FIT_Schedule A_Bidding Sheets AMD 1, CLIN 7-HP Tempesting	There is no technical specification for Tempest devices (Level A, B, C) for CLIN 7.1 - 7.17, 7.31 - 7.40. Some technical parameters such as connectors may vary comparing to COTS devices, mostly in Level A and B devices. Is any update of technical specification planned for this?	Please see response for T.1	CLOSED
<b>T.3</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV Annex A (page 196)	Universal Power Supply Filter - TEMPEST Universal Power Supply Filter, 3 outlets is required. There is no such position in IFB-CO-115760-e-FIT_Schedule A&B_Bidding Sheets. Is this device planned for this contract?	NCIA confirms this device is under a different Schedule that is not part of this IFB.	CLOSED
<b>T.4</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV-Statement of Work, 2.1.3	Is it required to test conducted emission for SDIP-27 level B devices?	NCIA confirms this is required.	CLOSED
<b>T.5</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV-Statement of Work, 2.1.3	Is it required to test conducted emission for SDIP-27 level C devices?	NCIA confirms this is required.	CLOSED
<b>T.6</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV-Statement of Work, 2.1.3	Must NATO approved TEMPEST provider have self certification approval?	Approved by National Tempest Authorities.	CLOSED

<b>T.7</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV Annex A, 19.1.1 - 19.1.3	According to our experience having a Tempest certified wireless mouse is not possible. Shouldn't that be changed for a wired mouse?	NCIA has Amended SoW Annex A HP from wireless to wired.	AMD 2
<b>T.8</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV Annex A	In scope of Tempest monitors, for Tempest testing is it required to test all signal ports or only those with cables provided?	NCIA confirms all ports shall be tested.	Closed
<b>T.9</b>	Book II IFB-CO-115760-e-FIT, Book II Part IV Annex A	In scope of Tempest docking stations, due to Tempest requirements limitations, is it possible to deliver device with required signals but modified/changed connectors? Example RJ45 network connection changed for fiber ST/LC connector and USB A-type changed for LEMO or DB9.	Currently, NCIA not requiring Tempesting for laptops; however, should this change, docking stations and laptops should be tested at the same time.	Closed
<b>T.10</b>	IFB-CO-115760-e-FIT Book II, Part I SSS, SCHEDULE B Tempesting, CLIN 5.59-5.60	These are exact products/part numbers of IP phones made by API <a href="https://www.advprograms.com/datasheets/secure/8841-TSG-Approved-Class-A-Cisco-8841-CNSS-VOIP-Phone.pdf">https://www.advprograms.com/datasheets/secure/8841-TSG-Approved-Class-A-Cisco-8841-CNSS-VOIP-Phone.pdf</a> Is this sort of a minimum requirement? Or NCIA is willing to buy exactly API made phones and no others?	Currently, NCIA will procure API made phones.	Closed

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