PRT TDCIS – Bidders Conference

18 November 2022

PRT MoD and NCI Agency Team

NATO
OTAN
NATO Communications and Information Agency
NCI AGENCY

WELCOME

Agenda

08:30	Registration	
08:50	Safety / Security briefing	Ole Hubner
09:00	Welcome – NSII Service Line Chief / PRT MoD Director	
09:15	Administration & Purpose of Event	Ole Hubner
09:20	SoW Content & PRT TDCIS Overview	Kayhan Vardareri
10:00	Break	
10:30	Technical Package	Kayhan Vardareri
10:35	Management	Kayhan Vardareri
11:35	Engineering	Christophe Joris
12:00	Supportability	Alessandro Vitali
12:30	Lunch Break	
13:30	RFQ Package Structure	Ole Hubner
14:00	RFQ General Instructions	Ole Hubner
14:30	Break	
15:00	Questions / Wrap up / Next Steps	PRT MoD / NCI Agency Team
17:00	End of the Conference	

Bidders' Conference – Security & Safety

- Classification of Bidders' Conference/ RFQ : NATO UNCLASSIFIED
  - NO CLASSIFIED DISCUSSIONS: no questions and answers containing classified information will be addressed during the Conference
- Emergency Exits & Procedures
- Do not leave the Public Square area
- NCI Agency Point of Contact: the Contracting Officer
  - Mr Ole Hubner – ole.hubner@ncia.nato.int

- Ian Walton
  - Network Services and IT Infrastructure – Service Area Owner
- Paulo Fernando Viegas Nunes
  - BGen
  - PRT Ministry of Defence Project Director

Administration

Services

- Coffee, Tea, Water and cookies will be provided during the breaks.
- Lunch can be bought in the cafeteria and snacks and drinks can be bought at the supermarket and cafés downstairs.
- Wifi:
- NATOHQ_Guest
- Password NATOHQ_Guest
- Open browser: Username group-part1fht658, password 9220

Administration

- Copy of Briefings and list of Industry Attendees will be provided in a follow on RFQ AMD.

Purpose of Event

Bidders' Conference - Purpose

- Present the Project and the key members of the Purchaser's team
- Overview of entire RFQ package structure and content
- Opportunity to clarify aspects of the RFQ for which the Bidders may have questions
- Answer questions where possible
- Opportunity for industry networking

PRT TDCIS – Project Team

- Ian Walton – Service Area Owner
- Tiziana Pezzi – Principal Contracting Officer
- Ole Hubner – Senior Contracting Officer
- Kayhan Vardareri – Senior Project Manager
- Christophe Joris – Technical Lead
- Alessandro Vitali – Senior IPS Officer

- Others:
  - Independent Verification & Validation (IV&V)
  - SMEs:
    - PRT MoD
    - Enterprise Architects
    - Network Services and IT Infrastructure (NSII)
    - Cyber Security (CS)
    - Core Enterprise Services (CES)

Bidders' Conference General Information & Timelines

Bidders' Conference – Role of NCI Agency

- NCI Agency is acting as Procurement Agent for the Host Nation Portugal.
- Portugal has the overall financial authority and responsibility for the project.
- NCI Agency has been authorized to act on behalf of Portugal and is vested with the acquisition authority to conduct International Competitive Bidding (ICB), award and administer the resulting contract.

➢ **NCIA is the only interface and single Point of Contact for the Bidders and resulting Contractor.**

Bidders' Conference – Specific Rules

- All questions must be written.
  - Use the appropriate form provided
- If possible, the questions will be answered at the end of the Conference.
  - Note that verbal answers do not change the terms of the RFQ.
- NCI Agency will confirm in writing the answers through an Amendment to RFQ.
- Only written Amendments to RFQ are official and binding.
- NCI Agency will provide Bidders' Conference presentations, and a List of Attendees to all Bidders (not only to the ones who attended the events).
- Any question that the potential Bidders would like to have answered after the Bidders' Conference must be submitted in writing **within** 14 (fourteen) calendar days prior to the Bid closing date (31 JANUARY 2023 – 14 days = 17 JANUARY 2023)

SoW Content

Package Content – Programme Scope

- PRT TDCIS (RFQ-CO-115363-PRT TDCIS)

- Options
  - Batch # 3 Units
  - In service Support Extension

Package Content – SoW

- Section 1: Introduction
- Section 2: Scope of Work
- Section 3: Project Management
- Section 4: Integrated Product Support
- Section 5: Documentation
- Section 6: Configuration Management
- Section 7: Quality Assurance and Control
- Section 8: Test, Verification & Validation
- Section 9: Security Accreditation
- Section 10: System Acceptance
- Annex A: System Requirements Specification (SRS)

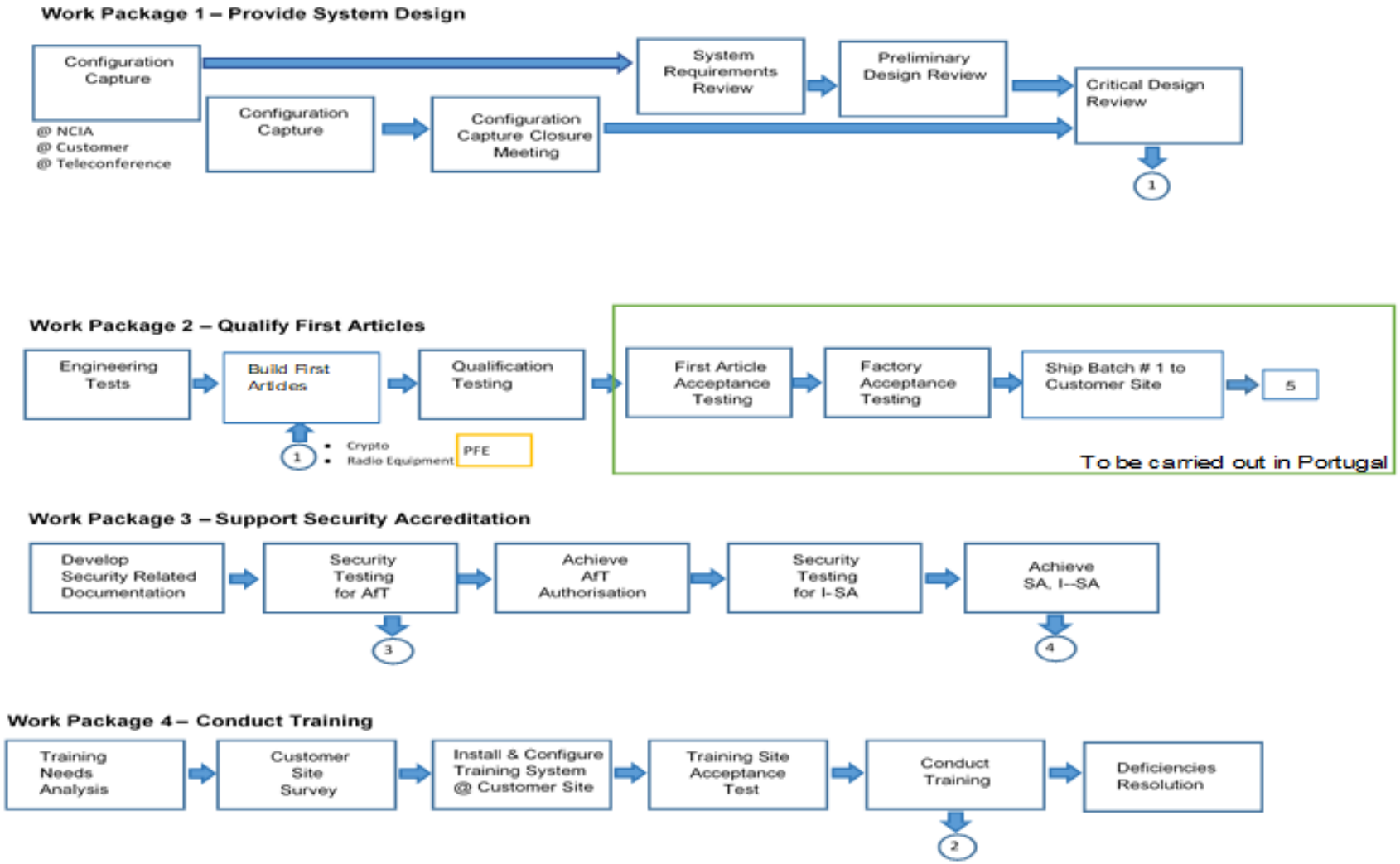
Package Structure & Content – SoW – Section 2

- WP1 – Provide System Design
- WP2 – Qualify First Articles
- WP3 – Support Security Accreditation Process
- WP4 – Conduct Training
- WP5 – Support Independent Verification & Validation Assessment
- WP6 – Provide Production Units
- WP7 – Support Operational Test & Evaluation

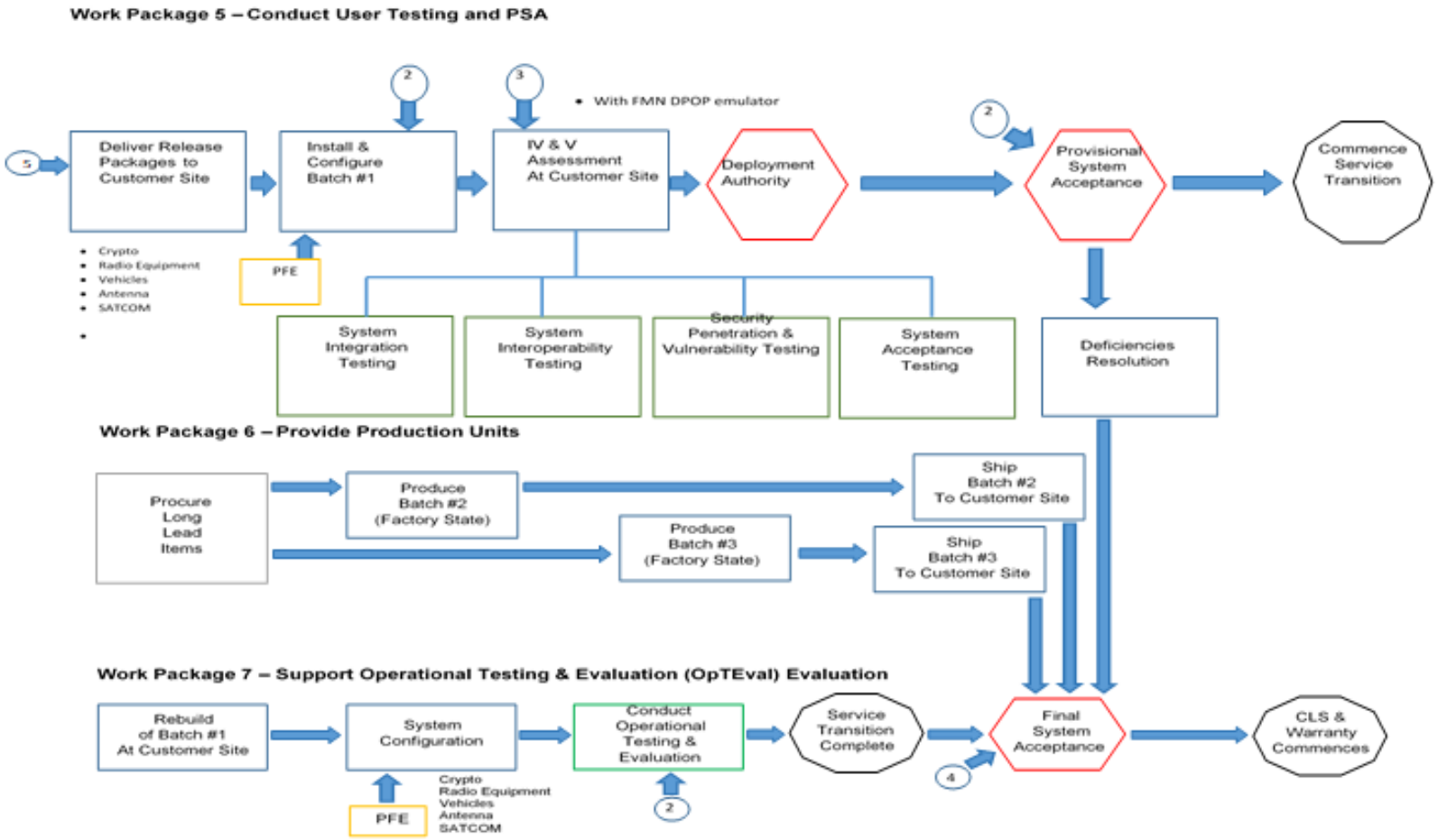
Work Packages & Expected Outcomes

WP No	Title	Task – Description	Outcome
1	Provide System Design	Formal Design Review Process	Approved Final Low Design Document
2	Qualify First Articles	Undertake Qualification testing & FAT	Ship all FAT-qualified equipment (CIS & non-CIS) to PRT MoD Facility
3	Support Security Accreditation Process	Produce Security documentation Support Initial and Main Security testing towards AfT, Supplementary/Additional Security Testing Towards I-SA	Support the overall Security Accreditation achievement, throughout security testing instances occurring during IV&V Assessment, Site Acceptance Testing and finally OpTEval
4	Conduct Training	Conduct TNA, produce training material & provide courses	Training material provided & Users trained
5	Support Independent Verification & Validation Assessment	Support IV&V testing & NATO CAB approval to deploy on NATO networks	Deployment authorization & ready for further testing activities
6	Provide Production Units	Build (Batch 2) & FAT test (subset of) and ship	Batch #2 ship to PRT MoD Facilities
7	Support Operational Test & Evaluation	Support the OpTEval in an operational scenario, and Additional Security Testing as required (towards FSA)	Achieve Full System Acceptance with PFE

Project Activity Flow (1)



Project Activity Flow (2)



Timelines

- 36 months execution timeline
- 7 Work Packages, based on lessons learned:
  - System Design
  - First Articles Qualification
  - Security Accreditation
  - Independent Verification and Validation
  - Production:
    - Batch # 1 & 2
  - System Installation
  - Integrated Product Support and Configuration Management
  - Operational Test and Evaluation

PRT TDCIS Overview

Project Vision & Approach - Capability

- Provide Tactical Deployable CIS to the PRT Army for National and International Operations on National ground and abroad, in NATO and Non-NATO contexts.

- High operational availability with a low total cost of ownership

Project Vision & Approach – Lessons Learned

- Changes after the acceptance of Design Documentation should be avoided; major changes should be dealt with afterwards, where possible

- Provision of PFE in time and the required quality
  - Delivered DPOP configuration needs to reflect that of the live System

- Operational Live Testing
  - Essential to gain user confidence on system and training

- Support Concept
  - Affordable support model, with supporting documentation

Project Vision & Approach – Level Playing Field

- Fair opportunity for companies to bid
  - PRT TDCIS was specified ground up to ensure equal opportunities for companies. However, Key personnel needs to demonstrate relevant experience and qualifications.
  - At the start of the implementation of the Contract, the Contractor will have to provide the Configuration Capturing Plan. The Configuration Capturing sessions have the purpose to help the awarded Contractor with getting acquainted with NATO/PRT Army environment in which the Contractor will have to integrate PRT TDCIS.

Project Vision & Approach / Purchaser-Contractor Relationship

- Contractual arrangement
  - PRT MoD “Customer” – NCIA “Purchaser” – Supplier “Contractor”

- Journey
  - Journey to be jointly undertaken
  - Need to work together collaboratively to overcome obstacles and delivery essential capabilities to the users

PRT TDCIS

Item	Node	Description	Total shelters	Nodes in scope	Total trailers	Batch 1	Batch 2	Batch 3
1	Access Node (AN)	1 Command and MGMT Shelter 1 Transmission Shelter	6	3	-	2	1	-
2	Battalion Communications Centre (BCC)	1 Command and MGMT Shelter 1 Transmission Shelter	10	5	-	2	2	1
3	Company Communications Centre (CCC)	1 Integrated Shelter	13	13	-	4	5	4
4	Radio Access Point (RAP)	1 Transmission Shelter	8	8	-	1	4	3
5	Transit Nodes (TN)	1 Transmission Shelter	7	7	-	2	2	3
6	Rear Links (RL)	1 Rear Link Shelter 1 GAR-T B trailer	3	3	3	1	1	1
7	GAR-T HCLOS Relay	1 GAR-T Relay trailer (2 x HCLOS in each)	-	4	4	1	2	1
8	NS Kit	1 NS Kit	-	1	-	1	-	-
9	Pooled Appliances	1 Set Equipment	-	1		1		
		Total number of assets:	47	45	7	15	17	13

Coffee Break

Technical Bid Package

Technical Package

- Management
- Engineering
- Supportability

Technical Package - Management

- Project Overview
- Management Plans & Documentation
- Key Personnel

Project Overview

- An executive summary overview of the offered capability
- Summary of the main features of each of the sections of the Technical proposal

Management Plans & Documentation

- PMP – Project Management Plan
- PIP – Project Implementation Plan
  - Product Breakdown Structure (PBS);
  - Project Work Breakdown Structure (PWBS);
  - Project Master Schedule (PMS);
  - Risk Management Plan, including Risk Log;
  - Issue Management Plan, including Issue Log.

Key Personnel

- Provide resumes of the individuals designated as Key Personnel:
  1) Project Manager;
  2) Technical Lead;
  3) Test Director;
  4) IPS Manager;
  5) Training Manager;
  6) Configuration Manager;
  7) Quality Manager;
  8) CIS Security Manager.

Technical Package – Engineering

AGENDA

- PRT TDCIS – In Context
- PRT TDCIS – Nodal Breakdown
- PRT TDCIS – Additional Elements
- PRT TDCIS – Generic Node Architecture
- PRT TDCIS – What's New in SRS v2.0

Any Similarities with Firefly are intentional !

We aim to standardize our Architectures and its composing Building Blocks while adapting the Project/Solution specific constraints (Implementation constraints, Performance Targets, etc.)

Technical Package – Engineering (cont'd)

PRT TDCIS – In Context

Military Context:

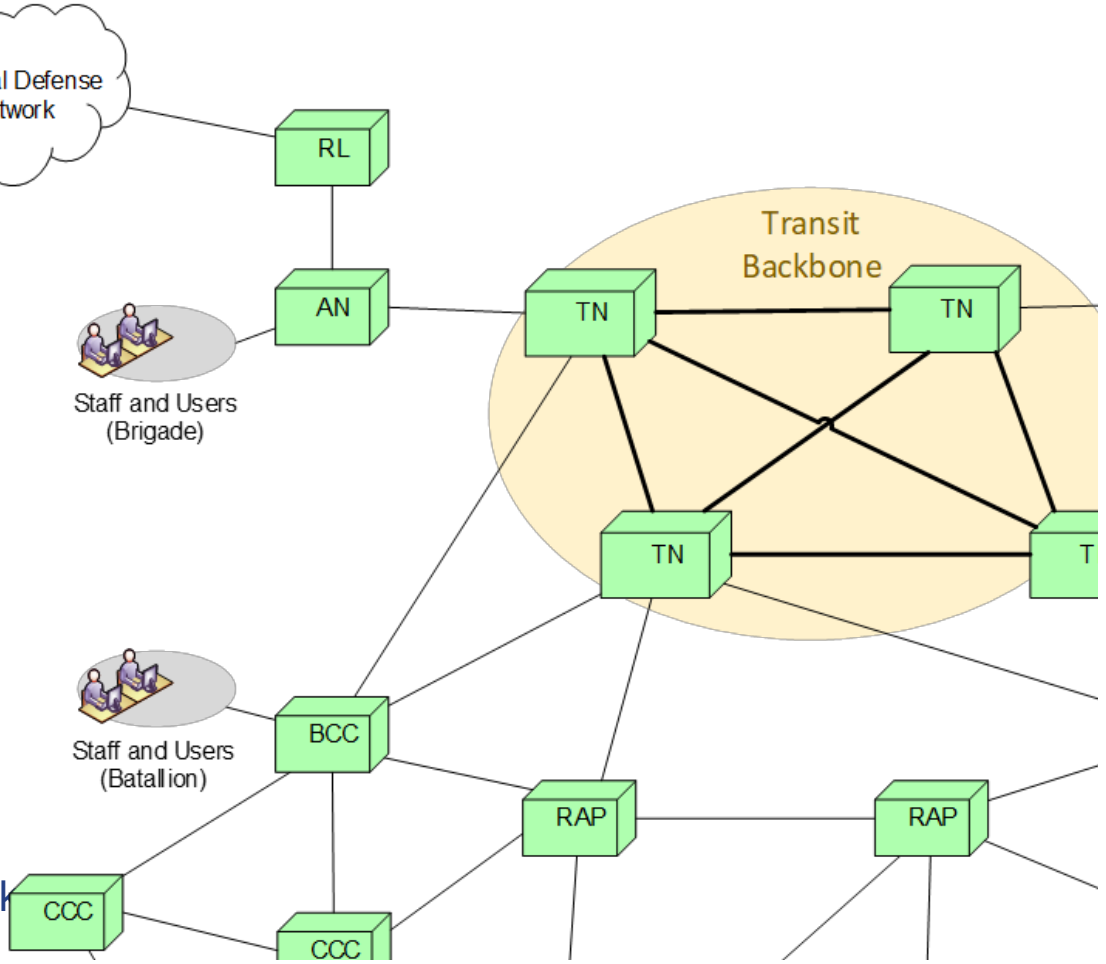
- Multiple sub-elements (Coy, Bn)
- Up to a full Brigade
- National Operations and Exercises
- International Operations and Exercises (NATO and Non-NATO)
- On National Ground and Abroad

Modularity:

- Self-sustained Nodes
- Work in isolation
- Reconfigurable Nodes ("CCC Plus")

Interoperability

- PRT National Defence Network (NDN)
- Coalition troops => Federated Mission Network (FMN) framework



Technical Package – Engineering (cont'd)

PRT TDCIS – Nodal Breakdown

Nodes with End-Users

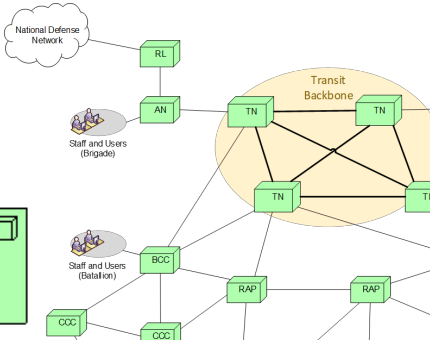
- Access Node (AN) => Deployed Bde HQ
- Battalion Communication Center (BCC) => Deployed Bn HQ
- Company Communication Center (CCC) => Deployed Coy HQ

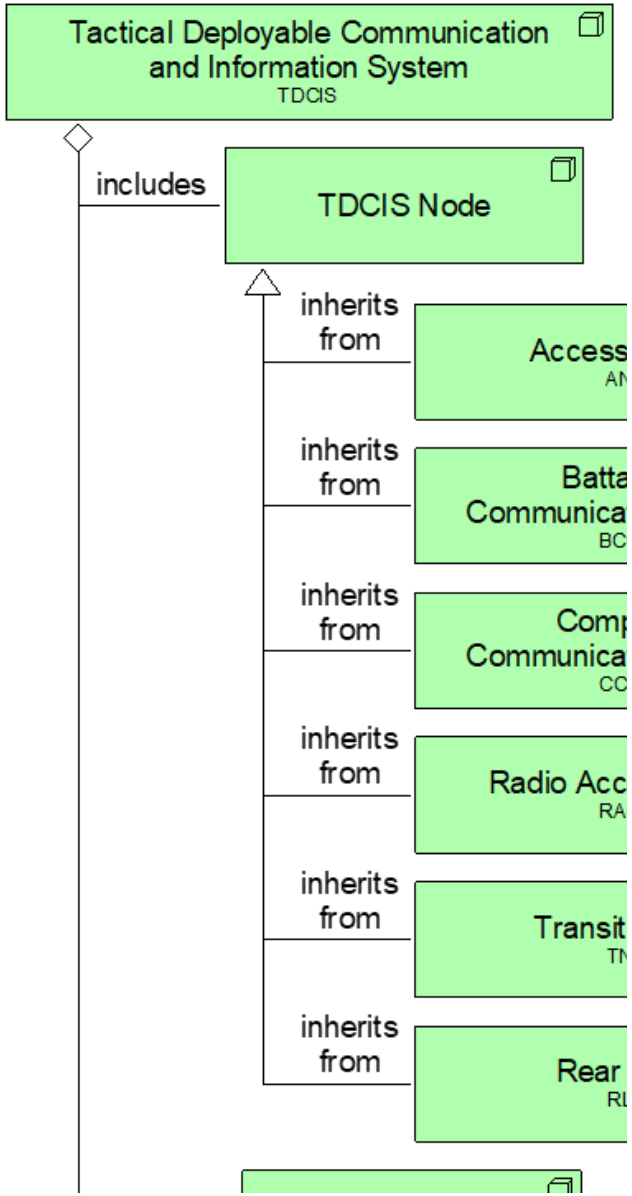
Nodes without End-Users

- Transit Node (TN) => Tactical Backbone elements
- Rear Link (RL) => Reachback connectivity to PRT NDN
- Radio Access Point (RAP) => Integrates Mobile Users

"Special Nodes":

- GAR-T HCLOS Relay => Upgrade existing Node or stand alone relay
- NS Kit => NS extension kit
- Pooled Elements => to augment/upgrade Nodes (~~Spares~~)





Security Domain	AN	TN	BCC	CCC	RAP	RL
xU	34	-	16	4	-	-
xR	34	-	16	4	-	-
xS	22	-	10	-	-	-

	End User Quantities
NS Kit - Core Node lite	8
NS Kit - Remote Node lite	10

End Users per Node
(Excl. Sys Admin)

Technical Package – Engineering (cont'd)

PRT TDCIS – Additional Elements

- Nodes are housed in 1 or 2 Shelters
- RL has a dedicated Trailer
- GAR-T HCLOS relay can be assigned to any Node
- NS Kit can be assigned to any Node
- Multiple Transmission Systems:
  - Cabled (Copper, Fiber)
  - SATCOM (Military and Commercial)
  - Line of Sight (HCLOS, Mini-LOS)
  - Tactical Radios (Broadband IP Radio, HF Radio, Combat Net Radio)
  - International Mobile Telecom (IMT)
- xU Voice Gateways (IMT, Radio PTT, Iridium)
- Configuration flavors:
  - xU => Nat-U
  - xR => Nat-R
  - xS => Nat-S or MS
  - NS => NS

Technical Package – Engineering (cont'd)

PRT TDCIS – Generic Node Architecture

Black Transport Network (BLK) => Protected Core Network (PCN) ready

In each Colour Clouds (CC):

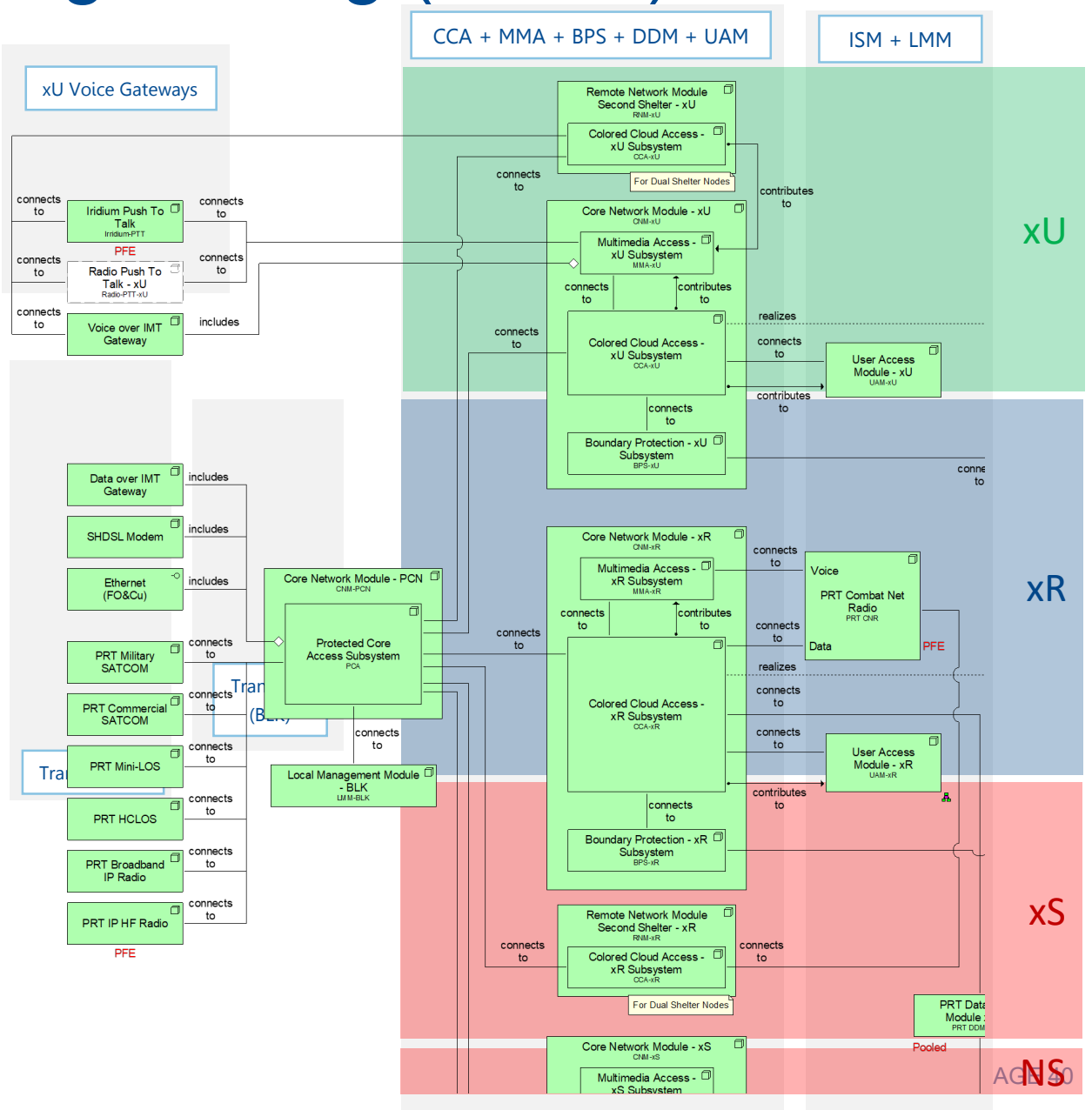
- Core Network Module (CNM)
  - Colour Cloud Access (CCA)
  - Multimedia Access (MMA)
  - Boundary Protection (BPS)
- Information Service Module (ISM)
  - Compute and Storage (CAS)
  - High Density Switching (HDS)
  - Deployable Removable Storage (DRS)
- Remote Network Module (RNM)

for dual shelter Nodes only.

- User Access Module (UAM)
- Local Management Module (LMM)

Cross domain solutions:

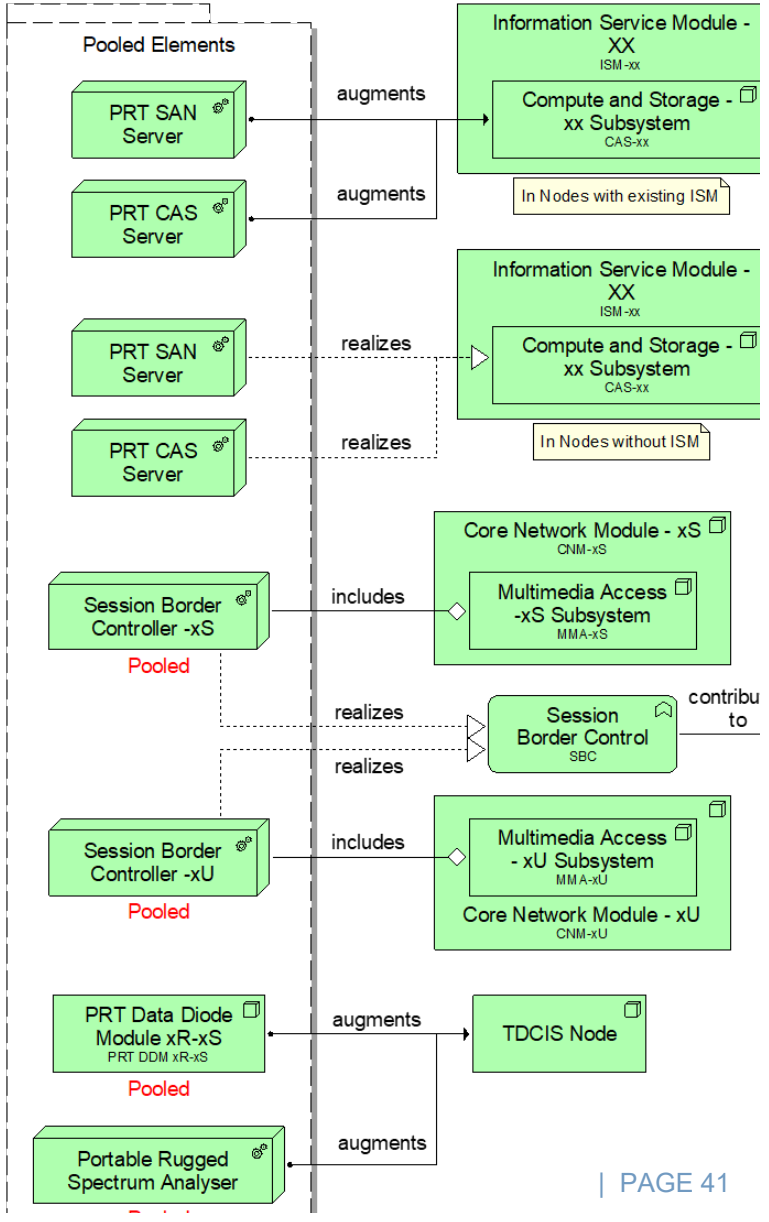
- xU-xR => BPS firewall based
- xR-xS => Data Diode based (DDM)



Technical Package – Engineering (cont'd)

PRT TDCIS – What's new in SRS v2.0

- HDS realized by CCA core switching functionality
- RNM for dual shelter intra node connectivity
- CAS in 3 variants:
  - N+1 Software Defined (inc. virtualized storage)
  - SAN based (1 storage server + N compute servers)
  - Single Server (virtualized on single compute and storage server)
- Pooled Elements:
  - SAN and CAS servers => to augment existing ISM or create ISM in server-less Nodes
  - Session Border Controllers (SBC) => only for federation purposes
  - DDM
  - Portable Rugged Spectrum Analyser
  - Tent ECU (tent remains in each Node !)
  - Lifting Jack Kits + Maintenance Platform
- xU = Nat-U only + (most) services consumed remotely from PRT NDN
- Updated list of PFE (licenses)
- Updated list of Services



Technical Package – Supportability (1)

Integrated Product Support (IPS)

[Book II – Part IV – Statement of Work – Section 4]

- Integrated Product Support Plan (IPSP)
- Reliability, Availability, Maintainability Testability (RAMT) Case Report
- Failure Mode Effect & Criticality Analysis (FMECA)
- Maintenance Task Analysis (MTA)
- Level Of Repair Analysis (LORA)
- Obsolescence Report
- Supply, Support & Provisioning
- Packaging, Handling, Storage & Transportation (PHST)
- Technical Publications
- Training
- In Service Support during warranty
- In Service Support Plan (ISSP)
- System Safety Program Plan (SSPP)
- Transfer Of Ownership

N.B.: IPS-3 details IPS deliverables

Configuration Management (CM)

[Book II – Part IV – Statement of Work – Section 6]

- Configuration Management Plan (CMP)
- Configuration Identification
  - Item
  - Baselines
- Change Control
  - Engineering Change Proposal (ECP)
  - Request for Deviation / Waiver (RFD/W)
- Configuration Status Accounting (CSA)
- Configuration Auditing
  - Functional Configuration Audit (FCA)
  - Physical Configuration Audit (PCA)
- Configuration Management Database (CMDB)

N.B.: CMG-4 details CM deliverables

Technical Package – Supportability (2)

Preliminary Integrated Product Support Plan (IPSP)

[Book I – Bidding Instructions - 3.5.6.1]

- IPS Management
  - Organization, roles, responsibilities, tools, deliveries, planning and scheduling (relation to PMS),
- Reliability, Availability, Maintainability and Testability (RAMT) Plan
  - Design solutions and evaluation criteria (processes and procedure and methods),
  - N.B.: Evidences into the RAMT Case Report and FMECA,
- Logistics Support Analysis (LSA) Plan
  - Detailed description of Maintenance Concept and Levels vs Support Concept and Levels,
  - N.B.: Evidences into the MTA, LORA and Product Support Database (PSDB),
- Supply Support Plan
  - Manpower and personnel required to support the project (specialties and skills),
  - Spare parts (processes and procedure and methods),
  - Tool and test equipment, facilities,
  - Packaging, Handling, Storage and Transportation,
  - N.B.: Evidences into MTA and Product Support Database (PSDB),

…(cont'd)

- Parts Obsolescence Management
  - Evaluation criteria and resolution strategies,
  - Evidences in the Obsolescence Report,
- Technical Publications
  - Detailed approach and plans for Operation Manuals, Maintenance Manuals and Common Source Database (CSDB),
- Training
  - Detailed approach for Training Needs Analysis (TNA),
  - Preliminary information to be included in the ad hoc Training Plan (TRNP),
- In Service Support
  - Detailed approach for the ISS during warranty,
  - Preliminary information to be included in the ad hoc In Service Support Plan (ISSP),

N.B.: IPS-7 details structure and content required.

To include in the IPSP a mapping of the IPS requirements

- Referenced into the relevant preliminary IPSP paragraphs
- As an appendix to list and match each IPS requirement vs the paragraph of the relevant plan [IPSP, TRNP, ISSP, SSPP].

Technical Package – Supportability (3)

Product Support Case

[Book I – Bidding Instructions - 3.5.6.2]

- Structured detailed description of the approach and the evidences (including templates) that shall be provided into the:
  - Reliability, Availability, Maintainability and Testability (RAMT) Case Report ,
  - Failure Mode Effect & Criticality Analysis (FMECA),
  - Maintenance Task Analysis (MTA),
  - Level Of Repair Analysis (LORA),
  - **N.B.: IPS-7, IPS-26, IPS-31, IPS-40, detail the structure and content required;**
- Obsolescence Report: detailed description and obsolescence status according to the Preliminary IPSP Parts Obsolescence Management (i.e.: evaluation criteria and resolution strategies);
- Warranty Report: Detailed description and templates of the evidences to be provided into the Warranty Report delivery.

Preliminary Training Plan (TRNP)

[Book I – Bidding Instructions - 3.5.6.3]

- Structured detailed description of the approach and the evidences (including templates) to be provided into the Training Plan (TRNP) delivery,
- **N.B.: TRN-22 details the structure and content required.**

Preliminary In Service Support Plan (ISSP)

[Book I – Bidding Instructions - 3.5.6.4]

- Structured detailed description of the approach and the evidences (including templates) to be provided into the In Service Support Plan (ISSP) delivery,
- **N.B.: IPS-134 details the structure and content required.**

Preliminary System Safety Program Plan (SSPP)

[Book I – Bidding Instructions - 3.5.6.5]

- Structured detailed description of the approach and the evidences (including templates) to be provided into the System Safety Program Plan (SSPP) delivery.

Preliminary Configuration Management Plan (CMP)

[Book I – Bidding Instructions - 3.5.6.6]

- Structured detailed description of the approach and the evidences (including templates) to be provided into the Configuration Management Plan (CMP) to cover all relevant CM requirements and deliveries

To include in the CMP a mapping of the CM requirements:

- Referenced into the relevant preliminary CM paragraphs
- As an appendix to list and match each CM requirement vs the paragraph of CMP.

Technical Package – Supportability (4)

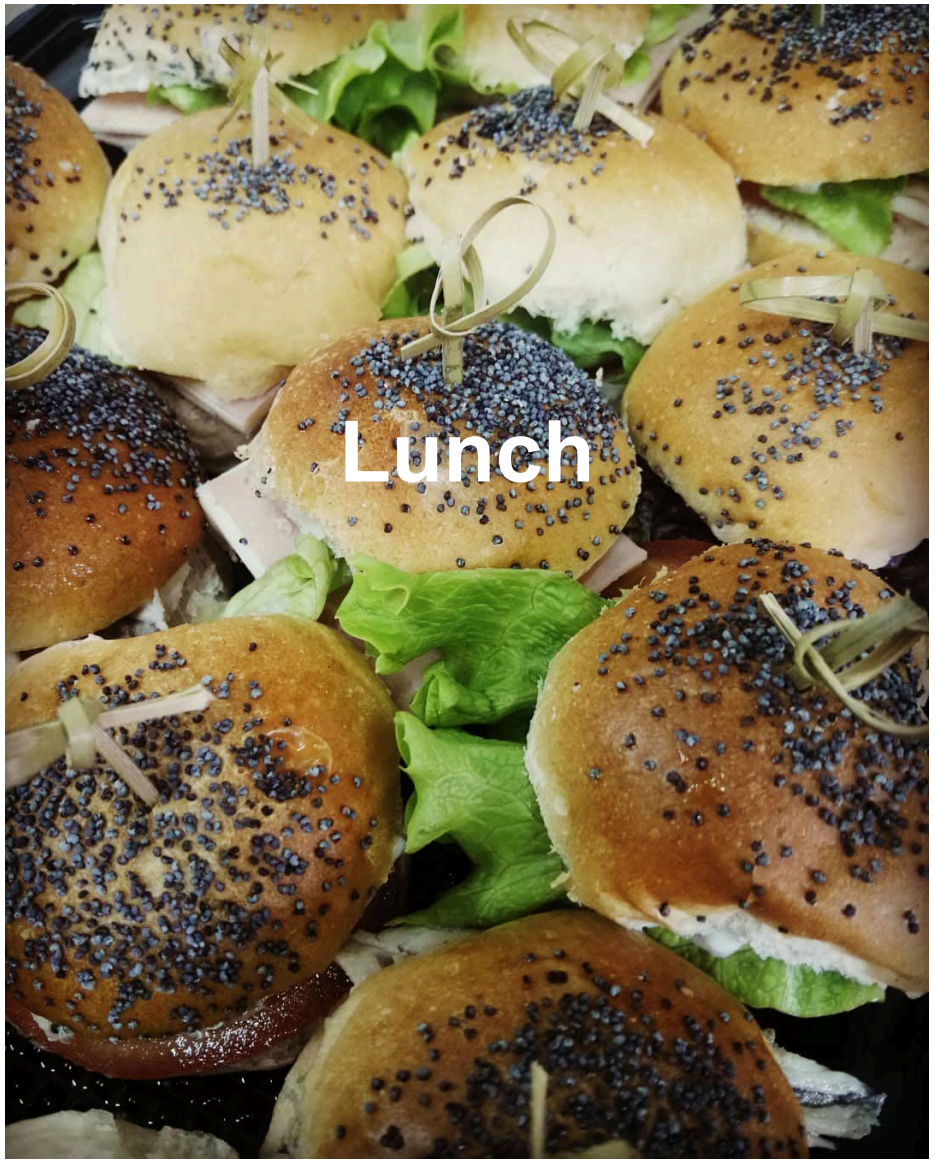
Key Points (#3 best practices)

(I) Provide the IPS and CM documents as per “Book I – Bidding Instructions” to cover all relevant requirements so that the message is received and understood with clarity and purpose: please be **Clear / Correct / Complete / Concise.**

(II) Do not underestimate IPS and CM effort.

- Account for:
  - IPS and CM personnel for project implementation and warranty phase to impact on the design solution with an outlook to the post-warranty phase (supportability design factors);
  - **Reliability tests** and **maintainability/testability demonstration** addressing both hardware and firmware/software maintenance tasks;
  - Product Support Case, Technical Publication, Training, labor intensive (dedicated SMEs);
  - **Spare parts dimensioning** and Provisioning Conference;
  - **Iterative review cycles**: draft documents will be reviewed during the project implementation.

(III) Refer and make use of the **reference documents** for details and for detailing your proposed supportability solution.


Lunch

NATO Communications and Information Agency

Welcome Back

Agenda Check

08:30	Registration	
08:50	Safety / Security briefing	Ole Hubner
09:00	Welcome – NSII Service Line Chief / PRT MoD Director	
09:15	Administration & Purpose of Event	Ole Hubner
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14:00	Break	
14:30	Questions / Wrap up / Next Steps	PRT MoD / NCI Agency Team
17:00	End of the Conference	

NATO Communications and Information Agency

Package Structure

RFQ Overall Structure

BOOK I (Bidding Instructions)

BOOK I (Bidding Instructions)

1. **Introduction**
2. **General Bidding Instructions**
3. **Bid Preparation Instructions**
4. **Quotation Evaluation**
5. **Annexes:**
   - **Annex A - Clarification Request Forms**
   - **Annex B – Administrative Certificates**
   - **Annex C – Bidding Sheets**
   - **Annex D – Instruction for the Preparation of Bidding Sheets**
   - **Annex E – Compliance Table**

BOOK II (Prospective Contract)

BOOK II (Prospective Contract)

1. **Part I – Schedule of Supplies and Services**
2. **Part II – Contract Special Provisions**
3. **Part III – BOA Contract / Contract Provisions**
4. **Part IV – Statement of Work**

Book I – Section 1 “Introduction”

- Basic Ordering Agreement Plus (BOA+) - AC/4-D(2019)-0004 (INV) (2019 Version)
- Firm Fixed Price Contract to the lowest price technically compliant bid
- Contract scope: Provide TDCIS Equipment + two years warranty (CLINS 1-9)
- Contract Options:
  - Evaluated
    - Batch # 3 Units, (CLIN 10)
  - Non-Evaluated
    - In Service Support, (CLIN 11)
- Target Contract Award: 3rd Quarter 2023
- Contract duration: 36 months (142 weeks)

Book I – Section 2 “General Bidding Information” (1)

- Eligibility: Contractors, sub-Contractors and manufacturers, at any tier, must be from within the Participating Countries (listed in CSP 7.2)
- Bids shall be submitted electronically in three separate emails to:
  - RFQ-CO-115363-PRT-TDCIS@ncia.nato.int
- Email subject:
    - “PRT TDCIS– Official Bid for [company name] – Part I - Admin”
    - “PRT TDCIS– Official Bid for [company name] – Part II - Price”
    - “PRT TDCIS– Official Bid for [company name] – Part III - Technical”
- Bid and all correspondence in English language
- Do not password protect any of your documents

Book I – Section 2 “General Bidding Information” (2)

- Bid Closing Date: 17:00 HOURS (BRUSSELS TIME) ON **31 JANUARY 2023**
- Request for Clarification must be submitted by email using the Clarification Requests Form (Book I – Annex A) no later than 14 calendar days prior to Bid Closing Date.
- Requests for Extension must be submitted by email no later than 7 calendar days prior to Bid Closing Date.
- Bid Validity – 12 months (BOOK I Annex B-3 Certificate of Bid Validity)
- Bid Guarantee: no bid guarantee required anymore

Book I – Section 2 “General Bidding Information” (3)

- Amendments to RFQ:

  - The Purchaser may amend terms and conditions and/or specifications of the RFQ at any time before the Bid Closing Date (BCD).
  - Extension BCD and Purchasers responses to Clarification Requests will be published through an Amendment.
  - Amendments must be issued at least 7 days before BCD.
  - RFQ Amendments from AMD 7 and following must be acknowledged by Bidders by signing BOOK I Annex B-6

Book I – Section 2 “General Bidding Information” (4)

- Modification and withdrawal of quotation:
  - Bidders may modify their quotation before Bid Closing
  - Modifications received after Bid Closing will not be considered in the evaluation process but in the event that the unmodified bid is successful the modification may be opened and used as basis of contract award if beneficial for the Purchaser.
  - Bidders may withdraw their Bid at any time in writing before Bid Opening.

Book I – Section 2 “Bid Preparation Instructions” (1)

- Language: English
- No partial quotation, include the options
- No conditional statements
- Do not restate the RFQ requirements in confirmatory terms only. The Purchaser must be able to make an objective assessment of what is being offered and whether such an offer meets the requirements of the Prospective Contract.
- Preferred file format: PDF unless stated otherwise
- Not accepted file formats: Hard Copies, CD, Thumb Drives, ZIP Files
- Maximum size per Email: 20MB

Book I – Section 3 “Bid Preparation Instructions” (2)

ADMINISTRATIVE PACKAGE

- NATO UNCLASSIFIED
- One email with 1 electronic soft copy (max. 20MB and without password protection)
- Shall contain:
  - signed Bid Certificates BOOK I Annexes B-1 to B-15
  - necessary attachments to BOOK I Annex B-8 (Quality Assurance Certification),
- Common mistakes:
  - B-8: Quality Assurance Certification not attached
  - B-2: not all RFQ amendments listed (here: AMD7 ff.)
  - B-9: identified subcontractors (> EUR 125,000) are not traceable in the Bidding Sheets
  - No signature on certificates
  - Late Bid

Book I – Section 3 “Bid Preparation Instructions” (3)

PRICE PROPOSAL PACKAGE

- NATO UNCLASSIFIED
- One email with 2 electronic soft copies (max. 20MB and without password protection)
- Shall contain:
  - One (1) electronic copy in Microsoft Excel (readable and searchable) of the completed Bidding Sheets
  - One (1) PDF copy with physical or electronic signatures of the completed Bidding Sheets
- Common mistakes:
  - Instructions for the Preparation of Bidding Sheets are not followed (Bidding Sheets 1st Tab “Instructions”)
  - CLIN Price Breakdown tables are not completed for all or some CLINs
  - CLIN Summary table is not consistent with CLIN Price Breakdown tables per CLIN
  - CLIN Summary table and/or CLIN Price Breakdown tables per CLIN are not signed and submitted as PDF
  - subcontractors are not traceable in the Bidding Sheets
  - warranty not separately priced
  - non-realistic price (failure to provide justification supporting an apparent non-realistic price)

Book I – Section 3 “Bid Preparation Instructions” (4)

TECHNICAL PROPOSAL PACKAGE (1/2)

- NATO UNCLASSIFIED
- One email with electronic soft copies as required in Book I section 3.5. (max. 20MB and without password protection)
- Shall contain:
  - Table of Contents
  - Cross-Reference/Compliance Table (Annex E)
  - Section 1: Project Management Documentation
    - Project Overview
    - Preliminary Project Management Plan
    - Preliminary Project Implementation Plan
    - Project Personnel

Book I – Section 3 “Bid Preparation Instructions” (5)

TECHNICAL PROPOSAL PACKAGE (2/2)

- Section 2: Engineering
  - Draft System Design Plan
  - Draft High Level Design
  - Draft description of how the Bidder intents to Build and Provide Production Units
- Section 3: Supportability
- Section 4: Testing and Acceptance
- Section 5: Security Accreditation
- Section 6: Manufacturers Datasheets

➢ If the size of the email exceeds 20 MB, Bidders may send any package in several emails but each email must indicate the part number and sequence (e.g. RFQ-CO-115363-PRT-TDCIS [Company Name] Part III - Technical Part 1 of 4)

Book I – Section 4 “Bid Evaluation” (1)

- The evaluation of Bids will be made by the Purchaser solely on the basis of the requirements specified in the RFQ.

- During the evaluation, the Purchaser may request clarification of the Bid from the Bidder in order to resolve ambiguities in the Bid, and to permit the Bidder to state its intentions regarding certain statements contained therein.

  - The purpose of the clarification stage is not to elicit additional information from the Bidder that was not contained in the original submission, nor to allow the Bidder to supplement cursory answers or omitted aspects of the Bid.

  - The Bidder is not permitted any cardinal alteration of the Bid regarding technical matters and shall not make any change to its price quotation at any time.

Book I – Section 4 “Bid Evaluation” (2)

- Evaluation in accordance with AC/4-D(2019)0004 (INV) “PROCEDURE GOVERNING THE USE OF BASIC ORDERING AGREEMENTS”.

- One Step / One Envelope = Lowest Compliant Bidder
  - only the Technical Proposal of the lowest Bidder is evaluated for compliance with the requirements of the RFQ.

- Evaluation sequence:

- If it is discovered, during either the Technical or Price evaluation, that the Bidder has taken exception to the Terms and Conditions of the Prospective Contract, or has qualified and/or otherwise conditioned its offer on a modification or alteration of the Terms and Conditions or the language of the Statement of Work, the Bidder may be determined to have submitted a non-compliant Bid.

Book II – Prospective Contract

Prospective Contract structure and order of precedence:

1. Signature Page
2. Part I – Schedule of Supplies and Services
3. Part II – Contract Special Provisions
4. Part III – BOA Contract / Contract General Provisions
5. Part IV – Statement of Work (SOW)

Book II – Prospective Contract Signature Page

- Signed between NCI Agency (the Purchaser) and the Contractor

- Effective Date of Contract (EDC): generally upon countersignature by Purchaser

Book II – Part I Contract Schedules

- Part 1 – Schedule of Supplies and Services (SSS) Main and Tab Breakouts
- SSS:
  - Defines quantities, prices, delivery dates, places of delivery and cross-references to relevant portion of SOW
  - Firm Fixed Price (FFP) for all CLINs (1 to 9 Basic Contract + Optional CLINs 10-11)
  - Optional CLIN 10 (Batch # 3 Units is evaluated, Optional CLIN 11 In Service Support Extension is not evaluated.)
- Major Performance Milestones:
  - Payments are made on achievement, and acceptance by the Purchaser, of each Performance Milestone (CSP 12.9)
  - These Milestones are linked to the delivery and formal acceptance of certain CLINs (such as PIP, PDR, CDR [...] End of Warranty) and their payments are in percentage to the total value of the Contract.

Book II – Part II Contract Special Provisions

- Possible modification of Contract Special Provisions only before Bid Closing (via RFQ Amendment).
- Special Contract Provisions: NON NEGOTIABLE after Bid Closing.
- THEREFORE IMPORTANT to submit inquiries beforehand through Clarification Requests within the time set.

Book II – Part III Contract General Provisions

- General Provisions: NON NEGOTIABLE

- Some Clauses (or their parts) may be supplemented or replaced by Contract Special Provisions

Book II – Part II & III Summary

General Aspects

- Order of Precedence (SP Article 2)
- Contract Administration (SP Article 26)
- Supplemental Agreement(s), Documents and Permissions (SP Article 14)

Financial Aspects

- Invoices and Payment (SP Article 12)
- Liquidated Damages (SP Article 13)
- Performance Guarantee (GP Clause 8)

Installation Aspects

- Key Personnel (SP Article 16)
- Care and Diligence of Property (SP Article 19)
- Inspection and Acceptance of Work (GP Clause 21)

Specific Rights of the Purchaser

- Ownership and Title (GP Clause 24)
- Options (SP Article 24)
- Warranty (GP Clause 27, SP Article 22)

Procurement Timelines

- NOI issued on: 06 September 2022
- RFQ issued on 25 October 2022
- RFQ Clarification Requests: no later than 14 days prior to Bid Closing Date – 17 January 2023
- Request for Extension of Bid Closing Date: no later than 7 days prior to Bid Closing Date –24 January 2023
- BID Closing Date: 31 January 2023
- Contract placement Q3 2023

Coffee Break

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NCI AGENCY

Welcome Back

Questions


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NATO Communications and Information Agency

Thank You

Good Bye