

To: All Prospective Bidders

Subject: Invitation For Bids (IFB) – IFB-CO-422191-e-FIT – COTS IT Equipment and Cloud Services Amendment 2

References:

- A. IFB-CO-422191-e-FIT, NCIA/ACQ/2024/06668, dated Wednesday, 05 June 2024
- B. Paragraph 2.6 of Book I IFB-CO-422191-e-FIT Questions and Answers
- C. NCIA/ACQ/2023/07117, dated Friday, 21 July 2023
- D. NCIA/ACQ/2023/07231, dated Friday, 25 August 2023
- E. NCIA/ACQ/2024/06536, dated Friday, 02 February 2024
- F. NCIA/ACQ/2024/06946, dated Monday, 17 June 2024

1. Dear Prospective Bidder's, we are writing to inform you of the release of Amendment 2 of the subject IFB.
2. The purpose of this Amendment 2 is to:
 - 2.1. Provide all Prospective Bidders with the NCI Agency answers to questions received to date for the subject IFB. The Purchaser-provided responses to Bidders' questions are issued as Enclosure 2 to this letter. Please note that this amendment relates to questions and answers serial number(s): Q&A 1-11.
 - 2.2. As a direct or indirect result of questions received by industry in accordance with Reference B above, the following documents under IFB-CO-422191-e-FIT are hereby amended and re-issued in their entirety:
 - a. Book I: Bidding Instructions
 - b. Book I: Bidding Sheets – Schedule C
 - c. Book II: Part IV Statement of Work – Schedule D
 - 2.3. Prospective Bidders are strongly advised to carefully review the revised documents. The changes within the bidding documents are denoted in red for ease of traceability.
 - 2.4. The Bid Closing Date and Time for Bid Delivery for this IFB remains unchanged at **12:00 hours Central European Time (CET) on Tuesday, 30 July 2024** as indicated in the Invitation For Bids.
3. By virtue of this Amendment 2, the enclosed document(s) replace and supersede all previous version issued in the context of this IFB-CO-422191-e-FIT.
4. Prospective Bidders are advised that the NCI Agency reserves the right to cancel, withdraw, or suspend this IFB at any time in its entirety without incurring any repercussions, or liabilities.

5. The NCI Agency bears no liability for solicitation preparation costs incurred by firms or any other collateral bid preparation costs.
6. Except as provided herein, all other terms and conditions of IFB-CO-422191-e-FIT documents remain unchanged.
7. Your Point of Contact for all information concerning this IFB is Natalia Wojciak, NCI Agency Contracting Officer who may be reached at:

IFBCO422191EFIT@ncia.nato.int
8. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this IFB-CO-422191-e-FIT shall not be published on the internet.
9. Thank you for your interest in this important NCI Agency business opportunity.

FOR THE CHIEF OF ACQUISITION:

Natalia Wojciak

Natalia Wojciak
Contracting Officer
NATO Communications and
Information Agency (NCI
Agency)

Enclosures: (5)

ENCLOSURE 1 to IFB-CO-422191-e-FIT - Distribution List
ENCLOSURE 2 to IFB-CO-422191-e-FIT - Questions and Answers
ENCLOSURE 3 to IFB-CO-422191-e-FIT - Book I Bidding Instructions (separate file)
ENCLOSURE 4 to IFB-CO-422191-e-FIT - Book I Bidding Sheets Schedule C (separate file)
ENCLOSURE 5 to IFB-CO-422191-e-FIT - Book II – Part IV Statement of Work - Schedule D
(separate file)

ENCLOSURE 1
Distribution List - IFB-CO-422191-e-FIT

NATO Delegation (Attn: Infrastructure Adviser):

- Albania
- Belgium
- Bulgaria
- Canada
- Croatia
- Czechia
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Iceland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Montenegro
- The Netherlands
- North Macedonia
- Norway
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Sweden
- Türkiye
- United Kingdom
- United States

NATO HQ

- NATO Office of Resources, Management and Implementation Branch – Attn: Deputy Branch Chief
- Director, NATO Digital Staff, Attn: Executive Coordinator
- SACTREPEUR, Attn: Infrastructure Assistant
- SHAPE, Attn: J3 & J2

Strategic Commands

- HQ SACT Attn: R&D Contracting Office

ACO Liaison Office
All NATEXs

ENCLOSURE 2
Questions and Answers - IFB-CO-422191-e-FIT

IFB-CO-422191-e-FIT						
ADMINISTRATIVE OR CONTRACTUAL QUESTIONS AND ANSWERS						
Serial #	IFB Source Document	IFB Paragraph Reference	Bidder's Question	NCI Agency's Answer	IFB Package Amended	Answer Released in AMD #
CR#1	Book I-Bidding Instructions	3.6.5.5	Section 3.6.5.5 refers to a Service Catalogue forming part of the Schedule D Volume (Technical) submission. However table 3.7.1.3 (Volume 3 Technical) does not list the Service Catalogue in the list of submission deliverables. Please can NCIA confirm that this is not required.	The Service Catalogue must be part of the technical proposal. Please see the corrected table 3.7.1.3 in Book I - Bidding Instructions.	Yes	AMD 2
CR#2	Book I-Bidding Instructions	3.1.4.1	Section 3.1.4.1 makes clear that there is no Bidding Sheet for Schedule D. This is further confirmed in 3.7.1.2 (Volume 2: price) and 3.7.1.3 (Volume 3: Technical). However 3.6.5.5 refers to a Service Catalogue. The description of this mentions 'including details of cloud service offered and pricing information'. Our assumption is that, if this document is required, then this is the opportunity for bidders to include a description of their approach to pricing and not any specify prices. We have made this assumption given that there is no financial assessment for Schedule D. Please could NCIA confirm this is correct.	Yes, the Service Catalogue must include the Bidder's pricing models/approach for the services, such as pay-as-you-go, subscription plants, etc. There is no Bidding Sheet for Schedule D therefore prices are not evaluated at the IFB stage. Pricing will be determined through a 'Task Order competition' once the Agency has a confirmed detailed requirement.	No	AMD 2
CR#3	Schedule D: Book II - Part IV Statement	2.1.1.1	"AC/322-D(2016)0001, NATO Cloud Computing Policy, 7 Jan 2016" is referenced as applicable, please make this document available to the bidders.	Please see Book I – Bidding Instructions, paragraph 1.6.2 "Statement of Work Applicable	Yes	AMD 2

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	of Work (Amendment 1)			Documents" and Part IV- Statement of Work Schedule D, Section 2.	
CR#4	Schedule D: Book II - Part IV Statement of Work (Amendment 1)	2.1.1.3	"AC/322-D(2019)0038 (INV), CIS Security Technical and Implementation Directive for the Security of Web Applications, 10 September 2019." is referenced as applicable, please make this document available to the bidders.	Please see Book I – Bidding Instructions, paragraph 1.6.2 "Statement of Work Applicable Documents" and Part IV- Statement of Work Schedule D, Section 2.	Yes AMD 2
PRICE QUESTIONS AND ANSWERS					
CR#5	Book I - Bidding Sheets - Schedule B and C	CLIN 1 & 2- Apple Devices; CLIN 1- Microsoft Devices	In regards to the Bidding Sheets and the requested Global Price List that NCIA is requesting, we would like to inform that there is no such price list available. The Price Lists that are available at best are local price list individually for each country. Therefore since there will be a difference in this price for each bidder the competition may not be fair and we suggest that the pricing model is instead that of a cost plus model where the bidder is transparent with NCIA in regards to pricing. Will NCIA accept this? This is related to Schedule B and C.	A Global Price List provides a standardized framework, but actual prices in each country are adjusted to reflect local market conditions. Therefore in the Bidding Sheets the Agency requests a discount percentage based on national scenarios to provide transparent competition rules for all Bidders. During the contract administration the successful Bidder will provide a GPL, i.e. the one available in the Bidder's country.	No AMD 2
CR#6	Book I-Bidding Instructions	Section 3 Bid	If supplier are to bid on Schedule A,B and C, are supplier to prepare 3 separate bid packages each containing a Volume	Yes, the Bidder can submit one bid package for all three Schedules consisting of 1x Volume 1 (Admin),	No AMD 2

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		Preparation Instructions	1,2 and 3 OR can supplier prepare One bid package containing 1x volume 1, 3x volume 2, 1x volume 3?	3x Volume 2 (Price), 1x Volume 3 (Technical). However, for Volumes 1 and 3, if there is different information for any of the Schedules this must be included in the bid.																																									
CR#7	Book I - Bidding Sheets - Schedule C	CLIN 1- Microsoft Devices	Specific request to change the categories to accommodate the expanded contract commodity and category requirements. See table below. <table><tr><th>Category</th><th>Surface product family</th><th>Excluding SKU's with</th></tr><tr><td>Laptops < 13.5"</td><td>Surface Laptop Go</td><td>64GB storage</td></tr><tr><td>Laptops > 13.5"</td><td>Surface Laptop</td><td>SP does not apply to ARM CPU</td></tr><tr><td>Tablets 2-in-1 < 13"</td><td>Surface Go</td><td>64GB storage</td></tr><tr><td>Tablets 2-in-1 > 13"</td><td>Surface Pro</td><td>SP does not apply to ARM CPU, 128GB Storage</td></tr><tr><td>Workstation Laptops</td><td>Surface Laptop Studio</td><td>Intel GPU</td></tr><tr><td>All-in-one Desktops</td><td>Surface Studio</td><td>n/a</td></tr><tr><td>Keyboards</td><td>Surface Keyboards</td><td>n/a</td></tr><tr><td>Mice</td><td>Surface Mice</td><td>n/a</td></tr><tr><td>Pens</td><td>Surface Pens</td><td>n/a</td></tr><tr><td>Docking Stations</td><td>Surface Docking Stations, Travel Hub</td><td>n/a</td></tr><tr><td>Power adapters</td><td>Surface PSU's</td><td>n/a</td></tr><tr><td>Warranty extension</td><td>Surface EHS</td><td>n/a</td></tr></table>	Category	Surface product family	Excluding SKU's with	Laptops < 13.5"	Surface Laptop Go	64GB storage	Laptops > 13.5"	Surface Laptop	SP does not apply to ARM CPU	Tablets 2-in-1 < 13"	Surface Go	64GB storage	Tablets 2-in-1 > 13"	Surface Pro	SP does not apply to ARM CPU, 128GB Storage	Workstation Laptops	Surface Laptop Studio	Intel GPU	All-in-one Desktops	Surface Studio	n/a	Keyboards	Surface Keyboards	n/a	Mice	Surface Mice	n/a	Pens	Surface Pens	n/a	Docking Stations	Surface Docking Stations, Travel Hub	n/a	Power adapters	Surface PSU's	n/a	Warranty extension	Surface EHS	n/a	Please refer to the revised Schedule C – Microsoft Devices.	Yes	AMD 2
Category	Surface product family	Excluding SKU's with																																											
Laptops < 13.5"	Surface Laptop Go	64GB storage																																											
Laptops > 13.5"	Surface Laptop	SP does not apply to ARM CPU																																											
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Pens	Surface Pens	n/a																																											
Docking Stations	Surface Docking Stations, Travel Hub	n/a																																											
Power adapters	Surface PSU's	n/a																																											
Warranty extension	Surface EHS	n/a																																											
CR#8	Book I - Bidding Sheets - Schedule A	CLIN 5 - Storage HPE	Regarding "Schedule A, Server and Storage equipment", will The NATO Communications and Information Agency (NCIA), agree to split Alletra into different categories to be able to provide a better offer to NCIA? 1. Alletra 5000 2. Alletra 6000 3. Alletra 9000 4. Alletra MP	The Bidder shall offer a percentage discount for a generic category "Alletra".	No	AMD 2																																							

TECHNICAL QUESTIONS AND ANSWERS

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CR#9	Schedule D: Book II - Part IV Statement of Work (Amendment 1)	1.1.1, 1.1.2	Amendment 1 specifies that the e-FIT Framework is now focused exclusively on "on premise private cloud managed services." Could you please confirm that this amendment excludes hybrid and public cloud services? We are interested in understanding the rationale behind this change. Could you provide insights into the motivation for focusing solely on private cloud managed services?	Yes. This IFB focusses on current and potential private cloud requirements that may be required by the Agency. Therefore this amendment specifically excludes hybrid and public cloud services. Focal area is to achieve a full on-premise IaaS managed stack as a step forward to more services managed models compared to current IaaS service delivery models employed by NCIA. IaaS models based on more Advanced Cloud Computing Models (Hybrid, Public) are in scope for various NATO projects and not the focus for this e-FIT framework. It is understood that some of the offering may be able to be expanded to Hybrid Cloud Models, however this is not the aim of the e-FIT framework as proposed. The key aim is to move away from NATO Owned/Contractor Owned NATO Operated IaaS stacks on-premise.	No	AMD 2
CR#10	Schedule D: Book II - Part IV Statement	1.1.2, 3.1.3	The amendment indicates that services must be physically located on NATO premises. Are these private cloud environments expected to be entirely isolated from other	Interconnection of networks at the same or different security classification level is subject to	No	AMD 2

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of Work (Amendment 1)		network environments, or will there be any connectivity to external or other internal cloud services?	extant NATO security regulations and various rules apply dependent on the security classification of the CIS that where the particular IaaS private cloud stack will be hosted. Also a difference is made for user based access and privilege access for administration (where additional rules apply). For certain interconnections physical, logical segmentation together with cross domain solutions and/or full isolation (air gap) may be required given the difference in security classification of the CIS on which the IaaS private cloud stack is situated and the interconnected network/cloud environment. Access from Non-Classified and NATO unclassified level to higher classification such as NATO Restricted and higher is typically not supported without air-gapped procedural solutions.	
CR#11	Book 1 - Bidding Sheets - Schedule A	CLIN 1 & 2 - Server	Regarding "Schedule A, Server and Storage equipment," can the NATO Communications and Information Agency (NCIA) provide more information on the desired configurations of the servers? What is required in terms of CPUs, disks, memory, etc.?	No
			The configurations of the servers will vary on a case-by-case basis. However, the server models are listed in the Bidding Sheets for reference (column C). The example of applicable products	AMD 2

					provides historical data of items purchased by the Agency.	
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