

**To:** All Prospective Bidders

**Subject:** Request For Quotations (RFQ) – RFQ-CO-423235-OTAM – UPGRADE AND REFRESH OF VERY LOW FREQUENCY (VLF) OVER THE AIR MONITORING (OTAM) EQUIPMENT Amendment 1

**References:**

- A. RFQ-CO-423235-OTAM, NCIA/ACQ/2024/07199, dated Monday, 16 September 2024
- B. Paragraph 2.6 of Book I RFQ-CO-423235-OTAM Questions and Answers
- C. Paragraph 2.8.2 Book I RFQ-CO-423235-OTAM Amendment of the RFQ
- D. NCI Agency Standard Operating Procedure SOP 16.01 Procurement, dated 03 January 2019
- E. Notice Of Intent NCIA/ACQ/2024/6519
- F. AC/4-D(2019)0004 (INV) IC, Procedures Governing the Use of Basic Ordering Agreements Concluded by the NCI Agency, dated 4 July 2019
- G. AC/4-D/2261, IC-NSIP Procedures for International Competitive Bidding, dated 12 January 1996

1. Dear Prospective Bidder's, we are writing to inform you of the release of Amendment 1 of the subject RFQ.

2. The purpose of this Amendment 1 is to:

2.1. To provide clarification and additional forms to SOW responding to industry Questions

2.2. As a direct or indirect result of questions received by industry in accordance with Reference B above, the following documents under RFQ RFQ-CO-423235-OTAM are here-by added in their entirety to Book II SOW :

- a. Book II: Statement of Work Annex A - AI 16.31.03 Requirements for the preparation of IPSP
- b. Book II: Statement of Work Annex B - AI 16.32.02 Preparation of ECP forms
- c. Book II: Statement of Work Annex C - AI 16.32.02 Annex A ECP form
- d. Book II: Statement of Work Annex C.1 - AI 16.32.02 Annex A ECP form
- e. Book II: Statement of Work Annex D - AI 16.31.11 Requirements for the preparation of TNA Reports
- f. Book II: Statement of Work Annex E - AI 16.31.05 Annex A LSA Breakdown Structure Template
- g. Book II: Statement of Work Annex F - AI 16.32.05 Annex A PBL Template

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.** Additionally, also in accordance with Reference B, we take this opportunity to enclose (Attachment B) a current copy of the questions received from Industry and the answers provided by the NCI Agency. Please note that this amendment relates to question and answers serial number(s) CR1-CR14. 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.

**2.5.** In accordance with Reference C, the bid closing date has been extended, the revised bid closing date and time is:

**2.6. Thursday, 24 October 2024 at 12:00 hours Central European Time (CET).**

3. By virtue of this Amendment 1, the enclosed document(s) replace and supersede all previous version issued in the context of this RFQ-CO-423235-OTAM.
4. Prospective Bidders are advised that the NCI Agency reserves the right to cancel, withdraw, or suspend this RFQ 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 RFQ-CO-423235-OTAM documents remain unchanged.
7. Your Point of Contact for all information concerning this RFQ is Gazmend Asani, NCI Agency Contracting Officer who may be reached at:  
  
[RFQ-CO-423235-OTAM@ncia.nato.int](mailto:RFQ-CO-423235-OTAM@ncia.nato.int)
8. In accordance with the NATO Management of Non-Classified NATO Information policy (C-M(2002)60), this RFQ-CO-423235-OTAM 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:**

**Tiziana Pezzi**

Digitally signed by Tiziana Pezzi  
Date: 2024.10.08 12:52:52  
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Tiziana Pezzi  
Principal Contracting Officer  
NATO Communications and  
Information Agency (NCI  
Agency)

Enclosures: 3

ATTACHMENT A to RFQ-CO-423235-OTAM - Distribution List

ATTACHMENT B to RFQ-CO-423235-OTAM - Questions and Answers

ATTACHMENT C to RFQ-CO-423235-OTAM - Book Book II: Statement of Work with  
Annexes A-F

**ATTACHMENT A**  
**Distribution List - RFQ-CO-423235-OTAM**

**NATO Delegation (Attn: Infrastructure Adviser):**

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

**NATO HQ**

- NATO Office of Resources, Management and Implementation Branch – Attn: Deputy Branch Chief
- Director, NATO HQ C3 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**

**ATTACHMENT B**  
**Questions and Answers - RFQ-CO-423235-OTAM**

RFQ-CO-423235-OTAM						
TECHNICAL QUESTIONS AND ANSWERS						
Serial #	IFB Source Document	IFB Paragraph Referen	Bidder's Question	NCI Agency's Answer	IFB Package Amended	Answer Released in AMIP #
CR#1	Book II Part IV SOW	SOW-299	As the new equipment will only handle NATO UNCLASSIFIED/BLACK Information (299-A). Is the compliance with SDIP 29 (299-F) for receivers and demodulators only a generic requirement? Should the question be discarded what TEMPEST zone (acc. to SDIP 28) is the room assigned to and which devices are processing classified information (RESTRICTED or higher)?	Equipment will only handle NATO UNCLASSIFIED/BLACK information, there is no TEMPEST requirement per AC1822-D/0048-REV3 Technical and Implementation Directive on CIS Security on equipment processing NATO UNCLASSIFIED or NATO RESTRICTED information. The use of untested COTS equipment in the NCC bunker in Northwood does not pose a significant TEMPEST vulnerability and with the approval of the SAA COTS may be installed.		1
CR#2	Book II Part IV SOW	SOW-0112	Please provide the LBS template (AI 16.31.05).	see attachment	1	1
CR#3	Book II Part IV SOW	SOW-0105	Please provide the requirements for the preparation of IPSP (AI 16.31.03).	see attachment	1	1
CR#4	Book II Part IV SOW	SOW-0355	Please provide the requirements for the preparation of TNA reports (AI 16.31.11).	see attachment	1	1
CR#5	Book II Part IV SOW	SOW-0173	Please provide the template for the preparation of the PBL (AI 16.32.05).	see attachment	1	1
CR#6	Book II Part IV SOW	SOW-0176	Please provide the template and instructions for the provision of ECPs (AI 16.32.02).	see attachment	1	1

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CR#7	Book II Part IV SOW	SOW-0129	What is exactly required under this requirement? An inventory list as an attachment to the delivery note?	<p>The inventory is a line by line list of the items being shipped with the part numbers/identifiers and serial numbers of each HW item.</p> <p>The items in the inventory shall be the same declared in the LBS/PBL that drive the configuration, with the same quantities and Part Numbers/identifiers.</p> <p>The difference between an inventory and a packing list/BOM (see Appendix A to the SOW) is that the packing list indicates the number of pallets/boxes and their contents without providing item by item details (e.g. serial numbers).</p> <p>For SW, if provided on installation media, the Contractor shall provide media correctly identified with P/N including the issue/version/revision and the license number, if any)</p> <p>Once the HW/SW is at destination and fully installed and configured, a site inventory shall be made, reporting exactly what is installed/located in that site, including spares parts, tools and SW</p>		1
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CR#8	Book II Part IV SOW	Chapter 6.2	Please provide a definition of HL1/2, HL3/4, SL1/2 and SL3/4.	see attachment	1	1
CR#9	Book II Part IV SOW	Chapter 3.5	What is the planned date for the PDR?	The Preliminary Design Review (PDR) should typically be scheduled after the System Requirements Review (SRR) but before the Critical Design Review (CDR). Since the SRR is due at week 4 and the CDR is due at week 20, the PDR should logically be placed between these two milestones. A common practice would be to schedule the PDR approximately halfway, which would likely place it around week 12-14 after the contract award. This allows sufficient time to review and adjust the design before the more detailed CDR at week 20.		1
CR#10	Book II Part IV SOW	SOW-0308	Is the current power grid compliant to a specific standard, like STANAG 1008	The power grid is a land-based infrastructure that adheres to UK standards and is not in direct contact with warships. Therefore, it does not need to be compatible with their interoperability standards, such as STANAG 1008.		1
CR#11	Book II Part IV SOW	SOW-0313	As the OTAM node will use the existing antenna and antenna cable: What type of antenna is currently in use at these site?	Procom AAC 1/JB 230 Active Receiving Antenna for 10 kHz - 110 MHz for Communication Purposes		1
CR#12	Book II Part IV SOW	Chapter 10.5	Can the existing power mains distributions be reused or must new power mains distribution be considered within the technical proposal?	as mentioned in the SOW-0310 paragraph		1
CR#13	Book II Part IV SOW	SOW-0308	Does this requirement means that all mentioned equipment has to be removed, so that others can take care of its disposal or are further activities are required (as an example: are we responsible for the disposal of the legacy equipment)??	as mentioned in the SOW-0308 only for cabling, patch panels, and PDU		1
CR#14	Book II Part IV SOW	SOW-0319	Is a direct delivery to the final destinations also possible? What is the expectation of "test and prepare" of the supplies as a FAT will be conducted at our facilities before delivery.	all equipment will be shipped to Northwood UK form 302 will be required (if shipping from outside the UK). FAT will be conducted at the contractor premises		1

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