



NATO UNCLASSIFIED

**Acquisition**

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NCIA/ACQ/2016/0891  
26 February 2016

To : Distribution List

Subject : **INVITATION FOR BID**  
**Provision of Inmarsat Services for Alliance Ground Surveillance (AGS)**  
**IFB-CO-14167-AGS - Responses to CRs**

Reference(s) : A. AC/4-D/2261 (1996 Edition)  
B. IFB-CO-14167-AGS, NCIA/ACQ/16/0723 dated 27 January 2016,  
C. IFB-CO-14167-AGS, Letter NCIA/ACQ/2016/0863 dated 18 February 2016,  
D. IFB-CO-14167-AGS, Letter NCIA/ACQ/2016/0891 dated 26 February 2016

Dear Sir/Madam,

1. The purpose of this letter is to answer Bidders' Clarification Requests.
2. The Bidders' Clarification Requests and responses provided are included at Attachment A. Clarification Requests answered in this letter include Clarifications P.4 and T.7.
3. The NCI Agency point of contact for all information concerning this IFB is:

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FOR THE GENERAL MANAGER:

Michel Trebaol  
Senior Contracting Officer

Attachment A: List of Bidders' Clarification Requests and Responses

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ATTACHMENT A: List of Bidders' Clarification Requests and Responses

PRICE				
Serial No.	IFB REF	BIDDER'S QUESTION	NCI AGENCY ANSWER	STATUS
P.4	Book 1 Bidding Instructions Annex A-2 Bidding sheets	<p>With reference to our question <i>"In the bidding sheets we intend to quote BGAN and SBB services in USD while Terrestrial Connectivity and PM activities in Euro. We understand that the reference exchange rate for bid evaluation will be as per Book 1 - § 4.3.2.1, but which is the exchange rate to be used in the offer to calculate the total FFP of CLINs (e.g. CLIN summary/Offer summary sheet)?"</i> your answer was: <i>"The purchaser will use the referenced Book 1 - § 4.4.2.1 exchange rate to calculate the FFP for the CLINs."</i></p> <p>It seems to us not very much clear your answer. We think that you intended to reference Book 1 - § 4.3.2.1 and not § 4.4.2.1 indeed, but the issue is still pending. We understand that the exchange rate applicable will be the average of the official buying and selling rates of the "European Central Bank" but is stated that it will be at close of business on the last working day preceding the Bid Closing Date. Nevertheless we must finalize our bid a couple of weeks before the closing date, so is it possible to use the exchange rate of the European Central Bank at any time before the bid closing date (e.g. 10 March)? We don't want to modify your excel format, but where can we indicate the exchange rate applied for converting values of the sheet "CLIN Summary..." (in two currencies) into the values of the sheet "Offer Summary" (in one currency for evaluation purposes only)?</p>	<p>The bidder may use which ever exchange right that they like prior to the bid closing date. However, for the evaluation purposes only, in order to establish a basis of comparison, the exchange rate as indicated in BOOK I will be applied.</p>	

TECHNICAL				
rial No.	IFB REF	BIDDER'S QUESTION	NCI AGENCY ANSWER	STATUS
	Book II Part IV SOW, Page I; Para (1) and (2)	<p>The answer to question T.3 is not clear. The answer states that "The estimated time between EDC and SCD is 3 to 7 months", but:</p> <ul style="list-style-type: none"> <li>• Req. TA-14 in Book II, Part IV - SoW states that "The Service Commencement Date (SCD) is the date on which the Purchaser declares that the services have successfully passed the Service Acceptance Testing and SIM cards have been received";</li> <li>• Delivery dates indicated in Book II, Part II – SSS indicate that nominal delivery dates are set: <ul style="list-style-type: none"> <li>○ at EDC+6 weeks for SIM cards, while</li> <li>○ at EDC+12 weeks for terrestrial connectivity</li> </ul> </li> </ul> <p>Do the above means that:</p> <ol style="list-style-type: none"> <li>1. The estimated time between EDC and SCD (3 to 7 months, as per answer T.3) is just a NATO expectation of when the service will actually start, and specific acceptance tests for SIM cards and terrestrial connectivity have to be carried out before the foreseen delivery date for SIM cards and terrestrial connectivity;</li> </ol> <p>SIM cards and terrestrial connectivity can be delivered without carrying out relevant acceptance tests, and service acceptance test will be carried out after month 3 (therefore leading to a SCD estimated between month 3 and month 7)?</p>	<p>SCD will be carried out as per the SoW TA-14 in accordance with the schedule in SSS. The estimated time to start using the services is 3-7 months after the EDC. As we have more accurate visibility of the progress of the AGS program, the delivery schedule indicated in SSS may be updated before the contract award.</p>	