



NC3A/ACQ/ASG/10/0092

1 February 2010

To: See Distribution List

Subject: **Notification of Intent (NOI)**  
**Invitation For Bids IFB-CO-12937-OPL**  
**Provide Intelligence, Surveillance, Reconnaissance (ISR) Collection**  
**Management Tool for ISAF**

References: A. AC/4-DS(2009)0024  
B. AC/4(PP)D/26509 (Serial 2008/5VA30497-0)  
C. AC/4-D(2007)0003 Alliance Operations and Missions International Competitive Bidding

1. In accordance with Reference A, notice is hereby given of the intent of the NATO C3 Agency, as the Host Nation, to issue an Invitation For Bid (IFB) in relation to the provision of an Intelligence, Surveillance, Reconnaissance (ISR) Collection Management Tool (ICMT) and related services for ISAF.
2. An overview of the requirements for this Invitation For Bid (IFB) is summarised in **Annex B** attached hereto. This procurement will provide an ICMT capability to support:
  - The management of Priority Intelligence Requirements,
  - The planning, tasking and monitoring of ISR collection and exploitation systems,
  - The management and dissemination of intelligence documents,
  - Reaction to emerging collection requirements in a timely manner.
3. The reference for the Invitation for Bid is **IFB- CO-12937-OPL**, and all correspondence concerning this IFB should reference this number.
4. NC3A was authorised to use the Alliance Operations and Missions (AOM) International Competitive Bidding (ICB) Procedure, lowest price technically compliant bid. The successful bid pursuant to the IFB following this NOI will be that bid which is the lowest price technically compliant bid in accordance with the evaluation criteria.
5. The cost of the scope of work provided in Annex **B** is estimated at 4,525,308 Euros.
6. It is planned to place a single contract for the entire scope of work. No partial bidding will be allowed.
7. It is planned to issue the IFB in March 2010 with a Bid Closing Date in April 2010 and contract award in June 2010.
8. In addition to the firms nominated in Annex **A** of this letter, it is requested that NC3A be provided with a list, **not later than 22 February 2010**, of qualified and certified firms

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which may be interested in receiving an Invitation For Bid for this project. This list should include the NAME of the FIRM, the TELEPHONE and FAX NUMBER and E-MAIL-ADDRESS and POINT OF CONTACT within each of the nominated firms. This information is critical to enable prompt and accurate communication with prospective bidders and should be sent to the following address:

NATO C3 Agency  
Boulevard Leopold III  
1110 Brussels, Belgium  
Attention: (Dimitra Kokkali - Senior Contracting Assistant ACQ)

Tel: +32 (2) 707-8175  
Fax: +32 (2) 707-8770  
e-mail: [dimitra.kokkali@nc3a.nato.int](mailto:dimitra.kokkali@nc3a.nato.int)

9. National authorities are advised that technical specifications applicable to the bidding and the contractual documents are “NATO RESTRICTED”. Bidders must have an overall personnel security and facility clearance of “NATO SECRET” at the time of the IFB release in order to be eligible to receive Bidding documents and to submit a Bid. Bidders will be required to submit any bid response material through the Bidder’s respective National Delegation/Mission to NATO due to classification.
10. The successful contractor will be required to handle and store classified information up to the level of “NATO SECRET” and only companies maintaining appropriate facilities’ clearance will be eligible to bid on this project. In addition, contractor personnel visiting or working on operational sites will be required to hold individual security clearances of at least “NATO SECRET”.
11. It is requested that all additional firms interested in participating in this procurement be introduced by their National Authorities with the required “Declaration of Eligibility” and certification of their security clearances. Requests for participation received directly from firms can not be considered.
12. Your assistance in this procurement is greatly appreciated

FOR THE GENERAL MANAGER:

*(original signed)*

L.T. Herway  
Chief of Contracts

**Attachment(s):**

- Annex A- Potential Bidders List
- Annex B- Summary of the Requirements

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IFB-CO-12937-OPL**

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**NATO Agencies**

**NC3A**

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CAT5 PM (C. Coman)	1
CAT5 DPM (K. Veum)	1
CAT5 Liaison NC3A BE (I. Le Pladec)	1
CAT5 Leader (L. Rossini)	1
DSA-ACO CRO PO ISAF Acquisition Coordinator (E. Lesbaupin)	1
DSA-ACO CRO PO PM (J. Ribeiro)	1
DSA-ACO CRO Leader (T. Murphy)	1
ACQ/ASG PCO (J. A. Wager)	1
ACQ/ASG CO (S. Schumacher)	1
ACQ/ASG PCA (Ms Dimitra Kokkali)	1
DOP/ILS (M. Langfeld)	1
NSIP LO	1
FMRC Head F&A (R. Angell)	1
Legal Adviser (S. Rocchi)	1
Registry	1

**NATEXs**

CZECH REPUBLIC	1
DENMARK	1
FRANCE	1
HUNGARY	1
GERMANY	1
GREECE	1
ITALY	1
NETHERLANDS	1
NORWAY	1
POLAND	1
SPAIN	1
TURKEY	1
UK	1
USA	1

**IFB-CO-12937-OPL POTENTIAL BIDDERS LIST**

**BELGIUM**

Astron N.V.  
Computer Sciences Corporation  
Cybertrust Belgium NV  
Dell NV  
Dimension Data Belgium  
Getronics Belgium SA/NV  
Hewlett Packard Belgium B.V.B.A./S.P.R.L.  
Insight Technology Solutions Belgium, In  
Oracle Belgium  
RealDolmen  
Siemens Enterprise Communications NV/SA/Siemens SEN BGD  
Siemens IT Solutions and Services SA/NV  
Simac ICT Belgium  
Telindus NV  
Thales S.A.  
WAL-MARTWalcome bvba

**BULGARIA**

Electron Progress AD

**CANADA**

General Dynamics Canada Ltd.  
Network Innovations Inc.

**CZECH REPUBLIC**

Damovo Ceska republika s.r.o.  
TietoEnator Czech s.r.o.

**DENMARK**

Dan:office ApS  
SAAB Danmark A/S

**FRANCE**

Altran technologies\_ASD Paris  
CS Systèmes d'Informations  
EADS Defence and Security Systems S.A.

**GERMANY**

CONET Solutions GmbH  
CSC Deutschland Solutions GmbH  
FREQUENTIS Nachrichtentechnik GmbH  
GBS TEMPEST & Service GmbH  
GTSI Corp.  
Logica Deutschland GmbH & Co. KG.  
Quin GmbH

Rohde & Schwarz GmbH & Co. KG  
Serco GmbH  
T-Systems Enterprise Services GmbH

**GREECE**

European Dynamics SA  
Info-Quest SA  
PC SYSTEMS S.A.

**HUNGARY**

Albacomp Co  
Synergon Information Systems plc  
e-Selectrade-Computer Ltd.

**ICELAND**

Kogun Ltd.

**ITALY**

Engineering Ingegneria Informatica S.p.a  
Fondazione FORMIT  
Vitrociset S.p.A.

**LATVIA**

Baltic Information & Security Systems

**LITHUANIA**

Synergy Consulting

**NETHERLANDS**

Alcatel-Lucent Telecom Nederland B.V.  
Getronics PinkRocade Nederland B.V.  
Global Systems and Software  
Misco Nederland BV  
OSPL Nederland BV  
PC-WARE Information Technologies BV  
PQR bv  
Uni Business Centre

**NORWAY**

Ementor Norge AS  
ErgoGroup AS  
Teleplan AS  
Umoe IKT  
Vizada VSAT a.s.

**POLAND**

ABG S.A.  
ATM S.A.

ComArch S.A.  
Decsoft S.A.  
Designers S.J.  
Elmontex  
Qumak-Sekom S.A.  
S&T Services Polska Sp. z o.o.  
Solidex S.A.  
Sygnity S.A.  
Unizeto Technologies SA  
WASKO Sp. z o.o. for WASKO S.A.

**PORTUGAL**

Edisoft S.A.

**ROMANIA**

S.C. UTI Systems

**SLOVENIA**

Igea d.o.o.

**SPAIN**

Alma Technologies s.a.  
Indra Sistemas (former Bde)  
Informática El Corte Ingles (IECISA)

**TURKEY**

Kuanta Insaat Taahhut Elektronik Turizm

**UNITED KINGDOM**

Audax  
Global Crossing  
Nettelics Ltd.  
Northrop Grumman Mission Systems EuropeLtd.  
Open Networks - Government & Defence  
Silicon Valley Group Plc  
Software Box Ltd.  
Specialist Computer Centres plc (SCC)

**UNITED STATES**

Altima Group International, Inc. (AGI)  
Applied Coherent Technology Corp.  
DRS Technical Services, Inc.  
EMW, Inc.  
Intergraph Corporation  
L-3 Services, Inc., Global Security & Engineering Solutions  
ManTech Global Services Corporation  
Merlin International, Inc  
Norsat International Inc.

Northrop Grumman Mission Systems  
Raytheon Company Network Centric Systems  
SAIC

**ISAF INTELLIGENCE, SURVEILLANCE, RECONNAISSANCE (ISR)  
COLLECTION MANAGEMENT TOOL**

**Background**

The ISR collection and exploitation capabilities in ISAF are distributed across the whole theatre of operation and, as such, the planning of these assets is done both at the Regional Command and ISAF HQ levels. In order to support effective management of Priority Intelligence Requirements (PIR) and planning, tasking and monitoring of ISR collection and exploitation systems, and to enable efficient transfer of information to the national users, it is necessary to provide the ISAF users with a Collection, Coordination Information Requirements Management (CCIRM) software tool.

**Scope**

The project will provide ISAF with a Commercial Off The Shelf (COTS) ISR Collection Management Tool (ICMT), which will support in principal:

- The management of Priority Intelligence Requirements,
- The planning, tasking and monitoring of ISR collection and exploitation systems,
- The management and dissemination of intelligence documents,
- Reaction to emerging collection requirements in a timely manner.

In general, the ICMT system is expected to work with COTS systems (equipment as well as software). Where appropriate, the use of NATO's Standardization Agreements (STANAGs) shall be required to ensure maximum interoperability. Delivered equipment is expected to run in the ISAF theatre of operations and shall be able to withstand the conditions of that environment.

**Summary**

The tool will be used within a network environment, and will provide automated support to the implementation of ISAF CCIRM processes. The ICMT will enable operators managing CCIRM information to automate activities such as the collection, refinement, consolidation, prioritization, validation and harmonization of requirements. Users will also be able to interact with ICMT through browser (Web) based access, in case advanced CCIRM functionalities are not relevant for their role. ICMT will account for dynamic changes to the collection requirements in a timely manner.

This procurement will provide ISAF with an ISR Collection Management Tool:

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ANNEX B – Summary of Requirements  
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- To support the ISAF CCIRM process by making use of NATO data formats and standards and automated support to the implementation of the CCIRM process.
- To support the implementation of the Joint ISR Step 1 Concept of Operations (CONOPS) and Standard Operating Procedures (SOPs).
- To provide an interoperable capability, which is able to exchange CCIRM products through the use of STANAG 4559.

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