



NATO UNCLASSIFIED

Acquisition

NCIA/ACQ/2022/09645

27 June 2022

To: Distribution List

Subject: **Amendment 1 and responses to Clarification Requests - release #1
RFQ- CO-115618-VVT, PROVISION OF VOIP AND VOSIP TELEPHONY
FOR UR2007**

References:

- a. BOA: AC/4-D(2019)0004 (INV)
- b. NCIA-Procurement SOP 16.01 Rev 1
- c. AC/4(PP)D/28109-ADD1
- d. AC/4-DS(2021)0003
- e. Issuance of RFQ-CO-115618 dated 15 June 2022

Dear Sir/Madam,

1. The purpose of this Amendment 1 to RFQ-CO-115618-VVT is to provide all Prospective Bidders answers to Clarification Requests (CR) and revise the bid closing date. In accordance with paragraph 2.6 of Book I – Bidding Instructions of the RFQ – Clarification Requests, this letter provides in Annex A the list of RFQ Clarification Requests received by the NCI Agency to the date and the corresponding NCI Agency responses.
2. The NCI Agency has received requests for extension of the Bid closing date for bids in accordance with paragraph 2.4.4 of the Book I – Bidding Instructions of the RFQ.
3. In response to the above request the NCI Agency is hereby granting additional 6 (six) calendar days counting from the initial Bid Closing Date as indicated in the RFQ Bidding Instructions.
4. Therefore, the Bid Closing Date and Time as indicated in the Bidding Instructions p.2.3.1 Bid Delivery and Bid Closing date to this RFQ is 12:00 Hours (Brussels Local Time) on Wednesday 06 July 2022.
5. As a result of above the following RFQ e-mail in the documents have been revised:



NATO Communications
and Information Agency
Agence OTAN d'information
et de communication
Avenue du Bourget 140
1140 Brussels, Belgium
www.ncia.nato.int

NATO UNCLASSIFIED

6. 01_RFQ-CO-115618-VVT-Book 1-Bidding Instructions point 2.3 (Bid closing date)
02_RFQ-CO-115618-VVT-Book 1-Annex 1 - Bidding Sheets
7. By virtue of this Amendment 1, above replace and supersede any previous version of e-mail address issued in the context of RFQ-CO-115618-VVT.
8. The NCI Agency point of contact for all information concerning this RFQ is Mrs. Gracja Jablonska, Senior Contracting Assistant and Mr. Graham Hindle, Senior Contracting Officer.
9. The reference for the IFB is **IFB-CO-115618-VVT**, and all correspondence concerning this RFQ shall reference this number.
10. Except, provided herein, all other terms and conditions of the RFQ documents remain unchanged.

FOR THE DIRECTOR OF ACQUISITION:

Graham
Hindle

Digitally signed by
Graham Hindle
Date: 2022.06.27
13:42:16 +02'00'

Graham Hindle
Senior Contracting Officer

Distribution List:

Bidders List

NATO Delegations (Attn: Infrastructure Adviser)

Embassies in Brussels (Attn: Commercial Attaché)

NCI Agency – All NATEXs

Internal Distribution

Attachments:

- A. Annex A - Responses to Clarification Requests received for RFQ-CO-115618-VVT, Amendment 1.
- B. 02_Book I-RFQ-CO-115618_Bidding sheets

Annex A

Index No.	RFQ Source Document	Bidder's Question	NCI Agency's Response	RFQ Package Amended	CR Released in AMD #
CR#1	SOW 3.2.WP2 - VoSIP Equipment and Support Service, Table 3.2-1	<p>"The project scope for RFQ-CO-115618-VVT specifies: 50 EL1-8841-07L1 TEMPEST SDIP 27A NTSWG VoIP Phone TSG Accreditation No TSG-A-22-2016, And 50 TEMPEST Level C Certificates</p> <p>Question: The EL1-8841-07L1 is a NATO TEMPEST SDIP 27 Level A certified device and would be supplied with certificates of compliance to NATO TEMPEST SDIP 27A. We are not sure why you would ask for these phones to be tested to the lower NATO SDIP 27C standard.</p> <p>Can NATO please confirm the required IP-Phone model is correct and the certification level needs to be Level A?</p>	The model that we requested is TEMPEST Level A. Then we expect the device to come with a TEMPEST A Certificate.	No	AMD1

CR#2	SOW	WP2 - VoSIP Equipment and Support Services. TEMPEST VoIP phone based on Cisco CP-8841 IP Phone specified model is API's version of the Cisco 8841 phone. Please confirm our understanding that the specification is illustrative and the bidders may offer TEMPEST VoIP phone based on Cisco CP-8841 IP Phone provided by other TEMPEST vendors.	As long the VoIPs meets all the requirements related to TEMPEST Level and further specifications, as support, model, brand, the vendor should be according with NATO Rules, one company from a NATO country.	No	AMD1
CR#3	SOW	WP2 - VoSIP Equipment and Support Services. The specified Model / Item Code (EL1-8841-07L1 Tempest SDIP 27A NTSWG VoIP Phone TSG Accreditation No SG-A-22-2016) refers to TEMPEST Level A certification, on the other side your requirement is for TEMPEST C Certificates. Please confirm that the Model/Item Code is illustrative and the bidders must offer TEMPEST Level C Certified models.	The model that we requested is TEMPEST Level A. Then we expect the device to come with a TEMPEST A certificate.	No	AMD1
CR#4	SOW	1. WP2 - VoSIP Equipment and Support Services. The specified model EL1-8841-07L1 Tempest SDIP 27A NTSWG VoIP Phone TSG Accreditation No SG-A-22-2016, according to the API's datasheet is equipped with 100MB Fiber ST Ethernet, on the other side your requirement is the phones to be equipped with Integrated 2 Port	Answer will be released in AMD 2		AMD2

		100Mb Fibre SC Fibre Ethernet. Please confirm that the TEMPEST VoIP phones must have Integrated 2 Port 100Mb Fibre SC Fibre Ethernet.			
CR#5	Book I Bidding Sheets	The required completion date is unfeasible, WP1 is expected to be around 12 weeks, WP2 is at least 24 weeks.	We accept delivery time for WP1 to be 12 weeks and for WP2 to be 24 weeks.	yes	AMD1
CR#6	SOW Book I Bidding Sheets	What are the expected order timelines for WP1 and WP2? Will they be ordered together or apart, and if apart, how much?	We will order together all devices which are requested in SOW, but if you can create partial deliveries in order to make the delivery times shorter, we accept this way forward. Delivery time for WP1 to be 12 weeks and for WP2 to be 24 weeks. Partial delivery is acceptable	yes	AMD1
CR#7	Book I Bidding Instructions	"The requested validity of six months is unrealistic in the market circumstances at this moment; the following reply was provided by Cisco (NCIA AM): We can guarantee the discounts for 6 months, but we cannot guarantee	No. period of 6 months validity remains the same.	No	AMD1

		net prices (if a new GPL increase would happen). Please let us know how you wish to proceed and kindly significantly decrease the required validity period. "			
CR#8	SOW Table 3.1.1	The confirmation of WP1 for the Collaboration Flex Plan has changes due to succession and changes at Cisco, please confirm we can offer the most current and correct configuration and license model.	We accept the current configuration as long the support is provided.	No	AMD1
CR#9	SOW Table 3.1.1	The requested part number (EL1-8841-07L1) for WP2 contradicts the description. L1 in te part number means Level 1`, the USA equivalent of Level A, while the description states Level C, which will it be?	The model that we requested is TEMPEST Level A. Then we expect the device to come with a TEMPEST A certificate.	No	AMD1
CR#10	SOW Table 3.1.1	Do you accept a push-to-talk handset as a solution for the microphone to be fully switches off?	We keep the specifications which we have in SOW: the microphone to be fully switched off.	No	AMD1
CR#11	"BOOK II - PART IV STATEMENT OF WORK (SOW)"	When you are asking for provision of VoIP capability we kindly ask for a few additional clarifications 1. Should we include in cost also physical installation of IP phones on positions? Like wall, desk, etc.	1. No. The RFQ is just for buying the devices. 2. No. The patch cords for rack are not subject of this acquisition. The IP Phone is delivered with copper patch cord in the box/kit.	No	AMD1

		2. Should we calculate cost of patch cords on Rack and Phone side? If yes, please provide us exact number, in needed lengths.			
CR#12	02_ RFQ- CO-115618- VVT - Book 1 Annex A Bidding Sheets Version 1.1 WP 1 3.1.1	<p>"T.1 02_ RFQ- CO-115618-VVT - Book 1 Annex A Bidding Sheets Version 1.1 Sheet: CLIN Summary , all CLIN 1.2 The requested licenses for CUCM 11.x are EoS from 31st May 2022.Please refer to cisco link below: End-of-Sale and End-of-Life Announcement for the Subscription Licensing for Unified Communication Suite v11.x Add-on Licenses - Cisco It is not possible to offer for version CUCM 11.x. We can offer licenses for the newer version 12.5 or 14, but in this case it is necessary for you to migrate the Voip system CUCM to the version 12.5 or 14. Please clarify if this is acceptable for you? "</p>	Answer will be released in Amd 2	No	AMD2