

Geo Bidder's Conference Questions and Answers 17 Sept 2019 IFIB-ACT-JWC-18-56

Q1. Is a US/DoD SECRET Security Clearance acceptable for a NATO Secret Clearance?

A1. Yes, equivalent national clearance is acceptable.

Q2. Is the Current Version of the IFIB on the JWC website, the most current version?

A2. Yes

Q3. Speaking of Maintenance of Core GIS, do you have a node?

A3. JWC has a node of Core GIS, which is delivered and supported by NCIA under contract. The Geo team are focused on utilizing Core GIS to deliver and maintain GI Data.

Q4. Is there an assumption that all specialist capabilities must be conducted at UNCLASS or at NATO SECRET?

A4. Each project will have to specify the classification at its inception in order to ensure that it has clear requirements, that's something we'd have to work on, to make sure we pick our projects correctly. There are ways of doing it. It's more about what ways you can deliver this. There is a spectrum of solutions to this.

Q5. Is JWC waiving the clause to have non-NATO members working on data at JWC?

A5. No, we aren't waiving any rules or regulations.

Q6. The Supported vs Supporting part on here, can you explain?

A6. Supported is the deliverable doing the task. The Supporting is the elements that will be supporting them. You can't do Production without Data Management. It's the best way I can show how they are interlinked.

Q7. For LPTC for the 4 deliverable outputs – For innovation it's very a difficult model to apply this model to?

A7. So From the GEO Cell prospective, the Innovation is about doing the production better. If you don't understand that part, it will be hard costing. The whole point of the innovation element is to make the team more efficient. I'm not going to tell you what exactly the innovation projects are, it puts emphasis on you to work with us to create efficiencies. It creates some obstacles but opportunities as well.

JWC doesn't have all the answers. The experts who do this for a living, we look to you for some of these answers.

Q8. This sounds more like a Best Value Contract. How will you compare two types of Innovation offered?

A8. First, you have to be Technically Compliant. You have to cross that hurdle first. We don't believe that Best Value is the right choice for this contract. You have to cross the threshold in all GDOs in order to win this contract.

Q9. How do you differentiate two different offers?

A9. We aren't. We accept the company that can cross all the thresholds of the technical portion of the bid, and then we look at price. Not all companies may pass the technical portion, and they are all evaluated for compliance in each area.

Q 10. Along this line, from a Bidder's perspective, you have to be bidding on the same thing. Innovation is not a well-defined thing. It's very difficult to price.

A 10. We are trying to improve our processes. How would you provide us access to these capabilities? The cost of your framework is going to be the main cost of your innovation. There is an element of risk.

Q11. What would you do if someone put a cynical bid in?

A11. If you look at the technical review, we have to look and see if you state that you can do what we need you to do, innovation being one element of that. Based on your explanation, do we believe you can do as you have claimed? So there is a compliancy element. If you pass technical, and it was just fantastic writing, without genuine capability, then we will be in a position we don't want to be in. We hope we can avoid that, by identifying the experience and capability to deliver the required outputs in the technical element of the bid.

Q12. This is a Firm Fixed Price Deliverable Contract. Is the deliverable the capability?

A12. Yes, it's a capability and skillset to produce with efficiency.

Q13. Surely, Quantity of Deliverables does come into it?

A13. It does, but it won't scale in the way you'd expect. And that's why we did it by skillset and capability and not product. Otherwise, all the answers would be binary.

Q14. In the future plan, is the surge element only for things that aren't foreseen?

A14. Yes.

Q15. Speaking of compliance, there was a question about whether a company was the prime or subcontractor on past performance. Does it matter more to you if one was the prime or the sub?

A15. It's just to understand your role on the contract better. There is no implication either way. There is no rating.

Q16. Will the slides be uploaded quickly?

A16. Yes, will do.

Q17. SOW 2.2.1.2. Talks about production could be at other NATO centers? How does that work?

A17. We aren't limiting you if you have access to those areas. This is a reflection that production could be somewhere else and integrated here. If you are a company that has access to a NATO SECRET environment, it leaves the production open to incorporate that.

Q18. Question on Core GIS. Where is it at versioning, right now? And for the database.

A18. (Answer added after conference) Core GIS at Baseline 3.0.2. This includes database Microsoft SQL Server Standard (64 bit) version 12.0.5000.0.

Q19. There were documents listed in the SOW, that we couldn't find...

A19. Ah yes, those documents were classified, so you won't find them. We spent time making sure we were releasing the right elements and have lifted out what I was able to. So you won't have access to the full document right now.

Q20: How will you integrate the Scenario Contract with the GEO contract? A lot of it is offsite work?

A20: Timeline wise, we are ahead of Scenario for our requirements. We are a year or so ahead of them. It's the GDMI and myself that will reach across to see how we can support them. We are involved in the early scenario decisions. The responsibility for this interface is the GDMI and myself. We have to make the assumption that the GDMI's will work together.

Additional adjustments in the Amendment posted 20 Sept 2019:

1. Part II Page 32 of the solicitation has the "SQEP" defined as "Soon to be Qualified and Experienced Personnel". This is an error. It should be defined as "Suitably Qualified and Experienced Personnel"
2. Part III Page 7 of the solicitation speaks to the "C-2" form. It should be listed as "C-1 – Production Surge Rates" in Paragraph 2.2.2.2. where it discusses Tasked Travel.

Both changes are highlighted in the Amended PDF.