

JWC-23-R-005

Q&A

1Q: We understand the request is for archive imagery but what if there is no archive imagery available? Given the size of the areas provided in Annex B it is very likely that archive data will not exist that meets the requirements specified.

1A: If no coverage is available, JWC will require a vendor to provide a response that depicts what is archive and what is not.

2Q: The price covers satellite imagery in general but the scope of work suggests that this could be optical (multi or hyperspectral) or SAR, which have different pricing models (optical is priced per sq km and SAR per scene). Cloud cover is mentioned which had originally made us think optical only so we would appreciate clarification on the use of SAR.

2A: Optical is preferred as our users do not have general access to SAR scenes for viewing.

3Q: We note that DEMs (ED) may also be requested, would this be considered an Additional cost item in the table since including this as an option in the FFP will skew the price considerably and is highly reliant on data already being available?

3A: The product would need to be at DTED L2. Vendors may include this cost as remarks to the bid form as information for JWC.

4Q: Pricing per area will not change but it will depend on volume and as it is unlikely that the whole of the areas provided in Annex B will be available in archive we would like more clarity on how much data may be purchased at one time or perhaps even an anticipated overall volume of data expected so that this can be used to negotiate optimal pricing / discounts.

4A: If no coverage is available, JWC will require a vendor to provide a response that depicts what is archive and what is not. Vendors may add remarks to the bottom of the bid form to include volume discount information.

5Q: We understand that satellite imagery vendors must be from NATO states or NATO allies, would South Korea be considered as such?

5A: The company that JWC will enter into a contract with following this bid, must be from a NATO member state. We will buy the service or product from this company. We have not invited any companies from non NATO member countries.

6Q: Question from a licensing point of view regarding following aspect:

License requirements:

The imagery and elevation data is used in different forms, i.e. as raw Imagery or Elevation data, enhanced products and in derived products. Licensing of data is to allow for unlimited number of copies, covering the NATO Dissemination Level II0F Where Dissemination Level 2 means NATO and Non NATO Entities (NNEs) in support of any NAC approved activity.

Will the imagery be publicly released or only used internal NATO and NNEs?

6A: NATO and NNEs. There will be no public release of any data purchased

NON SENSITIVE INFORMATION RELEASABLE TO THE PUBLIC

7Q: clarification question regarding the commercial ceiling of the RFQ.

The following paragraph comes from the documentation:

The period of performance for this contract will be a base period of 16 March 2023 to 31 December 2023. This allows for ordering of imagery outlined in Annex B areas or for areas of equal cost per km not to exceed a ceiling of 1.5M NOK over a period of 5 years.

Could you please clarify if this means that the ceiling budget is 1.5M NOK per square km over 5 years? Or the total proposal for all areas in Annex B shall not exceed 1.5M NOK over 5 years? Or something else.

It's not clear to us and further clarification would be welcome.

7A: T The total proposal for all areas in Annex B shall not exceed 1.5M NOK over 5 years, this is the threshold for this type of RFQ, Once the threshold is met, the contract is completed.

8Q: RFI 001. Para 5, Period of Performance, States:

The period of performance for this contract will be base period of 16 March 2023 to 31 December 2023. This allows for ordering of imagery outlined in Annex B areas or for areas of equal cost per km not to exceed a ceiling of 1.5M NOK over a period of 5 years.

Question. If all the imagery will be provided by the supplier in the Base Period, and the 1.5M NOK ceiling covers the whole period of 5 years, what is expected to be the role of the supplier once they have provided the requirement in the Base Period? Or is the requirement 1.5M NOK per option year?

8A: The 1,5 Million threshold is set for this RFQ because that is the amount we are allowed to operate with, with this type of RFQ. Everything exceeding this threshold will need to be competed in a different and more formalized manner. Once the threshold is met, the contract is completed.

9Q: I would like ask you if it is possible to submit proposals for partial coverage of the AOI's, or if it is mandatory to have archive of the full AOI.

9A: Yes, in accordance with partial bidding rules in the RFQ.

10Q: are we allowed to submit multiple bids / options?

10A: Yes.

11Q: Will JWC award one single contract or potentially multiple contracts?

11A: JWC will award a single contract for this bid.