

TOPIC	QUESTIONS	ANSWERS
1. Past Performance a)	Is there a minimum number of past performance clients/projects we should submit?	No, there is not a minimum.
b)	How extensive should the individual written summary of the past performance be? (e.g. number of characters)	The past performance summary should only be in the form of key-words/a few short sentences. JWC will use this information to possibly follow up on your more extensive information of capabilities, competences and previous experience provided through your completion of Annex B-1. We will do so by potentially contacting your previous Customer(s).
c)	Can we submit business segments SharePoint portals other than specifically only the Media industry?	Yes, you can submit whatever you believe is relevant in relation to our requirement as it is specified in our Statement of Work.
d)	What are your organization metrics for the Past performance evaluation?	We have no specific metrics for the Past Performance (Annex A-1) per se. For Annex B-1, the metrics are expressed in each Serial 1-6. These are essential, i.e. "must have". So, must have "Past experience...", "Expert knowledge...", "Be able...", etc. Your compliancy with these essential requirements will be considered based on the (extensive) description you have provided and possibly by contacting your previous Customer(s). See also answer to 1.b).
2. JWC as a reference a)	What is the procedure and common practice for the possibility of our company to potentially have JWC as a reference on our website/presentation and marketing materials?	The procedure is as described in our documentation; a written request must be submitted to and authorized in writing by the Contracting Officer prior to any use. The answer could be "NO".
b)	Does JWC usually allow for publicity of contracts/contractors for non-classified delivery projects such as this one?	JWC is restrictive about the use of our emblem/logo/official seal. However, reference to and use of our name has been approved on several (but not all) occasions.