



Welcome to the
Exercise Support – Short Term Operational
Contractors (STOC) Bidder's Conference
IFIB-ACT-JWC-19-08
02 Jul 19

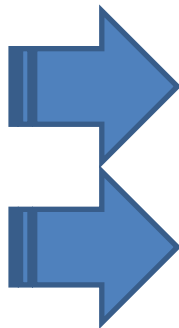
- 1. Introduction**
- 2. Administrative Review and Questions**
- 3. Requirement Review and Questions**
- 4. Closing Remarks**

- **Mr. Kjetil Sand, JWC Head of Contracts**
- **Ms. Anne Grethe Bjåstad, Contracting Administrator**
- **Mr Torgeir Strand, Buyer**

- **CDR Lourens Zijlstra, Chief Grey Cell**

- **All Questions and pertinent information will be recorded and posted on the JWC Contracting Website**

- Noteworthy Dates



2. TIMETABLE

Summary Timetable	Date	Comments
Notice of Intent Release	15 Feb 19	
Solicitation Release	11 June 19	
Bidder's Conference	02 July 19	
Last date that bidder's may request clarifications	10 July 19	Bidders are advised to check the JWC webpage on a regular basis for possible updates and clarifications.
Deadline for Submission of the Bids	15 Aug 19	Tenders delivered by hand or courier shall be submitted not later than 13:00 CET .
Contract Award Committee Opening Session	20 Aug 19	Estimated
Completion Date and Signature of Contracts	September 2019	Estimated

- Technically Compliant / Lowest Price / IDIQ contracts
- 3 separate bid packages
 - Administrative (2) – one original and one copy
 - Technical (2) – one original and one copy
 - Price (2) - one original and one copy
- Proposal vs Bid
 - Interchangeable
- Norwegian Kroner (NOK)
- Background on Requirement – 570 Euro per day since 2008 across all EPFs; per diem, accommodation, transportation, etc. is separate.

- NATO SECRET security clearance or national level equivalent is required.
- We are allowing candidates with a valid clearance to be submitted if proof of an active clearance can be shown in the last 18 months.
- Task Order requires an active NATO SECRET clearance not later than 35 days prior to task commencing.

Partial Bidding

- Partial Bidding is Authorized. Any partial bid submission must be for a minimum of 15 different EPFs. Bidders must receive Best Value Priority 1 rating for a minimum of 5 EPFs to be eligible for award.
- The same candidate can be nominated for more than 1 EPF assuming they meet the criteria of each additional EPF.

- Partial bidding is authorized. How does Value Priority (VP1) work?

STOC	Company Alpha			Company Bravo		
	Daily Rate	Travel Cost	Value Rate	Daily Rate	Travel Cost	Value Rate
EPF 1.1	NOK 7,500.00	NOK 6,000.00	NOK 111,000.00	NOK 9,000.00	NOK 0.00	NOK 126,000.00
EPF 2.1	NOK 8,700.00	NOK 6,000.00	NOK 127,800.00	NOK 7,700.00	NOK 6,000.00	NOK 113,800.00
EPF 2.2	NOK 10,000.00	NOK 5,000.00	NOK 145,000.00			

Company Charlie		
Daily Rate	Travel Rate	Value Rate
NOK 7,000.00	NOK 15,500.00	NOK 113,500.00
NOK 9,500.00	NOK 10,000.00	NOK 143,000.00

Daily Rate (x14) + Travel Rate
= Value Rate

In this example, EPF 1.1 – Company Alpha is VP1
 EPF 2.1 – Company Bravo is VP1
 EPF 2.2 – Company Charlie is VP1

- Master Priority List. How does it work?

Master Priority List

STOC	Company Alpha		Company Bravo		Company Charlie		Company Delta	
	Priority	Approved Resumes	Priority	Approved Resumes	Priority	Approved Resumes	Priority	Approved Resumes
1.1 EXCON Special Advisor	1	1. Jones 2. Smith 3. Taylor	2	1. Hill	3	1. Fahrney 2. Maser		NA
2.1 HICON Senior Advisor	3	1. Hickson 2. Garcia	1	1. Timmons 2. Pickens	4	1. Lukas 2. Sorensen	3	1. Rasmussen 2. Markle
2.2 HICON POLAD Advisor		NA		NA	1	1. Williams 2. Symanski	2	1. Wilson 2. Munk

This is an example. For 1.1, VP1 is Company Alpha. They have 3 approved resumes. They will be contacted 1st for availability. They can utilize any of their candidates. If they are unavailable, then VP2 will be contacted.



Administrative Questions



**Questions on the
Administrative portion?**

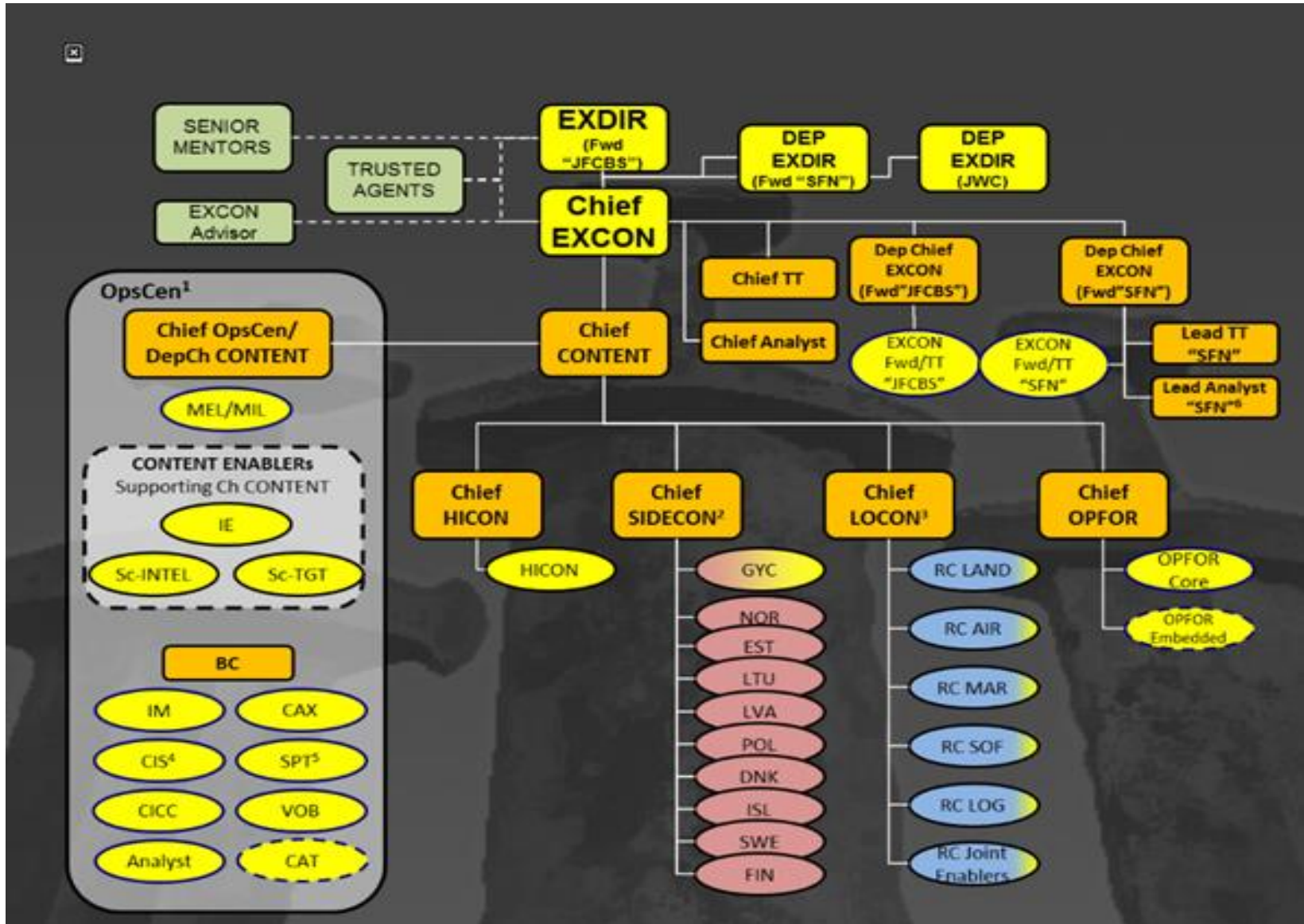
TOPICS

- COTR – who is this chap?
- EXCON Set up
- What EXCON needs – KSA
- Required EXCON support
- Events
- POC while at JWC
- Real Life Support / WAFER

Requirement Review COTR- who is he?

- Lourens Zijlstra
- Royal Netherlands Navy
- OPS-branch (Naval Ops and Naval aviation)
- At JWC
 - Chief Grey Cell
 - All EXCON outside NATO Force Structure
 - Legacy: involved in STOC-process

Requirement Review EXCON Set Up



- It's all about
 - Knowledge
 - Skills
 - Attitude
 - EXCON needs :
 - A Subject Matter Expert (**knowledge**)
 - With experience in his/her field of work (**experience**)
 - Capable of working on a computer (**skills**)
 - Committed person / Team player (**attitude**)
 - Towards Training Audience
 - Towards colleagues within EXCON
- ➔ **Non-technical skills** (DAMCLAS and NATO Code of Conduct)
- ➔ Contract to include all that

Requirement Review Required EXCON Support

- Support JWC/EXCON with Subject Matter Expertise
 - EXCON Advisor
 - HICON
 - INTEL
 - Targeting
 - Media
 - OPFOR
 - Grey Cell
- Different per exercise
 - Within NATO Area (art V)
 - Out of Area Ops (non-art V)
 - In Europe
 - In Africa
 - Imaginary

Requirement Review STOC-events at JWC

- Standard STOC-events
- Road towards Exercise execution involving STOCs
 - Strategy WS (creating Operational Dilemmas) - 3 days
 - Incident Development WS (creating Incidents that cover the ODs) - 5 days
 - Scripting WS (creating all injects and inputs that make up an identifiable incident that leads to an OD) – 12 days
 - EXCON Training (get EXCON on track) – 4/5 days followed by
 - Execution phase – 10 days
 - Each phase requires more detail, therefore more participation



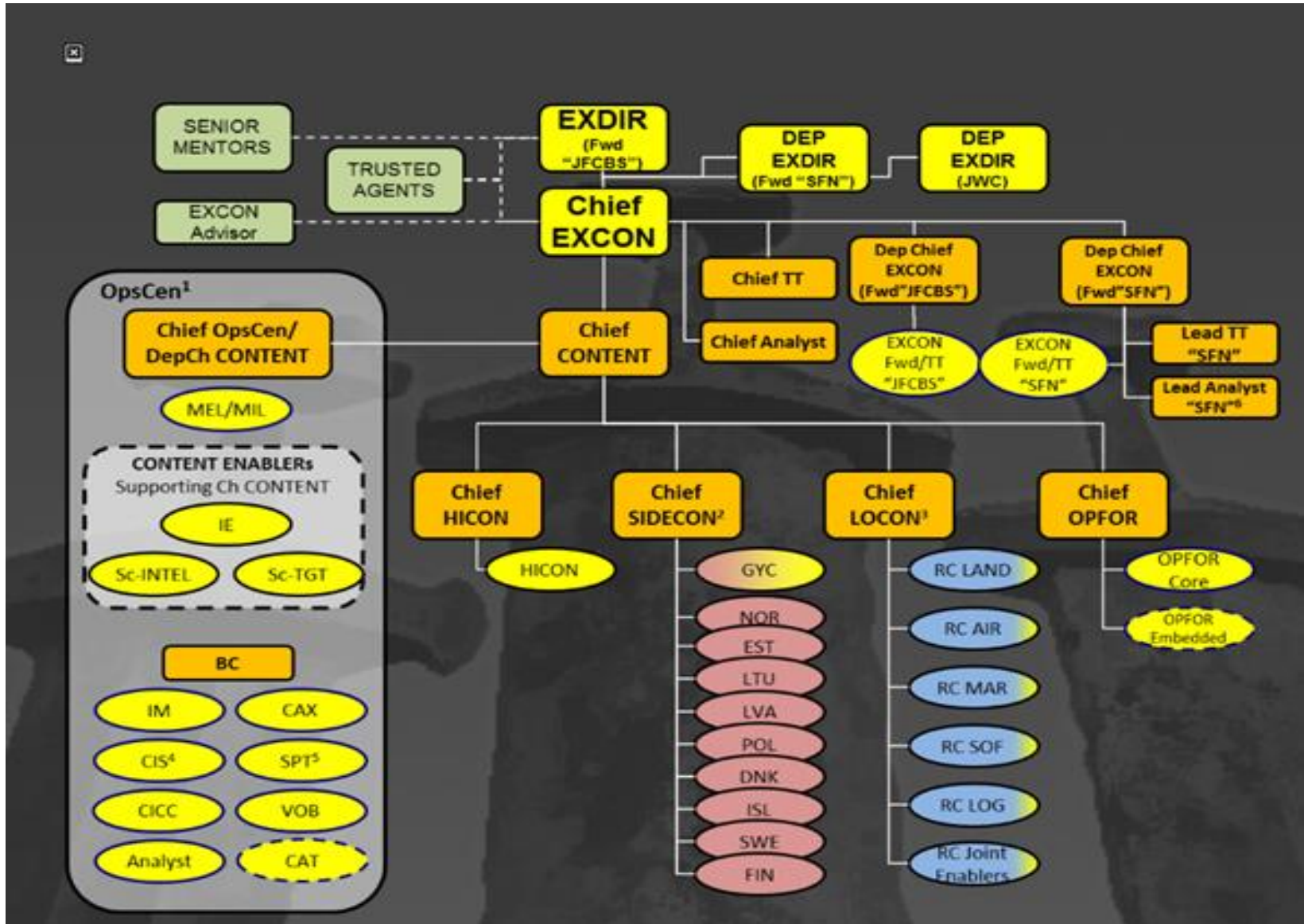
Requirement Review

POC at JWC



- STOC will be in a response cell
- Each cell has its chief/head
- That's the POC during working hours

Requirement Review EXCON Set Up



Requirement Review

POC at JWC

- JWC takes care of its guests
 - To a certain extent
- WAFER (sign up)
 - Hotels
 - Meals
 - In processing
 - Safety Briefs
 - Finances
 - Log-in verification



Administrative Questions



**Questions on the
Requirement portion?**



Closing Remarks