



## SIMPLIFIED ACQUISITION – REQUEST FOR QUOTATION

JWC-25-R-0009

VMWARE LICENCE RENEWAL – NEC CCIS SYSTEM SUPPORT  
CENTRE

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# BIDDING INSTRUCTIONS

## 1. Introduction

- a. Northern European Command, Command and Control Information System (NEC CCIS) is a NATO owned Air Command and Control (Air C2) system. It is currently funded by Supreme Headquarters Allied Powers Europe (SHAPE), NATO Airborne Early Warning & Control Force (NAEW&C F), NATO Alliance Ground Surveillance Force (NAGSF), Norway and Sweden.

## 2. Classification

- a. This Request for Quotation (RFQ)/ Invitation for Bid (IFB) is a non-classified document releasable to the public.

## 3. Definitions

- a. The "Prospective Bidder" shall refer to the entity that has indicated thereon its intention without commitment, to participate in this RFQ/IFB.
- b. The term "Bidder" shall refer to the bidding entity that has completed a bid in response to this RFQ/IFB.
- c. The term "Contractor", "Vendor", "Supplier" shall refer to the bidding entity to whom the contract is awarded.
- d. The term "Contracting Officer" designates the official who executes this IFB/RFQ on behalf of the JWC.
- e. "Contracting Officer's Technical Representative" or "COTR" is the official who is appointed for the purpose of determining compliance of the successful bid, per the technical specifications.
- f. The term "HQ SACT" shall refer to Headquarters Supreme Allied Commander Transformation.
- g. The term "ACT" shall refer to Allied Command Transformation.
- h. The term "NATO" shall refer to the North Atlantic Treaty Organisation.
- i. The term "JWC" shall refer to the Joint Warfare Centre.
- j. The term "days" as used in this RFQ/IFB shall, unless otherwise stated, be interpreted as meaning calendar days.
- k. The term "NEC CCIS SSC" shall refer to Northern European Command, Command and Control Information System System Support Centre.

## 4. Scope of Work

- a. Provision of 12 month VMWARE Licences as detailed in Annex B-Statement of Requirement (SOR).

## **5. Eligibility**

- a. This Simplified Acquisition is open to Governmental or Commercial entities that:
  - i. Originate and are chartered/incorporated within NATO member nations.
  - ii. Maintain a professionally active facility (office, factory, laboratory, etc.) within NATO-member nations
  - iii. Provide the funding for the aforementioned requirement
  - iv. At the time of bidding, bidders must be legally authorised to operate this kind of business in any of the NATO-member nations

## **6. Type of Contract**

- a. Single award. Firm Fixed Price Contract. Definitive Delivery, Definitive Quantity.

## **7. Duration of Contract**

- a. Base Period: 1<sup>st</sup> July 2025 – 30<sup>th</sup> June 2026 (12month/ 1Year)
- b. Option Period(s)
  - i. 01 July 2026 – 30<sup>th</sup> June 2027.
  - ii. 01 July 2027 – 30<sup>th</sup> June 2028
- c. Confirmation of licence renewal will be confirmed no later than 1 month before option period start date.

## **8. Exemption of Taxes**

- a. Any contract and/or agreement awarded because of this RFQ/IFB is exempt from Value Added Tax (V.A.T.) according to the following regulations:
  - i. The Article VIII of the Paris Protocol dated 28 August 1952

## **9. Amendment or Cancellation**

- a. JWC reserves the right to amend or delete any one or more of the terms, conditions, or provisions of the RFQ/IFB prior to the date set for bid closing. A solicitation amendment or amendments shall announce such action.
- b. JWC reserves the right to cancel, at any time, this RFQ/IFB either partially or in its entirety. No legal liability on the part of JWC shall be considered for recovery of costs in connection to bid preparation. All efforts undertaken by any bidder shall be done considering and accepting that no costs shall be recovered from JWC.

## **10. Confidentiality**

- a. The Company shall keep confidential any information obtained under or in connection with the Contract and shall not divulge the same to any third party without the prior written consent by the JWC.

## **11. Award Criteria**

- a. JWC intends to award a firm fixed price contract to the Bidder whose bid represents the Lowest Price Technically Compliant Bid.
- b. Further details on the Bid Evaluation process for the applicable Administrative, Technical and Pricing elements of the bid response is contained in Section 21.
- c. In the event where two or more Bidders are deemed lowest priced, technically compliant, JWC will ask for best and final offers in order to break the tie.

## **12. Partial Bidding**

- a. Partial Bidding is not authorised for this requirement.

## **13. Bid Closing Date**

- a. The closing time and date is 13:00 CEST on 25th June 2025.

## **14. Bid Submittal**

- a. Bid responses should be submitted electronically in PDF format to the following email addresses;
  - i. [jwc.pcs@nato.int](mailto:jwc.pcs@nato.int) and [Raymond.Darnell@nato.int](mailto:Raymond.Darnell@nato.int)
- b. Email subjects shall include the solicitation information along with Bidder's company name for example: IFB-JWC-25-0010\_ABC Inc.).
- c. Allow sufficient time in your submission should you encounter email size challenges.
- d. JWC reserves the right to automatically disqualify bids received after the deadline. No hard copy proposals will be accepted.
- e. Prices shall be on a Firm Fixed Price Basis and include any relevant discount schedule.
- f. It is the ultimate responsibility of a prospective bidder prior to submission that all proposal submissions are reviewed to ensure they meet the technical, contractual and administrative specifications and that offers complies with all conditions.

## **15. Late Proposals**

- a. It is solely the bidder's responsibility that every effort is made to ensure that the proposal reaches JWC prior to the established closing date and time. Only if it can be unequivocally demonstrated that the late arrival of the bid package was the result of NATO staff negligence (mishandling) shall the bid be considered.

- b. A delay in email exchange due to the server or size restrictions does not constitute a delay by NATO.

## **16. Bid Withdrawal**

- a. A bidder may withdraw their bid up to the date and time specified for bid closing. Such a withdrawal must be completed in writing or facsimile, with attention to the JWC Contracting Officer.

## **17. Bid Validity**

- a. Bids shall remain valid for a period of one hundred and twenty days (120) from the applicable closing date set forth within this IFB.
- b. JWC reserves the right to request an extension of validity. Bidder shall be entitled to either grant or deny this extension of validity.
- c. JWC shall automatically consider a denial to extend the validity as a withdrawal of the bid.

## **18. Currency**

- a. Bids must be submitted in NOK only.
- b. Bidders are also advised that all invoices and payments will be made in the currency agreed in the contract.
- c. Any bank charges related to any payments outside Norway will be the sole responsibility of the Bidder.

## **19. Clarifications**

- a. The deadline for submission of clarification questions is 23<sup>rd</sup> June 2025.
- b. Prospective Bidders should seek clarification at their earliest convenience. Any explanation regarding the meaning or interpretation of this IFB, terms, clause, provision, or specifications, shall be requested in writing from the Contracting Officer.
- c. Clarification questions should be submitted in writing to the following email addresses;
  - i. [Raymond.Darnell@nato.int](mailto:Raymond.Darnell@nato.int) and [jwc.pcs@nato.int](mailto:jwc.pcs@nato.int)
- d. Information in response to all inquiries / requests for clarification to a prospective bidder(s) shall be furnished to all prospective bidders either via email or at the following link: <https://www.jwc.nato.int/opportunities/contracting/> as a Clarification Log.
- e. Any addendums and any necessary solicitation amendments shall be incorporated into this IFB. Oral Interpretations shall not be binding.

## 20. Content of Proposal

- a. Administrative Proposal
  - i. Complete Annex A -1- Compliance Statement
- b. Technical Proposal
  - i. Completion of Annex B-1
- c. Price Proposal
  - i. Completed of Annex B-1

## 21. Bid Evaluation

- a. The evaluation of bids and determination as to the responsiveness and technical adequacy or technical compliance, of the products or services requested, shall be the responsibility of JWC. JWC is not responsible for any content that is not clearly identified in any proposal package.
- b. Due to the highly technical nature of these requirements, JWC reserves the right to conduct pre-award discussions with proposed key personnel to accurately assess identified technical competencies. Discussions will be limited to scope of this IFB and the evaluation criteria identified.
- c. Proposals shall be evaluated and awarded taking into consideration the following factors:
  - i. Successful administrative submission of bid packages as requested as listed in this IFB.
  - ii. Successful determination of Technical compliance factors. (Compliant/Non-compliant) of product provided.
  - iii. Pricing evaluation will be based the total licence price submitted on the pricing schedule, The formula to arrive at the lowest total cost will be as follows;
    - 1. Licence Cost base year + Licence cost option year 1 + Licence cost option year 2 = Total Licence Price
  - iv. Acceptance of JWC Terms and Conditions.

## 22. Communications

- a. All communication related to this IFB, between a prospective bidder and JWC shall only be through the nominated JWC Contracting Officer. Designated contracting staff shall assist the JWC Contracting Officer in the administrative process.

- b. There shall be no contact with other JWC personnel in regards to this IFB. Such adherence shall ensure Fair and Open Competition with equal consideration and competitive footing to all interested parties.

### **23. Points of Contact**

- a. JWC Contracting Officer – Mr. Raymond Darnell.
  - i. [Raymond.Darnell@nato.int](mailto:Raymond.Darnell@nato.int)
- b. JWC P&C Functional Mailbox -
  - i. Email: [jwc.pcs@nato.int](mailto:jwc.pcs@nato.int)

### **24. JWC General Terms and Conditions**

- a. JWC General Terms and Conditions shall apply and can be found under the “Contracting Clauses” tab at <https://www.jwc.nato.int/opportunities/contracting/>



### ANNEX A-1 COMPLIANCE STATEMENT

It is hereby stated that our bid to JWC-25-0009 is fully compliant with the Bidding Instructions, General Provision, Special Terms and Conditions and Statement of Work as contained with:

No Exceptions

OR

The following exceptions(s):

Part	Section/Paragraph	Description of Deviation

Rows may be added as appropriate.

Date: \_\_\_\_\_

Company: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Signature:



## ANNEX B: STATEMENT OF REQUIREMENTS (SOR) – VMWARE LICENCES – NEC CCIS SYSTEM SUPPORT CENTRE

### 1. Introduction

- a. Northern European Command, Command and Control Information System (NEC CCIS) is a NATO owned Air Command and Control (Air C2) system. It is currently funded by Supreme Headquarters Allied Powers Europe (SHAPE), NATO Airborne Early Warning & Control Force (NAEW&CF), NATO Alliance Ground Surveillance Force (NAGSF), Norway and Sweden.
- b. NEC CCIS SSC current VMWare Licences are due to expire and is looking to renew for a period of 1 year with 2 x 1 Year option periods.

### 2. Scope of Work

- a. Location: The NEC CCIS System Support Centre (SSC) is located at the Kolsås Base military facilities in Bærum, ca 20km west of Oslo, Norway.
- b. Seeking 12month (1 Year) Licence for the following VMWare products.

PART NUMBER	DESCRIPTION	QTY/CORES
VCF-VSP-FND-8	VMware vSphere Foundation (for NS network, no vSAN)	96
VCF-VSP-FND-8	VMware vSphere Foundation (for MIS network)	192
VCF-VSAN-8	TiB of vSAN (102 TiB vSAN in total - 48 TiB included in VVF (0.25 TiB per 288 cores))	30

- c. Licence must be billed annually.
- d. and JWC must have the ability to cancel a licence at any point during the 12 month period and receive pro-rata refund based on the remaining days on the licence. Confirmation of deletion/removal of any licence will be provided by NEC CCIS SSC.
- e. No additional or add-on service support is required.

### 3. Type of Contract and Period of Performance

- a. Type of Contract

- i. Single Award, Firm Fixed Price, Definite Delivery Definite Quantity (DD/DQ)
- b. Contract Base Period
  - i. Licence under this Contract shall be effective from 01 July 2025 – 30 June 2026 (12 months/ 1 Year).
- c. Contract Option Periods
  - i. There is one (2) option period:
  - ii. First Option Period: 01/07/2026 – 30/06/2027
  - iii. Second Option Period: 01/07/2027 – 30/06/2028.



Joint Warfare Centre

Stavanger, Norway



ANNEX B-1: PRICING SCHEDULE

Item	PART NUMBER	DESCRIPTION	QTY	Unit Cost NOK (Base Year - 01/07/2025 - 30/06/2026)	Unit Cost NOK (Option Period 1 - 01/07/2026 - 30/06/2027)	Unit Cost NOK (Option Period 2 - 01/07/2027 - 30/06/2028)	Total (NOK)
1	VCF-VSP-FND-8	VMware vSphere Foundation (for NS network, no vSAN)	96				0
2	VCF-VSP-FND-8	VMware vSphere Foundation (for MIS network)	192				0
3	VCF-VSAN-8	TiB of vSAN (102 TiB vSAN in total - 48 TiB included in VVF (0.25 TiB per 288 cores))	30				0
						<b>Grand Total (NOK)</b>	<b>0</b>

By way of international treaty, NATO JWC is exempt from applicable custom, duties and taxes such as VAT/MVA, therefore, pricing provided should excluded these.

Company Authorised Signature:

JWC-25-R-0009

Name:	
Date (DD.MM.YYYY):	