

19 December 2022

Notification of Intent to Invite Bids

**Provide Land C2 System (DEMETER)
Short Title: DEMETER**

IFB-CO-115791-DEMETER

Estimated Value: 13.47 MEUR (Investment)/ 14.74 MEUR (O&M)

The NCI Agency is seeking a Contractor to deliver the Future Land Command and Control (FLC2) System.

The Agency anticipates issuing the formal Invitation for Bid (IFB) in January 2023 with an anticipated Contract Award by December 2023.

**NCI Agency Point of Contact
Contracting Officer, Radu Munteanu
Radu.Munteanu@ncia.nato.int**

To: Distribution List

Subject: Notification of Intent to Invite for Bids DEMETER

Subject: IFB-CO-115791-DEMETER

- References:
- A. AC/4-D/2261 (1996 Edition), Procedures for International Competitive Bidding
 - B. AC/4-D(2008)0002-REV2, dated 15 July 2015, Best Value Evaluation Methodology
 - C. AC/4-D(2019)0004(INV), dated 4 July 2019, Procedure governing the use of BOAs
 - D. C-M(2002)49 – NATO Security Policy
 - E. NATO Investment Committee Decision Sheet, AC/4-DS(2022)0031 (INV), dated 14 December 2022

1. In accordance with Reference A, the NCI Agency, as the Host Nation, hereby gives notice of its intent (NOI) to issue an Invitation for Bid (IFB) for the Future Land Command and Control (FLC2) System (2021/0IS03211)
2. A high-level summary of the technical requirements of the Invitation for Bid is set forth in Annex B of this letter. The NCI Agency will include all of the technical details in the Invitation for Bid.
3. The reference for the Invitation for Bid is **IFB-CO-115791-DEMETER**, and all correspondence concerning this IFB should reference this number.

4. For planning purposes:
 - a. the estimated cost of the project is 28.21 MEUR. (13.47 MEUR INV + 14.74 MEUR O&M)
 - b. the period of performance of the resulting contract is expected to be 12 years and 2 months, broken down as:
 - i. 2 years and 2 months from Contract Award to Final System Acceptance (FSA);
 - ii. 10 years of Maintenance and Support.
5. The NCI Agency will use the Basic Ordering Agreement (BOA) Plus bidding Procedure, best value (BV) evaluation. The successful bid for the DEMETER delivery, pursuant to the IFB following this NOI, will be the bid which is deemed to offer the **best value** in accordance with predefined bid evaluation criteria, which will be detailed in the IFB. The top-level criteria weightings will be 80% Technical and 20% Price.
6. Attached to this letter at Annex D is a list of potential bidders that may be able to provide the services required for this project. This list was compiled from the companies that have an active BOA with the Agency.
7. The BOA Plus procedures allow National Responsible Authorities to nominate eligible bidders in addition to the companies identified at Annex D. Any such nominations for companies that do not have an active BOA should come from the National Authorities via their Delegation/Mission to NATO, who will provide the requisite Declaration of Eligibility (DoE). Upon receipt of the DoE, the NCI Agency Contracting Officer will add the company to the Bidders List.
8. National Responsible Authorities are kindly requested to provide a Declaration of Eligibility (DoE) to the NCI Agency, not later than 23 January 2023, which is 35 days after the date of this letter, of any qualified and certified companies that may be interested in receiving an IFB for this project and which fulfil the prerequisite conditions mentioned in the certificate subject of para 10 below.
9. The DoE shall have the following information for each of the nominated company:
 - a. Company Name
 - b. Company Address
 - c. Point of Contact (POC)
 - d. POC E-mail address
 - e. POC Telephone Number
10. Given the mandate for procuring an already existing system, the Host Nation will use a pre-qualifying step to the source selection, the aim of which would be to establish a competitive range restricting access to the next phases of the source selection (Technical and Price Evaluations) to those companies that can demonstrate their system has already been successfully in use in NATO operations or major exercises; and is already compliant with at least FMN Spiral 3. Evidence of qualifying performance would be constituted by the provision of certification by the government for which such performance was rendered, among other elements. All of these requirements are spelled out in Annex C. Such certification is required for any company that may be interested in receiving an IFB for this project, including the companies already identified in the Annex D – Initial List of Bidders.
11. This information is critical to enable prompt and accurate communication with prospective Bidders. The DoE shall be sent by email to the following point of contact:

NATO Communications and Information Agency
Attention: Radu Munteanu, Contracting Officer
E-mail: Radu.Munteanu@ncia.nato.int

12. Please note that requests for participation in this competition received directly from individual companies shall not be considered.
13. The NCI Agency anticipates issuing the IFB in January 2023. The goal is to select an existing COTS solution which should not require extensive bid preparation. Consequently, the intent is to set the bid closing date 28 days following the IFB release. A Contract Award is anticipated for December 2023. No partial bidding will be accepted.
14. Bidders will be required to declare a bid validity of twelve (12) months from the closing date of the receipt of bids. If the selection and award procedure exceeds the bid closing date by more than twelve (12) months, the NCI Agency may request firms to voluntarily extend the validity of their bids and the bid guarantee accordingly. At such time, bidders may decline to do so, withdraw their bid and excuse themselves from the bidding process without penalty.
15. The National Authorities are advised that all of the IFB package will be NATO UNCLASSIFIED.
16. The successful Bidder may be required to handle and store classified information up to the level of "NATO RESTRICTED". In addition, execution of the proposed contract may require, in accordance with NATO Security Policy C-M(2002)49-REV1, that the personnel of the successful Bidder hold individual security clearances of "NATO SECRET". Only firms maintaining such cleared facilities and the appropriate personnel clearances will be able to perform the resulting contract.
17. The NCI Agency point of contact for all information concerning this NOI is the undersigned at email: Radu.Munteanu@ncia.nato.int
18. Your assistance in this procurement is greatly appreciated.

For the Chief of Acquisition:

Radu Munteanu
Digitally signed by Radu Munteanu
Date: 2022.12.19 13:18:14 +0100

Radu Munteanu
Contracting Officer

Attachment(s):

- Annex A - NOI Summary Information
- Annex B - Summary of the Requirements
- Annex C – Certification of solution capability qualifications
- Annex D – Initial List of Bidders

Distribution List

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- **Strategic Commands - Internal**
- **All NATEXs**
- **NCI Agency - Internal**

ANNEX A – NOI Summary Table

1	Reference#	IFB-CO-115791-DEMETER
2	Description	Provide Land C2 System (DEMETER)
3	Period of Performance	12 years and 2 months, broken down as follows: a. 2 years and 2 months until FSA b. 10 years of warranty and In Service Support option or CLS
4	Estimated Value to include O&M	28.21 MEUR. (13.47 MEUR INV + 14.74 MEUR O&M)
5	IFB Release	Anticipated January 2023
6	Proposal Phase	28 days
7	Contract Award	Anticipated December 2023
8	Competition Type	ICB Best Value Evaluation Weightings: 80% Technical /20% Price

Annex B – Summary of the Requirements IFB-CO-115791-DEMETER

1. Background

- a. Currently, the NATO Land Command and Control requirements are supported by the Land Command and Control Information System (LC2IS). DEMETER is intended to replace LC2IS to provide an updated capability for Command and Control (C2) of NATO Land Forces at the Strategic and Operational levels, including provision of a Recognised Ground Picture, Enablement of Battlespace Management and exchange of information and knowledge across operational domains within the NATO Command Structure (NCS), NATO Force Structure (NFS) and NATO Nations.
- b. The purpose of this Contract is to buy and implement the best available Commercial-Off-The-Shelf (COTS) software product. This COTS solution must already been proven in NATO exercises and/or operations.
- c. It is the responsibility of the contractor to:
 - i. integrate DEMETER within the NATO Enterprise, to migrate the data from the existing LC2IS and to address the initial training aspects of the capability; and
 - ii. provide the software supporting the FLC2 capability (DEMETER). DEMETER will be the primary C2 software product supporting future NATO land operations and will be used across the full spectrum of NATO operations and missions to support the C2 needs of the NCS across strategic and operational levels.

2. Estimated Schedule

- a. DEMETER capabilities will be delivered in accordance with the following schedule:

Milestone Description	Estimated Date
IFB Release	Jan 2023
Contract Award	Dec 2023
PSA (Preliminary System Acceptance)	Dec 2024
FSA (Final System Acceptance)	Feb 2026

3. Scope

- a. DEMETER will be the primary C2 software product supporting future NATO land operations and will be used across the full spectrum of NATO operations and missions to support the C2 needs of the NCS across strategic and operational levels. This NOI refers to the provision of the material part of the FLC2 capability (DEMETER) and is broken down into three Work Packages (WPs).

- WP1.1 – Implement Initial Version

This WP covers the configuration and implementation of DEMETER in authorized

locations inclusive of licenses and all the required activities, such as tests, site surveys and deployments. It also addresses initial training aspects of the capability with the provision of the training to the NATO trainers, support personnel and users as well as the migration from LC2IS to DEMETER by preparing a detailed Transition Plan, including secure data migration.

- WP1.2 – Implement Final Version

This WP covers the configuration and implementation of DEMETER in the remaining authorized locations, inclusive of licenses, as well as all the required activities, such as tests, site surveys and deployments. It also includes (repeating) the migration from LC2IS to DEMETER.

- WP1.3 – Optional Interoperability Adaptations

In addition, an optional WP1.3 is defined for adaptations to the preferred software. This optional WP will cover the specified interoperability requirements that require adaptations in order to fully meet the requirements. The adaptations in this WP will be deployed to production as part of WP1.2. The Purchaser may decide to invoke any part of this work package at any moment after contract award.

4. Warranty, Maintenance and Support

- a. Following acceptance of the final operational delivery, the contract will require warranty for any software delivered.
- b. The contract is expected to include ten (10) years of maintenance and support following final system acceptance.

**Annex C – Certification of solution capability qualifications
IFB-CO-115791-DEMETER**

I, do hereby certify that the _____ (FIRM NAME) possesses an operational capability that already has in-service maturity and has been nationally accredited on a level equivalent to NATO SECRET, and can be evidenced as such in accordance with the following criteria:

Solution capability qualifications defined in Annex B.	
Has been successfully in use in NATO operations or major exercises; and is already compliant with at least FMN Spiral 3.	

**Annex D – Initial List of Bidders
IFB-CO-115791-DEMETER**

Nation	Vendor
Canada	
	Terida
Denmark	
	Systematic
France	
	Thales
Germany	
	ESG Elektroniksystem - und Logistik GmbH
Turkey	
	Aselsan