

Headquarters Supreme Allied Commander Transformation Norfolk Virginia



REQUEST FOR INFORMATION RFI-ACT-SACT-22-43

This document contains a Request for Information (RFI) Call for Nation and Industry input to the NATO Command Structure Imagery Intelligence (IMINT) Production Scheme as part of the larger Intelligence and ISR Functional Services Capabilities Programme.

Suppliers wishing to respond to this RFI should read this document carefully and follow the guidance for responding.

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| HQ Supreme Allied Commander Transformation RFI 22-43 General Information | |
| Request For Information No. | 22-43 |
| Project Title | Request for Information (RFI) Call for Nation and Industry input to NATO Command Structure Imagery Intelligence (IMINT) Production Scheme |
| Due date for submission of requested information | 29 APR 2022 |
| Contracting Office Address | NATO, HQ Supreme Allied Commander Transformation (SACT) Purchasing & Contracting Suite 100 7857 Blandy Rd, Norfolk, VA, 23511-2490 |
| Contracting Points of Contact | 1. Ms Tonya Bonilla e-mail : tonya.bonilla@act.nato.int Tel : +1 757 747 3575 2. Ms Catherine Giglio e-mail : catherine.giglio@act.nato.int Tel :+1 757 747 3856 |
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| All request for clarifications and responses to this RFI must be sent via email to all Points of Contact reported above. | |

1 - Introduction

1.1 Headquarters Supreme Allied Commander Transformation (HQ SACT) is issuing this Request for Information (RFI) in order to engage with Nations and Industry. The objective of this RFI is to identify emerging and/or existing capabilities related to the production of Imagery Intelligence (IMINT) including: sourcing of raw imagery, advanced and/or automated imagery analysis, management of IMINT resources, and the storage, security, management, and dissemination of data. Identification of these capabilities will be used to support the NATO Governance decision-making on Common-Funded Capability Development.

1.2 It is important to note that the NATO Command Structure IMINT Production Scheme capability (referred to as 'IMINT Production Scheme' throughout the remainder of the document) is but one component of an ongoing and larger Capability Programme called the "Intelligence and ISR Functional Services Programme", which will encompass and integrate capabilities across multiple intelligence disciplines including Open Source Intelligence (OSINT), Human Intelligence (HUMINT), among others. Therefore, Industry and Nations are highly encouraged to provide responses to this RFI if they have solutions which are relevant to the larger capability described above, in addition to IMINT-specific applications and capabilities.

1.3. This request for information does not constitute a commitment to issue a future request for proposal (RFP). The purpose of this request is to involve nations and industry through collaboration, in an examination of future capabilities related to the IMINT Production Scheme, with a focus on commercial technologies, products, and/or services. HQ SACT has not made a commitment to procure any of the items described herein, and release of this RFI shall not be construed as such a commitment, nor as authorization to incur cost for which reimbursement will be required or sought. Further, respondents are advised that HQ SACT will not pay for any information or administrative costs incurred in responding to this RFI. The costs for responding to this RFI shall be borne solely by the responding party. Not responding to this RFI does not preclude participation in any subsequent RFP if issued in the future.

2. Programme Description: IMINT Production Scheme Capability

2.1 Programme Vision

2.1.1 As part of the larger “Intelligence and ISR Functional Services” Programme, the vision of IMINT Production Scheme consists of a NATO Intelligence Enterprise equipped with the commensurate people, processes, and tools needed to organically produce and deliver IMINT-related products in support of NATO’s baseline activities and current operations to maximum level of effort with the aim of being able to organically conduct smaller scale operations, as well as to conduct larger operations through the integration of NATO Nation capabilities.

2.1.2 More specifically, the vision under the scope of this RFI is that the IMINT Production Scheme will facilitate/deliver:

- Timely and reliable access to both National and commercial raw imagery
- Cutting edge analysis and efficient/automated exploitation of imagery
- Optimal and dynamic management of IMINT PED nodes, as well as other potential intelligence assets
- Proper access, storage, and processing of IMINT and IMINT-related data, as well as dissemination across NATO, NATO Members, and Partner Nations.

Additional details regarding the capability requirements are included in the attached questionnaire - a review of that document will inform prospective respondents of the capabilities being sought.

2.1.3 Further, the programme’s vision includes the implementation of a holistic approach to IMINT which provides an overarching layer of coherence over various related IMINT projects including NATO Allied Ground Surveillance Force (NAGSF), Coalition Shared Database (CSD), and Intelligence Functional-Service (INTEL FS) Spiral 2, among others.

2.2 Programme’s Current Status

2.2.1 To support the transformational change of how the IMINT Production Scheme will be doing business in the future, a Capability Programme Plan (CPP) is currently under development. The CPP aims to direct the necessary actions across the NATO-recognised lines of development including: doctrine, organisation, training, materiel (including software), leadership, personnel, facilities and interoperability.

2.2.2 The CPP consists of a rigorous analysis intended to assist decision makers in the selection of a solution that offers the Alliance the most value for money. These solutions are informed by this RFI and consider the full spectrum of possible alternatives including consideration of “Adopt”-ing a solution (from Nations), “Buy”-

ing (acquiring a solution from Industry), or “Create”-ing (developing a solution bespoke to NATO). Options are evaluated along the lines of operational effectiveness, risk and life cycle costs.

3. ACT’s Framework for Collaborative Interaction (FFCI)

3.1 ACT has implemented a Framework for Collaborative Interaction (FFCI) to increase opportunities for industry and academia to contribute to ACT capability development efforts through collaborative work. Such collaboration enables HQ SACT, and NATO as a whole, to benefit from industry/academia models, advice, capabilities and experience in the course of this work. In addition to the benefits HQ SACT gains from such projects, this collaborative effort will provide industry / academia with an improved understanding of NATO’s capability requirements and the associated issues and development challenges to be addressed by HQ SACT. Potential collaborative projects are on specific topics that are of mutual interest to both parties but shall be restricted to collaborations in non-procurement areas. Several mechanisms have been already developed to support the initiation of collaborative projects between industry/academia and ACT ranging from informal information exchanges, workshops, studies or more extensive collaboration on research and experimentation.

3.2 Depending on the level and type of interaction needed for a collaborative project, a specific agreement may be needed between parties. The FFCI agreement for any specific project, if required by either party for the project to proceed, will range from “Non-disclosure Agreements” (NDA) for projects involving exchange of specific information to the more extensive “Declaration of Mutual Collaboration” (DOMC) to address intellectual property and other issues. No FFCI agreement is required to respond to this RFI. However, the principles underlying the FFCI initiative apply to this RFI. Extensive information on the ACT FFCI initiative can be found on the ACT web site being developed to support FFCI projects at <http://www.act.nato.int/ffci>.

4. Requested Information

4.1 Intent/Objectives of this RFI

4.1.1 This request for information is intended to give Nations and industry an opportunity to provide information that would allow NATO to identify prospective products, systems or sub-systems and their potential benefits to the delivery of the IMINT Production Scheme.

4.1.2 Relatedly, NATO is seeking industry and National input if they possess prospective products, systems or sub-systems that span multiple intelligence disciplines, particularly if those disciplines are components of a single, coherent solution/system. Such information will help inform the Intelligence and ISR Functional Services Programme as a whole.

4.2 Answering this RFI.

4.2.1 The accompanying excel spreadsheet contains a series of questions regarding the information being requested in this RFI. Responses may be submitted by e-mail to the Points of Contact listed above on page two of this document.

4.2.2 If needed, respondents may also submit an accompanying white paper to provide information related to their capabilities. White papers must be in MS Word or pdf format, less than 10 pages total, and the file size should not exceed 5MB.

4.2.3 The data collected in response to this RFI will be used to inform the decision regarding the acquisition strategy for elements relating to the Intelligence and ISR Functional Services Programme, namely the future IMINT Production Scheme Capability Programme.

4.2.4 To ensure understanding of NATO requirements, HQ SACT, in collaboration with NATO subject matter representatives, will host online/virtual question and answer (Q&A) sessions with interested parties. Participants will be able to enhance their understanding of the programme by asking clarifying questions to contributing NATO subject matter representatives.

-Session 1: 23 March 2022 (0730-0900 EST | 1230-1400 GMT | 1330-1500 CET), register here: <https://attendee.gotowebinar.com/register/1121202114743018252>

-Session 2: 31 March 2022 (0730-0900 EST | 1230-1400 GMT | 1330-1500 CET), register here: <https://attendee.gotowebinar.com/register/5781408481792735248>

Please send any clarifying questions to the technical POCs no later than 20 MAR 2022 so that the appropriate answers may be prepared and briefed during the sessions. To ensure transparency and fairness for companies, these sessions will be recorded and made available to interested parties on the HQ SACT P&C website at the following URL: www.act.nato.int/contracting.

4.2.5 Respondents offering potential solutions to this RFI may be invited to participate in a follow-on virtual session to further discuss the solution(s) offered.

4.2.6 Response due date: **29 APR 2022.**

4.2.7 Questions of a technical nature about this RFI announcement shall be submitted by e-mail to the above-mentioned POCs. Accordingly, questions in an e-mail shall not contain proprietary and/or classified information. Answers will be posted on the HQ SACT P&C website at: www.act.nato.int/contracting-procurements.

4.3 RFI Administrative Information.

4.3.1 Provision of data, or lack of, will not prejudice any respondent in the event that there is a competitive bidding process later as part of NATO Common-Funded Capability Development.

4.3.2 This is not a formal request for submissions as part of a procurement; it is intended to provide support to subsequent and additional in-depth survey to determine possible systems or products, which should be identified in the development of the Capability Programme Plan.

4.3.3 Expected benefits to respondents. Participants in this RFI will have the chance to share their state-of-the-art technologies and expose their products to the IMINT Production Scheme operators and subject matter experts.

4.3.4 Organizational Conflicts of Interest. Companies responding to this RFI are hereby placed on notice responding to this RFI could conceivably create an organizational conflict of interest (OCI) on a future procurement, if a future procurement were to occur within the capability development process. Companies are cautioned to consider OCI when responding to this RFI, and to consider internal mitigation measures that would prevent OCI's from adversely affecting a company's future procurement prospects. OCI's can often be mitigated or prevented with simple, early acquisition analysis and planning and the use of barriers, teaming arrangements, internal corporate nondisclosure policies and firewalls, and similar prophylactic measures. HQ SACT is not in a position to advise responding companies on the

existence of OCI or remedial measures, and encourages responding companies to consult internal or external procurement and legal consultants and in-house counsel.

4.3.5 Handling of Proprietary information. Proprietary information, if any, should be minimised and clearly marked as such. HQ SACT will treat proprietary information with the same due care as the command treats its own proprietary information, and will exercise due caution to prevent its unauthorised disclosure. Please be advised that all submissions become HQ SACT property and will not be returned.

4.4 Non-disclosure principles.

4.4.1 HQ SACT will follow non-disclosure principles and possibly conclude an NDA with any companies to protect submitted information from further disclosure. As the third party beneficiary of this nondisclosure, this RFI serves to inform you of how HQ SACT plans to proceed and of HQ SACT's intent to protect information from unauthorized disclosure, requiring the third party company to protect the disclosed information using the highest degree of care that the company utilizes to protect its own Proprietary Information of a similar nature, and no less than reasonable care. This includes the following responsibilities and obligations:

4.4.1.1. The third party company receiving the information shall not, without explicit, written consent of HQ SACT:

- Discuss, disclose, publish or disseminate any Proprietary Information received or accessed under nondisclosure principles and subject to an NDA, if an NDA is concluded;
- Use disclosed Proprietary Information in any way except for the purpose for which it was disclosed in furtherance of the goals of the instant project, collaboration, activity or contract; or
- Mention the other Party or disclose the relationship including, without limitation, in marketing materials, presentations, press releases or interviews.

4.4.1.2. Exceptions to Obligations. The third party company receiving the information may disclose, publish, disseminate, and use Proprietary Information:

- To its employees, officers, directors, contractors, and affiliates of the recipient who have a need to know and who have an organizational code of conduct or written agreement with the recipient requiring them to treat the disclosed Proprietary Information in accordance with nondisclosure principles and the NDA (if executed);
- To the extent required by law; however, the company receiving the information will give HQ SACT prompt notice to allow HQ SACT a reasonable opportunity to obtain a protective order or otherwise protect the disclosed information through legal process; or
- That is demonstrated in written record to have been developed independently or already in the possession of the company receiving the information without obligation of confidentiality prior to the date of receipt from HQ SACT; that is disclosed or used with prior written approval from HQ SACT; obtained from a source other than HQ SACT without obligation of confidentiality; or publicly available when received.

4.4.2 Any response to this RFI is considered to establish consent to this process. A copy of the NDA, if or when concluded, can be provided on request.

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5. Summary. This is a RFI only. The purpose of this RFI is to involve industry/academia and Nations, through collaboration, in an examination of current and future capabilities related to the IMINT Production Scheme with a focus on the technologies and commercial products. HQ SACT has not made a commitment to procure any of the items described herein, and release of this RFI shall not be construed as such a commitment, nor as authorization to incur cost for which reimbursement will be required or sought. It is emphasised that this is a RFI, and not a RFP of any kind.

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