**ANNEX C**

**Questionnaire**

Organisation name:

|  |
| --- |
|  |

Contact name & details within organisation:

|  |
| --- |
|  |

### Notes

* Please **DO NOT** alter the formatting. If you need additional space to complete your text then please use the ‘Continuation Sheet’ at the end of this Annex and reference the question to which the text relates to.
* Please feel free to make assumptions, *HOWEVER* you must list your assumptions in the spaces provided.
* Please **DO NOT** enter any company marketing or sales material as part of your answers within this market survey. But please submit such material as enclosures with the appropriate references within your replies. If you need additional space, please use the sheet at the end of this Annex.
* Please **DO** try and answer the relevant questions as comprehensively as possible.
* All questions within this document should be answered in conjunction with the summary of requirements in Annex B.
* All questions apply to Commercial or Government respondees as appropriate to their Commercial off the Shelf (COTS) or Government off the Shelf (GOTS) products.
* Cost details required in the questions refer to Rough Order of Magnitude (ROM) Procurement & Life Cycle cost, including all assumptions the estimate is based upon:

- Advantages & disadvantages of your product/solution/organisation,

- Any other supporting information you may deem necessary including any assumptions relied upon.

1. **Do you produce a product compliant with the specifications of Annex B? If so, please specify the name and type of the product. If not, please list any products that are deemed to be close to the specification and state the functional or performance deviations where relevant.**
2. **Provide the detailed functional and technical specifications of the product, including SWaP.**
3. **Is your product part of one or more NATO nations' military inventories or is it currently under military or government contract with a NATO nation? If so, state the number of units in the inventory(ies) and describe the support framework and processes that are currently in place to support those units.**
4. **Has your product been fielded and operated in austere environments? If**

**so, describe where and for how long. Are there any records of actual MTBF and MTTR figures for different operating conditions?**

1. **Has your product been evaluated and certified against MIL-STD-188-164B? Provide a list of any relevant deviations from this standard.**
2. **Please list the modem(s) that are integrated into your terminal(s), and the included modem features (DVB-S2X, etc)?**
3. **Has your product received any NATO nation-specific certification for operating over X-band or Ka-band payloads? If so, state the applicable certifications.**
4. **Based upon the quantities defined in Annex B, please state the Rough Order of Magnitude (ROM) costs for the in-plant tested SOTP terminals. Include all assumptions that the cost estimate is based upon as well as what is included and excluded from the cost estimate.**
5. **If the proposed solution is under development, when will it be available for testing and evaluation[[1]](#footnote-2)?**
6. **Please describe the system engineering design approach – including which standards have been used to develop this – your product has been exposed to in order to consider the effect of failure modes, in terms of testability, fault detection and isolation.**
7. **Does your product have a Logistic Support Database, an Interactive Electronic Technical Publication/Manual and SCORM based Training? If so, please describe according to which standards these have been developed or, if the proposed solution is under development, shall be developed.**
8. **Does your solution have a resilient design approach for obsolescence management and resolution? If so, please describe the process in place to minimize the impact on Life-cycle costs.**
9. **Please describe the Engineering Support, Material Management and Field Engineering approach foreseen during the In-Service Support Phase of the capability.**
10. **Please state the annual ROM cost in terms of fixed costs and variable costs for the Supplier's support services to the SOTP terminals, describing the different support options on offer. Include the primary assumptions in these values and the applicable costs that are included or excluded. Also include how many years are foreseen for support to the product.**

|  |  |
| --- | --- |
|  | |
| **Continuation Sheet**  Please feel free to add any information you may think that may be of value to NCI Agency in the space provided below. Should you need additional space, please copy this page and continue with the appropriate page numbers. | Page |
| \_\_ Of \_\_ |
|  | |

1. NATO cannot accept an extended timeline for the purpose of evaluation and acceptance testing. The acceptance timeline will be specified and delivered as part of the Invitation For Bid (IFB). [↑](#footnote-ref-2)