



Ref: 20LAM028

**NATO UNCLASSIFIED**

30 November 2020

SUBJECT: **FUTURE BUSINESS OPPORTUNITY FOR PROVISION OF FOLLOW-ON SUPPORT FOR THE MULTINATIONAL MRTT FLEET (MMF)**

ATTACHMENTS: ANNEX 1: STATEMENT OF OPERATING INTENT AND MASTER DATA ASSUMPTION LIST  
ANNEX 2: FOS PRELIMINARY SUPPORT WORK PACKAGES

ANNEX 3: APPLICANT PRE-QUALIFICATION QUESTIONNAIRE (FBO Deliverable, when completed)

Dear Sir/Madam,

NSPA is issuing this Future Business Opportunity (FBO) to invite Requests To Participate in Competitive Dialogue for the provision of follow-on Support for the Airbus A330 MRTT aircraft of the Multinational MRTT Fleet (MMF).

Subject to the pre-qualification standards below, NSPA intends to invite a minimum of three (3) bidders to Participate in Competitive Dialogue, who will be issued with the draft Request For Proposal (RFP), draft contract and instructions on how to submit proposed solutions (not full RFP response) upon which the Competitive Dialogue will be conducted. The Competitive Dialogue will address, as a minimum, Thin Prime Contract Management, and may feature iterative rounds using WebEx for virtual meetings. It will include a down-selection process to take forward the best solutions to respond to the Final RFP as those most likely to meet the MMF FOS Requirement.

NSPA will use a Best Value approach for the evaluation of bids submitted following the Competitive Dialogue.

### **1. Requirement Outline**

The MMF Follow-On Support Requirement consists of a number of services to be provided by a Thin Prime Contractor. The Requirement is further detailed in Annexes 1 and 2 hereto.

- Annex 1: Provides the Statement of Operating Intent and the Support Assumptions of the MMF Programme, including: fleet size, estimated annual flight hours, mission profiles and

**NATO UNCLASSIFIED**

availability requirements.

- Annex 2: Provides a detailed description of the different Support Work Packages including the associated support requirements.

The contract will have a start date of June 2022 and an estimated duration of five (5) years which may be extended up to ten (10) years, subject to satisfactory performance.

## **2. Pre-Qualification Standards**

Requests to Participate in the Competitive Dialogue should be accompanied by a completed pre-qualification questionnaire shown at Annex 3 hereto. The Annex contains instructions for completion of the form, the evaluation criteria and other relevant information.

NSPA reserves the right to revisit the pre-qualification assessment following Invitation to Participate, and during the course of the Competitive Dialogue, in the event of changes to bidder teaming arrangements.

Interested bidders are required to negotiate the required Intellectual Property user rights and access to the necessary Technical Data Packages, where required from the corresponding original equipment manufacturer(s).

The authorized supplier countries are limited to the NSPO Member Nations, with the additional limitations included in Annex 3 Part A regarding Geographical location.

## **3. Indicative Schedule**

| <u>Event</u>   | <u>Date/Period</u><br><u>(Hours based on Luxembourg time)</u> |
|--|---|
| <u>Request To Participate in Competitive Dialogue &amp; Pre-qualification form to NSPA</u> | <u>13 January 2021 24H00</u>                                  |
| <u>NSPA Invitation to Participate in Competitive Dialogue incl Draft RFP</u>               | <u>29 January 2021</u>  |
| <u>Competitive Dialogue Period</u>   | <u>09 February 2021 – 15 March 2021</u>                       |
| <u>Bidders Conference WebEx Meeting</u>  | <u>09 February 2021</u>                                       |
| <u>Submission of Proposed Solutions</u>  | <u>15 February 2021</u>                                       |
| <u>Competitive Dialogue WebEx Meetings</u>   | <u>22 February 2021 – 05 March 2021</u>                       |
| <u>Release of Final Request For Proposal</u>   | <u>15 March 2021</u>  |
| <u>Bid Closing Date for Offers</u>   | <u>18 May 2021 24H00</u>                                      |
| <u>Tentative Contract Award Date</u>   | <u>01 September 2021</u>                                      |

#### **4. Response to the FBO & Request To Participate In Competitive Dialogue**

Requests To Participate in Competitive Dialogue must be accompanied by the completed pre-qualification questionnaire at Annex 3, together with the required certifications and support information, and provided to the following e-mail address: [procurement@nspa.nato.int](mailto:procurement@nspa.nato.int) on or before **24.00 hrs (Luxembourg Time) on 13 January 2021** and reference 20LAM028.

Please be aware that the maximum capacity for incoming mail at NSPA is 10 MB. In the event your response is larger, it must be compressed to fit the 10 MB limit or sent in several parts (for example, if you have to send multiple emails, track number of related emails in the format 1 of 3, 2 of 3 and 3 of 3).

The companies' Request to Participate (in response to the FBO) will constitute their application to apply to receive the Invitation to Participate in Competitive Dialogue.

Only those companies meeting the pre-qualification criteria will be Invited To Participate in the Competitive Dialogue. Invitation will be sent to those companies by 29 January 2021.

If your company was determined as not-qualified, you will be informed as soon as the assessment has been made.

A Request To Participate that is received "incomplete" on or before 13 January 2021, may not be accepted.

Neither contract award nor payment for the information solicited is intended by NSPA at this stage. If NSPA subsequently decides to award a contract to cover the subject requirements of this FBO, a formal and detailed RFP will be issued.

Please ensure that you read fully all documentation and respond as requested within each section.

Any question related to this request is to be solely addressed to Mr. Alberto de la Cruz ([alberto.delacruz@nspa.nato.int](mailto:alberto.delacruz@nspa.nato.int)) who is designated the unique point of contact for this FBO.

NOTE: If your company believes that the wording of the FBO pre-qualification questionnaire unduly restricts competition, a formal complaint may be submitted not less than 10 days prior to the submission deadline. The formal complaint must detail the specific areas in which it is believed that the requirements of the FBO pre-qualification questionnaire unduly restrict competition and must request that NSPA review the pre-qualification requirements. The Agency will evaluate the complaint and, within 14 days of receipt respond by either (1) amending the questionnaire or (2) rejecting the complaint. The decision of the Agency in such cases shall be final.