



**NATO SUPPORT AND PROCUREMENT AGENCY**  
**AGENCE OTAN DE SOUTIEN ET D'ACQUISITION**



**RFP MLU20004– Questions and Answers – Closing date: Extended to 30 September 2020**  
**Last date for receipt of Q&A – Extended to 16 September 20**

<b>Date of Bidder Question</b>	<b>Clarification Question Number</b>	<b>Bidder's Question</b>	<b>Date of NSPA Response</b>	<b>NSPA Response</b>
29 May 20	Q&A - 1	What is the grammage (g / m <sup>2</sup> ) of the different articles?	18 June 20	We do not want to limit options by giving grammage. The bidder can choose freely. Bidders choice shall support the other technical and functional requirements.
2 June 20	Q&A - 2	Condensed to address the main issues of the questions: <ul style="list-style-type: none"><li>• AQAP 2110 and AQAP 2130 (Annex 2 - Packing and Labeling) requirements</li><li>• COC</li></ul>	18 June 20	After review by the customer, NSPA confirms that AQAPs certifications are not required. The requirement to comply with AQAPs is to make sure the supplier is aware of quality assurance requirements set up in AQAPs and applies them in his quality control system throughout the production life cycle (from the purchase of raw materials to the delivery of the final product).  Therefore, Certificate of Conformity/Confirmation (COC) shall be sufficient.



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5 June 20	Q&A - 3	<p>The size table you submitted, contains <b>values over the standard sizes</b>;</p> <p>For example; If we get “<b>Large</b>” for a based size, <b>waist width, seat and inside leg length</b> values are <b>too high</b> even for <b>man</b> boxer short. Also you asked us to use the same size for <b>women</b>.</p> <p>The same goes for <b>t-shirts</b>. T-shirts appear in the word file you sent are <b>short sleeve</b>. But when we look at the size chart, they are <b>long</b>... Also, even if we take 1/2 the <b>body height value</b> of the t-shirts, it's too much.</p> <p>It is <b>not true</b> to use the <b>same size chart for men and women</b>. “L” for men and “L” for women are different. While men do not use XXS and XS sizes, women do not use XXL and XXXL. This affects the weight.</p> <p>Some technical details are not given for the <b>flag</b> to</p>	18 June 20	<p>The chart supplied is an approximate body measurement chart for a nordic person's body. The chart is not a size chart for a garment.</p> <p>The chart supplied is an approximate body measurement chart for a nordic person's body. The chart is not a size chart for a garment.</p> <p>Chart is a guide for the bidder to understand the approximate body measurements for a nordic person.</p>
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		be made on the sleeve of the t-shirts. <b>Printing, rigging or embroidery?</b>		Flag is woven and then sewn on the garment.
8 June 20	Q&A - 4	Devons-nous considérer que les performances exigées dans le document concerne également <b><u>les élastiques</u></b> ?  <u>English translation (without commitment)</u> Should we consider that the performances required in the document also concern elastic bands?	18 June 20	Please see requirements m011 and m012.
8 June 20	Q&A - 5	I would like to ask if you accept Certificate of Confirmation for AQAP 2110 for RFP MLU20004.  We have ISO 9001 and we want to present a CoC document that shows our confirmity to provide all requirements of AQAP 2110.	18 June 20	Please see response to Q&A – 2.



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8 June 20	Q&A - 6	We kindly ask you to clarify that if ISO 9001 certificate be valid instead of AQAP certificate? If necessary, we can also offer a CoC (Certificate of Conformity) document that certifies we can meet the requirements of the AQAP 2110 document.	18 June 20	Please see response to Q&A -2.
9 June 20	Q&A - 7	If we interpret the body measurements correctly, the sports bra must be made from size 65A to size 100H. Is the largest cup size completely (according to the drawing) reached by the stretch of the fabric? Or do you want shape and cut in the pattern parts to achieve larger cup sizes?	18 June 20	It is up to the bidder to come with a suitable solution based on the user scenario provided. Bidders choice shall support the other technical and functional requirements.
10 June 20	Q&A - 8	06. Annex 2 - Packing and Labelling 1.1.1. Labeling  Pouvons-nous utiliser des vignettes imprimées sur	18 June 20	



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		<p>ruban polyester?</p> <p><u>English translation (without commitment)</u>          Can we use stickers printed on polyester tape?</p>		<p>If it is meant 'care and size labels' here. As long as the label and the texts last and function throughout the lifespan of the article, the bidder can choose labels freely. Bidders choice shall support the other technical and functional requirements.</p>
10 June 20	Q&A - 9	<p><b><u>Document reference:</u></b>          04. Technical Specifications Matrices  <u>Paragraph:</u>          Sheet - General Requirements / Mutual requirements for Sports Bra, Boxers, T-shirts  <u>Question:</u>          Is it required that the products are made in <b>minimum</b> 80% cellulose fiber or is it required that products are made in <b>fixed 80%</b> cellulose fiber?          In a relation with that, does the remaining fibre which bidder can choose freely <b>needs to be non-cellulose</b> in a percentage of material composition depending on a answer to the question above?</p>	18 June 20	<p>The requirement is minimum 80% cellulose. As stated in the requirement the bidder is free to choose rest of the material (20%) based on the user scenario provided. Bidders choice shall support the other technical and functional requirements.</p>



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		<p><b><u>Document reference:</u></b> 01. Bid Instructions revised or 04. Technical Specifications Matrices</p> <p><b><u>Paragraph:</u></b> 8. Samples or Sheet - General Requirements / T-shirt</p> <p><b><u>Question:</u></b> Is it required to provide samples for T-shirt in each of the three colors (white, military green and dark blue) or just in one of them? In general, could the samples of each products be provided in other color that prescribed in technical specification matrices?</p> <p>Does the sample of the T-shirt need to have woven national flag on it?</p> <p><b><u>Document reference:</u></b> 07. Annex 3 - Specifications For Flag Placement</p>		<p>All colours shall be presented among the samples. Bidder is free to choose size/colour division among the samples to be delivered.</p> <p>No, see Q&amp;A -14.</p> <p><b>IMPORTANT: As stated 3 July 20, bidders shall now provide the flags based on the technical specifications included, 8 July 20. The flag shall be sewn on to the sample, for submission with the proposal by the RFP closing date. Pricing for the flag shall be stated as a separate firm fixed cost in the updated List of Items.</b></p>
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**Question:**

What are the exact dimensions of the flag (length, width)?

**Document reference:**

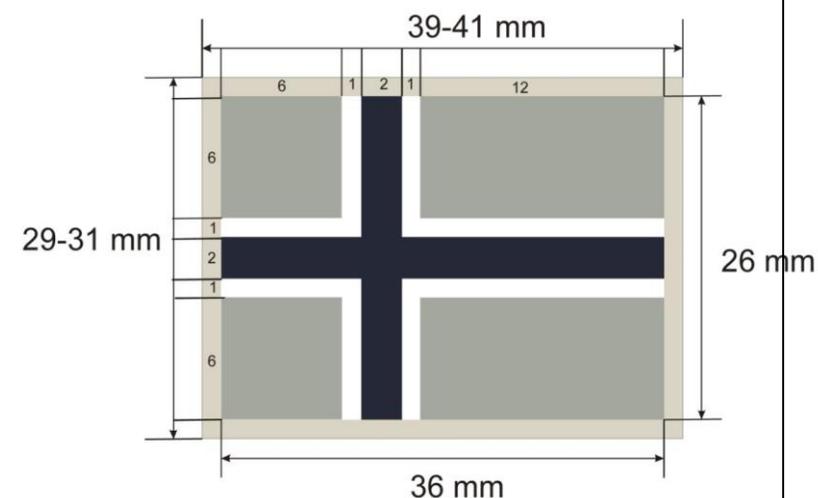
01. Bid Instructions revised

**Paragraph:**

Specific quality requirements

**Question:**

Does the bidder need to have official AQAP certificate in a relation to prescribed AQAP standards, or is it a matter that the production and



No certificate needed. Production and the delivery procedure made in accordance with AQAP is sufficient. The bidder shall only state this in the COC.



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		delivery procedure is made in accordance to mention AQAP standards?		
11 June 20	Q&A - 10	Can you tell us roughly what percentage of shirts a flag will carry?	18 June 20	Roughly 40-45% of all T-Shirts
11 June 20	Q&A - 11	Technical Specifaction Matrices M002 The products shall be made in 80% cellulose fiber. As this is mainly cotton we recommend a different composition is this allowed?	18 June 20	As stated in the requirement the bidder is free to choose rest of the material (20%) based on the user scenario provided. Bidders choice shall support the other technical and functional requirements.
11 June 20	Q&A - 12	The Technical Requirement number F004 under Tender Framework, says it is required that the product should be ecolabelled in accordance with the Nordic Ecolabel Criteria or equivalent.  The question we have is what is the exact definition for equivalent or which criterias could be	18 June 20	Bidder is free to not to supply this requirement. This is a SHOULD requirement. Not SHALL.



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		assumed to be equivalent.		
12 June 20	Q&A - 13	Could you specify more information about the measurements of each garment.	18 June 20	The bidder is free to construct the garment measurements based on the user scenario provided. Bidders choice shall support the other technical and functional requirements.
15 June 20	Q&A - 14	What is the weight (g/m <sup>2</sup> ) for the main textile? Is there any minimum or maximum limit for it? Please provide us the range.  Would you please provide more details about the process how the ordering nation will supply	18 June 20	As stated, we do not want to limit the options by giving certain grammage. The bidder is free to offer samples with suitable grammage based on the user scenario provided. Bidders choice shall support the other technical and functional requirements.  The flag is only for orders that come from Norway. Norway has a supply contract for these flags. The potential



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		the flags? Will the flags be delivered to us after the contract award and be available already for us to use them in case we have orders. Or will they be delivered to us for each order?		<p>contractor of the leisurewear contract will be given the contact information/instructions so that they can order directly from the supplier.</p> <p>NOTE: This is a separate cost for bidders and shall not to be included in the firm-fixed pricing for the List of Items.</p> <p><b>IMPORTANT: As stated 3 July 20, bidders shall now provide the flags based on the technical specifications included, 8 July 20. The flag shall be sewn on to the sample, for submission with the proposal by the RFP closing date. Pricing for the flag shall be stated as a separate firm fixed cost in the updated List of Items.</b></p>
19 June 20	Q&A - 15	<p>Referring to Q&amp;A 9 and 11 and taking into account your position on this; we insist on asking the following question because we attach 2 conditions to it:</p> <p>Is the authority willing to accept less than 80% cellulose, provided that this results in better fire behavior and better wearing comfort / moisture</p>	8 July 20	NPSA confirms that the requirement shall remain as defined in the RFP documentation. The responses previously provided shall apply.



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		management?		
23 June 20	Q&A - 16	<p><u>Main materials minimum Performance Requirements</u></p> <p>Nous revenons sur notre question du 8 juin 2020 car nous avons des doutes sur la réponse apportée.</p> <p>Devons-nous considérer que les performances exigées ci-dessus uniquement pour le tissu du corps OU également pour les cols, élastiques, fils à coudre ?</p> <p><u>English translation (without commitment)</u></p> <p>We come back to our question of June 8 2020 because we have doubts about the answer provided.</p>	8 July 20	<p>The whole garment shall perform according to the tests.          So all the parts shall comply with the performance of the</p>



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		Should we consider that the performances required above only for the body tissue OR also for the collars, elastic bands, sewing threads?		main textile.
24 June 20	Q&A - 17	<p>We have below statements about fire/flame retardancy:</p> <p><u>Technical Specifications Matrices – General Requirements – Tender Framework – F005:</u></p> <p>Any material or the complete end products shall not contain added flame retardants. See separate Annex 1 'Certification Statement' provided. The offer shall indicate YES for compliance.</p> <p><u>Certification Statement:</u>        _____(Company Name) confirms that any of the materials or the complete end products does not contain added flame retardants.</p> <p><u>Technical Specifications Matrices – Requirements for Materials – S001:</u></p>	8 July 20	



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	<p>It seems, according to “General Requirements” and “Certification Statement”, that the product shall not contain any flame retardant, but on the otherhand</p> <p>the product shall be tested against fire retardancy in accordance with ISO 15025, meaning that we have to do some process to make it retardant to fire/flame so that it meets the requirements above (no melt no drip). So, when we look at all statements above, it looks confusing. We kindly ask this issue to be clarified. Shall the textile be fire/flame retardant but without using chemicals?</p> <p>Shall the textile not be fire/flame retardant? Shall the textile not melt or drop (no problem if catches fire) when tested according to ISO 15025?</p> <p>Is it possible to see a close-shot picture or an illustration that shows the knitting pattern?</p>		<p>It is considered not a problem if the garment takes fire, but it shall not drip and melt.</p> <p>Regarding the photos for the knitting pattern, we do not wish to limit the options. Bidders shall propose the best possible solution and correct hold and weave for the textile according to the given user scenario.</p>
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26 June 20	Q&A - 18	Should laboratory reports be made on the different colors of the shirts?	8 July 20	A laboratory report is not required for each color of the tshirts, however a laboratory dip shall be provided for every color so that the colors can be approved.
2 July 20	Q&A - 19	The fabric must be the same in the different garments?	8 July 20	The fabric does not need to be the same for different garments, but the fabric shall be the same for different colorways of the garments, meaning that for example all different colors of the tshirts shall come in the same fabric dyed in different colors.
7 July 20	Q&A - 20	What composition should the flags be made of and what measurements should they have? Could you give more information about the size?	8 July 20	The measurements of the flags are illustrated at Q&A 9 above. The technical specifications and measurements for the flag are included as Annex 5 - Technical Specifications Flag .



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	Q&A – 9 expanded	<p><u>Question:</u> Is it required to provide samples for T-shirt in each of the three colors (white, military green and dark blue) or just in one of them? In general, could the samples of each products be provided in other color that prescribed in technical specification matrices?</p>	8 July 20	<p>All colours shall be presented among the samples. Bidder is free to choose size/colour division among the samples to be delivered.</p> <p><b>NOTE: expansion below</b></p> <p>All the colors shall be provided to be able to approve and ensure that the bidder is capable of delivering the requested colors.</p> <p>Bidders shall supply the colors with the samples as mentioned (ie one tshirt in green, another one in white and another one in blue) or they can deliver lab dips. If bidders choose to deliver lab dips they can then sew the fit samples in available colors.</p> <p>Same applies to the boxers and bras as well.</p>
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15 July 20	Q&A - 21	<p>Peut – on proposer pour les tee-shirt, le drapeau de La Norvège tissé directement en respectant les mesures spécifiées.</p> <p><u>English translation (without commitment)</u></p> <p>Can we offer for t-shirts, the flag of Norway woven directly by respecting the specified measurements.</p>	31 July 20	<p>No it should be woven and sewn on the t-shirt.</p>
15 July 20	Q&A - 22	<p>1. "Technical Specifications Matrices", Page "General Requirements"; Explanation for the Purple Column (Bidder's Ref Document) indicates that "Certification Statement Template/Data Sheet/Certificate of Conformity. Do the bidders have to provide any of those required documents or all of the 3 documents?</p> <p>2. Annex-1 is Certification Statement to be provided by the bidders for only 7 issues written. Do the</p>	31 July 20	<p>For the 'Tender Framework F001 to F008', certification statement and the relevant certificates to be provided. For the rest of the purple areas on the same page, either datasheet or certificate of conformity.  <b>Note:</b> For F008 (AQAP 2110), please see Q&amp;A - 2</p> <p>Certificate statement shall be provided for all the issues under 'Tender Framework F001 to F008.</p>



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		<p>bidders have to write "Certification Statement" for other issues under purple column.</p> <p>3. Do the bidders have to provide any test reports, technical data sheet, catalog for OEKO-Tex Standard 100, Class 2 and REACH compliant issues or only Certification Statement is enough?</p> <p>4. "Technical Specifications Matrices", Page "Requirements for Materials"; You indicate for the yellow column that "Shall input value / to be filled by the bidder). Does it mean that the bidders have to write only test value from the 3rd party lab test reports under "Bidder's Inputs"?</p> <p>5. "Technical Specifications Matrices", Page "Requirements for Materials"; Do the bidders only have to provide 3rd party technical lab reports for only these issues?</p>		<p><b>Note:</b> For F008 (AQAP 2110), please see Q&amp;A - 2</p> <p>Both the certification statement and the relevant certificates shall be provided.</p> <p>For all yellow fields in the column "Bidders inputs" shall be given from the results of the test reports.</p> <p>Further, test reports shall be included in the offer.</p> <p>Only for these issues, 3<sup>rd</sup> party technical lab reports to be provided.</p>
18 July 20	Q&A - 23	<p><u>Document reference:</u>          07. Annex 3 – Specifications For Flag Placement</p>	31 July 20	



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		<p>13. Annex 5 - Technical Specifications Flag - 8 July 20.docx-1</p> <p><u>Question:</u></p> <p>In a relation to Annex 3 document, which of the proposed flag placement on the right shoulder is the correct one?</p> <p>Is it position A or position B?</p> <p>Please note that in Annex 5 flag is situated in position B, and in Annex 3 there are 2 options.</p>		<p>Position A is correct; the Norwegian flag is sewn facing backwards on any military clothing. See an example image on a uniform below.</p>
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30 July 20	Q&A - 24	Is there a possibility of making samples based on the garments supplied to the Spanish armed forces?	31 July 20	No, the samples shall be in accordance with the technical specifications detailed within the RFP documents.



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30 July 20	Q&A - 24	What should the labels of the samples be and what should they contain?	31 July 20	Please see Q&A – 8.
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Commercial

Date of Bidder Question	Clarification Question Number	Bidder's Question	Date of NSPA Response	NSPA Response
2 June 20	Q&A - 1	Could you kindly advise us as to which countries are not approved/accepted by NSPA for our company to effect production in? And these countries are rejected only as manufacturers or as suppliers of raw materials as well?	9 June 20	<p>NSPA does not place any contract with non-NATO Governments or with firms in non-NATO Member Nations or with firms whose legal residence or main production facilities are located outside NATO Member's Nations.</p> <p>Sub-components and raw materials procured and utilised within the the supply chain (sub-contracting activities) as part of the general manufacture and production of the final end product with NATO/non-NATO countries and those listed within the Special Areas clause are permitted.</p> <p>Bidders cannot place a sub-contract with a company located in the countries listed in the Special Areas Clause, which is <b>specifically intended for</b> the sole purpose of the potential contract that NSPA seeks to award.</p>



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3 June 20	Q&A - 2	Does this mean that production outside a NATO country is not allowed?	18 June 20	See responses to Q&A - 1 and Q&A - 4. Specifically Q&A - 1 (first para).
5 June 20	Q&A - 3	There is the possibility of sending the samples after the closing date?	18 June 20	No, bidders shall submit the samples as part of their proposal by the RFP closing date.
9 June 20	Q&A - 4	<u>Follow on from Q&amp;A - 1</u> Just to check if I now understand your answer correctly. Production, being sub-contract is allowed in all countries, except for the countries specified in the Clause 7 – Special Areas of the NSPA General Provision. Fabrics and other raw materials can be procured in all countries as well the countries mentioned in the Clause 7 – Special Areas of the NSPA General Provision?	18 June 20	NSPA clarifies that bidders cannot place a “sub-contract” with a company specified in the Special Areas clause specifically for the purposes of this contract. If the raw materials/fabrics are procured from such countries as part of the standard supply chain for manufacture/production thereafter, this is acceptable. Therefore, the latter half from “Fabrics..” of the question is correct.



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27 June 20	Q&A - 5	How long time you give to the winner to deliver the goods after the bidding ends?	8 July 20	<p>Bidders are advise to carefully review all the RFP documentation and understand the concept of NLSE eCAT1 Outline Agreements.</p> <p>Bidders shall complete the leadtime (days) in the List of Items spreadsheet.</p>
29 June 20	Q&A - 6	<p>Re Bidding Notes from the List of Items: Bidders shall provide the complete reference of the materiel offered i.e. the Part Number of the item and the NCAGE or NATO Commercial and Governmental Entity Code.</p> <p>The part numbers for any item to be assigned by the manufacturers/OEM's/companies are approved and registered by the applicable Ministry of Defense (MoD) after the contract is awarded. Manufacturers/Companies are not authorized to assign part numbers by themselves unless any contract is shown to the MoD. So we can not assign part numbers for these specific items. If</p>	8 July 20	<p>If Part Numbers and NCAGEs are applicable, bidders shall complete accordingly. Otherwise Part Numbers and NCAGEs may be determined upon successful award.</p> <p>NATO Stock Number (NSN). Items may be codified in the future.</p> <p>Notwithstanding the above, technical compliance of the List of Items shall be determined as per the RFP Technical Specifications Matrices.</p>



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		NSPA wants us to write part numbers, those part numbers will not be official and not approved by the MoD. NSN's and Part Numbers can be assigned and officially approved by the MoD only after contract award.		
NSPA	NSPA	Bid Instructions	8 July 20	<p>Please be advised that the Bid Instructions have been updated to include an Environmental requirement:</p> <p><b>TECHNICAL PROPOSAL/CAPABILITY AND QUALIFICATION FORM</b></p> <p>NSPA's General and Cooperative Services Programme is committed to achieving the standards of environmental performance, preventing pollution and minimizing the impact of own and contractors' activities on the environment by means of continual improvements on behalf of the NATO Nations.</p> <p>The Contractor shall address all the necessary procedures and methodologies to protect and minimize the</p>



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				<p>environmental impact to avoid the pollution or other adverse impacts resulting from its services. The contractor's environmental protection measures shall be, as a minimum, in accordance with national, regional and local laws and regulations.</p> <p>If the Contractor has earned the ISO 14001 accreditation or an equivalent certificate, the Contractor shall provide a copy of its environmental certifications.</p>
15 July 20	Q&A - 6	In case the contract is awarded, shall the contractor pay "Bid Bond" for only each year separately of for total 3 years?	31 July 20	Please review the RFP documents; there is no requirement for a Bid Bond.