

NATO UNCLASSIFIED

AHE24001 Deployable EMP-protected Communication and Information Support Systems
RFP Annex 2
April 2024

COMMERCIAL and PRICING INSTRUCTIONS

REFERENCE		DESCRIPTION		
1.	RFP Annex 4_ Commercial & Price Proposal General Instructions	<ul style="list-style-type: none">• Your bid must cover all items needed to complete the work described in the Statement of Work.• You must submit quotes for all materials and services (both Firm and Option Requirements).• Free materials and services must be clearly indicated in your quote. If a price is missing, in absence of a “free of charge” statement, your offer will be considered commercially non-complaint.• Specify the currency you are using in your bid. The contract will be awarded in that same currency.• Material prices shall be based on FCA (Free Carrier) (INCOTERMS 2020) Contractor’s facilities.• Provide firm-fixed unit prices for material and services, except for transportation and travel costs, which have a ceiling price.• Round unit prices to two decimal places.• Double-check your calculation and notify NSPA of any errors.		
2.	RFP Annex 3_ Commercial & Price Proposal TAB 0 Price Evaluation	<p>The evaluation will consider the total cost, which includes:</p> <ul style="list-style-type: none">• The acquisition cost of materials, equipment, and services (both Firm and Option)• The cost of Contractor Logistic Support (CLS) services based on a specific scenario (note that these quantities are for evaluation purposes only and do not guarantee actual requirements).		
3.	RFP Annex 3_ Commercial & Price Proposal All applicable TABs	<p>Option items: bidders must provide a unit price for each option item listed, considering the listed quantity as the maximum NSPA may purchase (NSPA can purchase zero or any number up to the listed maximum).</p> <p>Validity of Prices: these unit prices will be valid for two years after contracts are awarded.</p> <p>Price variance justification: if the unit price for the optional items differs by more than 10% from the price of the firm quantity, bidders must explain and justify this difference in their proposal.</p>		
4.	RFP Annex 3_ Commercial & Price Proposal TAB 1 and TAB 5	<table><tr><td>Values in this cell = to be inserted by Bidder</td></tr><tr><td>Values in this cell = to be imported from specified TAB</td></tr></table>	Values in this cell = to be inserted by Bidder	Values in this cell = to be imported from specified TAB
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5.	RFP Annex 3_ Commercial & Price Proposal TAB 1 Item 70	<p>Transportation requirement: while the INCOTERMS for this solicitation specify FCA (Free Carrier) delivery, NSPA may request the contractor to arrange for DDP (delivery duty paid) delivery (See SOW Annex F Table 1).</p> <p>To facilitate this the bidder is required to include in the price proposal a cost breakdown for the difference between FCA and DDP delivery. This should encompass all relevant expenses such as transport costs, export and import duties, customs clearance fees and insurance.</p> <p>A flat rate transportation cost is applicable to transport from CSSC Brunssum to all User Locations. This cost should incorporate the potential variations in transportation expenses between different destinations.</p>
6.	RFP Annex 3_ Commercial & Price Proposal TAB 2 – Breakdown	<p>The Bidder shall specify their equipment's requirement for packaging, handling, storage & transportation, spare parts, consumables and special tools. As many lines as necessary shall be added.</p> <p>The contract will encompass all items except recommended spare parts list. Therefore, Bidders must ensure their proposal pricing incorporates all necessary items to fulfil the SOW requirements.</p> <p>The recommended spare parts list can be acquired separately under the CLS Outline Agreement, with prices remaining valid throughout the OA's duration.</p>
7.	RFP Annex 3_ Commercial & Price Proposal TAB 3 – Training	<p>Training – provide full breakdown of the costs for the training session.</p> <p>For costing purposes, it shall be assumed the training courses will be performed at Brunssum in the Netherlands, and 5 working days for each course type.</p> <p>Per SOW 6.8.6 where the removal and/or dismantling of parts for maintenance training may affect the integrity of the equipment, the Contractor shall provide the appropriate support. The equipment and site shall be restored to its initial state at the end of the training at no cost to NSPA.</p>
8.	RFP Annex 3_ Commercial & Price Proposal TAB 4 – C&A	<p>Commissioning & Acceptance (C&A) - provide a full of the costs for the C&A session.</p> <p>For costing purposes it shall be assumed the C&A will be performed at Brunssum in the Netherlands.</p> <p>A total twenty-five working days for a single individual should be assumed.</p>

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9.	RFP Annex 3_ Commercial & Price Proposal TAB 5 – CLS TAB 6 – Preventive Maintenance Breakdown	<p>At NSPA's discretion, the provision of Contractor Logistic Support (CLS) services may be required during the warranty period of the Dispersible CIS Support System and may be arranged with the Contractor.</p> <p>The rates provided shall remain valid for two years starting after the completion of Dispersible CIS Support System acquisition.</p> <p>Refer to Draft Terms and Conditions OA Part 1 and "Comments" column in TAB 5.</p>
10	RFP Annex 3_ Commercial & Price Proposal TAB 7 – Commercial Proposal	<p>Respond to all requirements listed in TAB 7.</p> <p>Date and sign your offer. Return both the original excel file and the pdf signed version of RFP Annex 3_ Commercial & Price Proposal.</p> <p>In addition to the pricing information the bidder should include any necessary supporting details to ensure a comprehensive understanding of their price proposal.</p>

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