

**Notes from the Bidder's Conference for IFIB-ACT-JWC-19-09 that took place on 19 Jun 19.**

There were 6 companies represented.

JWC presented two PowerPoint briefings, and the following questions were asked during the course of the presentation.

1. Are the companies required to be based in Norway?
  - a. **The companies have to comply with Norwegian laws/regulations for doing business in Norway**
  - b. **It is the company's responsibility to make sure they comply**
2. How will the 60/40 Best Value formula work?
  - a. **Formulas have been tailored to maintain a weighted balance between technical competence and price. An algorithm was established, which we have chosen not to share, but it will not be changed.**
3. Are all the prices offered on the C-1 document summed up when evaluating the pricing?
  - a. **Yes, each year will be added into the algorithm.**
4. What does it mean that the contractors are evaluated subjectively?
  - a. **The analysis of the technical aspects of the bids provided is conducted by a small team of Scenario Branch that includes the Branch Head, Scenario Manager and military SMEs for the respective content threads. Understanding the bid and translating the documentation into a quantifiable assessment, which allows neutral comparison of quality criteria involves human factors. The scoring system that is applied in the bidding analysis ICW the analysis-team-approach aims at operationalizing this process as far as possible.**
  - b. **It was noted that about the word "subjectively" may not be accurate enough.**
5. What's your view on having multiple companies for the different SCTs?
  - a. **From a technical point of view, whether it's 1 company or 5 companies, it will work. We do not have a preference.**
6. What about additional presence onsite for roles STOC's normally would support. Which contract will support? HICON was mentioned as an example.
  - a. **It has been decided that EXCON augmentation (e.g. HICON, Targeting, Intel) will become a part of Scenario delivery, but STOC's might be needed as well. The additional functional presence in the respective functional areas are a minimum presence to cope with typical increased workload during identified phases of the exercise process (e.g. MEL/MIL development, phases II and III).**
7. Could an IDMI fill this role?
  - a. **Yes. It is expected that an IDMI will actively contribute to the production and delivery of the SCT-relevant products.**
8. Will an IDMI be able to go on TDY?
  - a. **An IDMI is expected to be onsite (at JWC) for a minimum 48 weeks. There is room for discussion if the IDME is asked to travel. Additionally, the IDMI role doesn't have to be filled by just one person, a company could use more than one person.**
9. Regarding offsite work; would a company need to supply a classified area to work in?
  - a. **A topic that has been discussed heavily, but companies will not be getting any additional credit if they supply this.**
10. In regards to Annex B-2, concerning Sample Products, What are your expectations? A whole country book? Something Simple? What about SCT 5?

- a. In general, sample product should demonstrate the provider's ability to respond to a given problem set (e.g. development of geostrategic architecture, development of a data/knowledge management strategy).
  - b. Samples need to be related to the respective SCT and clearly indicate the provider's role in the product creation (e.g. socio-economic narrative within countrybooks or Intelligence products).
- 11. Will you define who has the lead on the Country Book?
  - a. See Annex\_A\_to\_Part\_III\_Section\_B\_of\_IFIB-ACT-JWC-19-09.
- 12. Annex A – the Operational Exercise Design (OED), what is it?
  - a. An OED-workshop or “scenario wargame” aims at harmonizing / aligning demand (ie. OSE and OCE requirements and aspirations) and supply (ie. scenario products). It can be regarded as an azimuth-check on whether the narratives and sequence of events, scripted by JWC are corresponding with the overarching architecture of exercise aims, training objectives etc.
- 13. Does the INTEL FS need to be onsite?
  - a. Most of the (unclassified) content that will find its way into the various functional databases (e.g. INTEL FS, JTS, TOPFAS) can be produced off-site, while the physical uploading of content into the databases has to be executed at JWC with the required technical supervision. Classified content – pending on the outcome of the ongoing discussion on the general classification of exercises – will currently have to be produced in corresponding, certified and accredited facilities.
- 14. What are your Lessons Learned from FIKSO
  - a. Requirement for improved delineation of and synchronization between SCTs.
  - b. Requirement for improved definition of supported-supporting relationships within and between SCTs.
  - c. Requirement for improved “densified” communication between project manager / scenario chief and provider / IDMI WRT project management and planning.
- 15. Annex B – what do you expect?
  - a. We expect a self-standing Bid not just a nice wrapping
  - b. Show us what you can do , don't just assume we know what you can
- 16. It seems to me, without a footprint at JWC, it would be hard to win this contract. Can you comment to that?
  - a. FIKSO shows that is not true. A new company won in the Scenario area. There is no reason to say a new company couldn't do it.
- 17. Describe in detail what you expect on existing products vs. new material? ??? (I don't understand this)
  - a. It's difficult to assess how much work this will be
  - b. No one has been able to quantify the demand, it is the Art of the Do-able.

**Comments from the JWC Team;**

- FIKSO and OCCASUS are distinct settings with their own internal architecture and dynamics. However, in order to depict a realistic geostrategic construct, (fictitious, but realistic) interdependencies between the relevant geostrategic regions need to be addressed. This will require a minimum of compatibility between the settings.
- Timetable was reviewed. Contract Proposals are due 25 July at 1300.

- Information / knowledge management in such a complex environment of information is critical to a successful production and delivery of content. Because it pertains to all other SCTs and their information-related interaction, SCT 5 – in assisting the project manager - has a recognized coordination function “hovering above” data developers.
- An SCT cannot work in isolation
- JWC will not dictate the number personnel working on the project as long as there is always an IDMI present for coordination at the JWC.
- IDMI needs to be present “at all times”
  - o Use calendar and plan presence
  - o OPR plans the “life” of the exercise