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NATO Consultation, Command and Control Agency
Agence de consultation, de commandement et de contrôle de l'OTAN

NC3A-BE/ACQ/ASG/471

21/May/2010

To: EMW, INC.
13873 Park Center Road
Suite 225
Herndon VA 20171
UNITED STATES

Attention : Mr J Hall
E-mail: Jhall@emw.com

Subject: CO-13044-OPL for the Provision of Hardware for NITB, ATP 1 (SAN for KAF)

Reference: (a) CO-12520-OPL

Dear Sir,

1. NC3A is in the process of Issuing an RFP for the Provision of Hardware for NITB under the above reference. However, an urgent requirement has arisen that necessitates the issue of an ATP to meet part of the RFP requirement. The ATP requirement is for the Procurement and Delivery of Qty 2 SANs and associated items as detailed in the Specification at Annex A to this letter.
2. Price and Delivery
 - a. The Not-To-Exceed (NTE) Ceiling Price for this ATP is 343,306 USD
 - b. Delivery is required to : NATO/ISAF Kandahar
NATO CIS Depot 38 – Bldg 706A
Kandahar Airfield
Afghanistan
Marked For the Attention of: EMW Mr Colin Lawrence
 - c. Delivery is required by June 15 2010 or earlier. Please inform us of the earliest possible delivery date.

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3. The NTE Ceiling Price is subject to downward revision in establishing a Firm Fixed Price when RFP CO-13044-OPL price is agreed. Should the RFP CO-13044-OPL price not be agreed NC3A and EMW Inc. agree to fix the price in accordance with of NC3A/BOA/9858, General Provisions, Article 9 – Price Fixing, using the Purchaser’s Pricing Principles as set out in Appendix 1 of the above mentioned BOA.
4. Please confirm acceptance of the above by signing and returning the copy of this notification letter by fax. We also request that you also send a signed copy of your conformation via email.
5. If you have any questions the POC is Mr Graham Hindle (Tel: +32 2 707-8857; e-mail: graham.hindle@nc3a.nato.int).

FOR THE GENERAL MANAGER



James A. Wager

Principle Contracts Officer

Attachment(s): Annex A: Specification

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REQUEST for PROPOSAL RFP-CO-13044-OPL

Prospective Bidders (sent separately in electronic version)

NATO Delegations (Attn: Infrastructure Adviser):

Albania	1
Belgium	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1
Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
The Netherlands	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
United Kingdom	1
United States	1

Belgian Ministry of Economic Affairs 1

Embassies in Brussels having the Prospective Bidders (Attn: Commercial Attaché):

Albania	1
Bulgaria	1
Canada	1
Croatia	1
Czech Republic	1
Denmark	1
Estonia	1
France	1
Germany	1
Greece	1
Hungary	1
Iceland	1

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Italy	1
Latvia	1
Lithuania	1
Luxembourg	1
The Netherlands	1
Norway	1
Poland	1
Portugal	1
Romania	1
Slovakia	1
Slovenia	1
Spain	1
Turkey	1
United Kingdom	1
United States (electronic copy to brussels.office.box@mail.doc.gov)	1

NATO HQ

Controller for Security Investment Programme	1
Management and Implementation Branch	1
SACEUREP	1

Strategic Commands

HQ SACT , Attn. C-06	1
SHAPE, Attn: J4 and J6	1
NATO Office Of Resources (Management and Implementation Branch)	
Director, NATO HQ C3 Staff	1

Strategic Commands

ACT, C4I Division	1
ACO, J2	1

NATO Agencies

NCSA

Programmes Branch	1
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NC3A Internal Distribution

DGM, Mr. K. Scheid
FMRC, Mr. R. Angell
Legal Adviser, Ms. S. Rocchi
NSIP Liaison Office: Mr. Dixon

DSA-ACO CRO ISAF Coordinator Mr. E. Lesbaupin

Leader CAT-5, Mrs. Lillian Rossini
CAT-5/PM, Trond Skaar

CTO (Chief Scientist C2ISR), Dr Paul Howland

ASG (Principal Contracting Officer), M. Jim Wager
ASG (Senior Contracting Officer), Mr. Graham Hindle

ILS, Mr. M Piraino

Secretary, RCAB, Mrs. ML Le Bourlot

NATEXs having Prospective Bidders

CANADA	1
CZECH REPUBLIC	1
DENMARK	1
FRANCE	1
GERMANY	1
GREECE	1
HUNGARY	1
ITALY	1
THE NETHERLANDS	1
NORWAY	1
POLAND	1
SLOVAKIA	1
ROMANIA	1
SPAIN	1
TURKEY	1
UK	1
USA	1

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Annex A to NC3A-BE/ACQ/ASG/471

ATP – SAN provision for RC-South (Kandahar)

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Annex A to NC3A-BE/ACQ/ASG/471

1. INTRODUCTION

1.1. Background information

- 1.1.1. NATO plans to provide a physical and virtual hardware infrastructure to the ISAF Intelligence Community which includes a bi-directional Cross-domain solution to share data between the NATO secret and ISAF secret security domains. This hardware consists of servers needed to run the NATO INTEL Toolbox Software, and data storage equipment to archive and retrieve Intelligence products.
- 1.1.2. In order to provide an effective and robust service to the entire spectrum of Intelligence Staffs in ISAF, the INTEL Toolbox system will be installed at both at the NATO Secret network and the ISAF Secret Network.
- 1.1.3. The main hub will be located at the main server room of ISAF HQ, with a back-up hub at RC South in Kandahar. These two hubs will be equipped with a redundant computer and storage capacity in order to ensure a high degree of availability and resilience.
- 1.1.4. The other sites (RC-North, RC-East, RC-West and RC-Capital) will be equipped with smaller configurations (no less resiliency and less storage capacity).
- 1.1.5. The upgrade of the ISAF NITB capability is broken down into three main activities:
- The first activity aims to provide, install, test hardware in five (5) locations in ISAF (ISAF HQ or IJC, RC-N, RC-E, RC-C and RC-W). This activity will be named "Work Package 1 (WP-1) - NITB Hardware (HW) Infrastructure for five (5) locations within ISAF".
 - The second activity aims to provide, install, test hardware in RC-South at Kandahar in ISAF. This activity will be named "Work Package 5 (WP-5) - NITB Hardware (HW) Infrastructure for RC-South".
 - The third activity aims to perform NITB improvements, to deploy, install and test the improved software in ISAF and support the system. This activity will be named Work Package 2 (WP-2) - Software (SW) development and services.
- 1.1.6. The second activity "Work Package 5 (WP-5) - NITB Hardware (HW) Infrastructure for RC-South"- will be done through a sole source contract with EMW (RFP CO-13044-OPL).

1.2. Context - Links with the Contract CO-12520-OPL (KAF-057)

- 1.2.1. The deployment of NITB hardware in ISAF through the RFP CO-13044-OPL is currently expected around Q2/Q3 2010.
- 1.2.2. RFP CO-13044-OPL includes two (2) SAN, to be deployed on the NATO Secret network in the main and second server rooms at Kandahar.
- 1.2.3. The two (2) SAN shall then be delivered at Kandahar to be installed on the NATO secret network on the main and second server rooms in accordance with the implementation schedule of CO-12520-OPL.
- 1.2.4. The provision of the SANs, their delivery to Kandahar and their support are part of this ATP.
- 1.2.5. The installation, configuration and testing of the SANs will be done through the Contract CO-12520-OPL (KAF-057).

2. SAN SPECIFICATION

- 2.1. The first SAN shall be deployed on the NATO secret network of the main server room. The second SAN shall be deployed on the NATO secret network of the second server room.
- 2.2. The network attached storage provided SAN device shall comply with the following specification
- a) NetApp FAS 2040 Filer system (single controller)
 - b) iSCSI and FC connected network attached storage array (one in each of the two server rooms) Unified NAS/SAN storage platform
 - c) 4 x Ethernet ports, 2 x FC Ports
 - d) SnapMirror between sites
 - e) NetApp Select, 2040 Complete Software Bundle (Includes CIFS, NFS, ASIS, SnapRestore, SnapMirror, SnapVault Pri & Sec iSCSI & FC support for SQL ,Exchange and Virtual Infrastructure)
 - f) Internal shelf filled with 12 x 600GB SAS Internal Disks.
 - g) 1 x 4243 disk shelf for NetApp 2040/3140 (max capacity is 24 disk slots) filled with 24 x 1TB SATA 7.2K disks.
 - h) 1 x 4243 disk shelf for NetApp 2040/3140 (max capacity is 24 disk slots) filled with 0 disks.
 - i) Hot swappable disk, power supply, cooling fans that do not affect system IO when replaced
 - j) 2 x spare 600GB SAS disks
 - k) 2 x spare 1TB SATA disks
 - l) 1 x 2040 Basic Spare Parts Kit
 - m) Rack installation kits, cables and other essential installation items.
 - n) 3 year warranty and software support
- 2.2.1. The Contractor shall transfer the two (2) SAN at Kandahar in accordance with requirements described in ILS section.
- 2.2.2. The SAN COTS documentation shall be provided to NC3A the Hague.

3. INTEGRATED LOGISTIC SUPPORT (ILS)

3.1. General

3.1.1. This section outlines the supportability requirements of the project. It addresses the various Integrated Logistic Support (ILS) subjects like maintenance, logistics, support, training and documentation

3.2. Warranty

3.2.1. The acceptance of the SAN installation and configuration will be done through the Contract CO-12520-OPL (KAF-057).

3.2.2. The period of warranty for the SAN shall start after acceptance under contract CO-12520-OPL. The warranty shall last 3 years.

3.2.3. The Contractor shall be solely responsible for all costs to implement and administer the required warranty throughout the entire respective warranty term(s).

3.2.4. The Contractor shall repair/replace all items received as per their internal procedures with the highest priority allocated and shall be responsible to return the item to the sender through express delivery within 5 days of receipt.

3.2.5. Help Desk support as necessary shall be made available and following receipt of a call the response shall be provided within two working days.

3.2.6. Transportation of unserviceable items from RC-South Kandahar to the Contractor for repair shall be the responsibility of the Purchaser. Transportation of repaired/ replaced items shall be the responsibility of the Contractor. The Contractor shall not be responsible for the correction of defects in Purchaser Furnished Equipment or Property.

3.2.7. The Contractor shall be aware that, due to NATO security constraints all failed hard disks/drives etc. can only be repaired or replaced on-site and cannot be removed and/or returned to the Contractor for repair. Defect magnetic and electronic media storage devices/ (i.e. Compact Discs (CD), Disk Array, diskettes, hard drives, USB memory devices) will therefore be destroyed on-site by the Purchaser. Defect magnetic and electronic media etc. shall therefore be replaced by the Contractor at no extra cost to the Purchaser.

3.2.8. If the Contractor becomes aware at any time before acceptance by the Purchaser that a defect exists in any supplies, the Contractor shall promptly correct the defect.

3.2.9. The Contractor shall warrant that the Contractor provided software will perform to the intended purpose and that any defects discovered and reported will be corrected as required within the warranty period specified above.

3.3. System Inventory/ Material Data Sheet (MDS)

3.3.1. The Contractor shall provide upon receipt of this ATP, in electronic format and hard copy, a preliminary equipment list that, as a minimum, shall include the data elements cited with an "M" mandatory below. This listing will be used for acceptance purposes and to create data element entries in the NATO Accounting system.

3.3.2. An inventory template together with a full content description for each column (electronic format) will be provided to the Contractor upon receipt of this ATP. For information purposes, the minimum inventory/equipment data elements required are as follows:

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Annex A to NC3A-BE/ACQ/ASG/471

- Contract Customer Line Item Number (CLIN);
- NATO Stock Number (NSN - if available);
- Nomenclature – M;
- Expendable/Repair code XB/ND – M;
- True Manufacturer Part Number – M;
- True Manufacturer Cage Code – M (or complete name and address);
- Vendor/Contractor Cage Number (or complete name and address) – M;
- Vendor/Contractor Part Number – M;
- Quantity ordered-M;
- Order Unit – M;
- Serialized Item Tag – M;
- Serial number – M;
- Serial number software revision level;
- Serial number hardware revision level;
- Other serial number attributes;
- Currency – M;
- Unit Price – M;
- Warranty expiration date – M;
- Receiving NATO Depot;
- Extended Line Item Description;
- Part Number of next higher assembly;
- Qty. in the next higher assembly.

3.4. Shipping And Transportation

3.4.1. Preservation and Packaging

- 3.4.1.1. The Contractor shall, for the purpose of transportation, package, crate, or otherwise prepare items in accordance with the best commercial practices for the types of supplies involved, giving due consideration to shipping and other hazards associated with the transportation of consignments overseas.
- 3.4.1.2. A detailed description of packaging to be used shall be provided.
- 3.4.1.3. Any special packaging materials required for the shipment of items shall be provided by the Contractor.
- 3.4.1.4. All transportation shall be made directly to ISAF RC-South (Kandahar), by air freight, as detailed in paragraph below.

3.4.2. Package Marking

- 3.4.2.1. The packages, palettes and/ or containers in which supplies are transported shall, in addition to normal mercantile marking, show on a separate nameplate the project name, contract number and shipping address.
- 3.4.2.2. All hardware packaging supplied shall be marked as applicable with the true manufacturer's part number, serial number and revision level as identified in the relevant technical documentation.

3.4.3. Packing Lists

- 3.4.3.1. Packing lists shall accompany each shipment, which shall as a minimum include the following:
 - The NC3A contract number;
 - The NATO Project Title;

- Item description;
- Item part number and serial number;
- CLIN number as per the SSS;
- Name and address of the Contractor/ Sender, the Purchaser and Consignor;
- Detailed weight and dimensions per box/pallet/container;
- Box number and number of boxes in the consignment.

3.4.3.2. Two copies of the packing lists shall be fastened in a sealed envelope on the outside of each box, palette and/ or container.

3.4.4. Notice of Shipment

3.4.4.1. The Contractor shall provide the Purchaser with a notice of shipment which as a minimum shall include the following information and shall be received at the Purchaser not later than 2 days before scheduled departure:

- The NC3A contract number;
- Item description;
- Item part number;
- CLIN number as per the SSS;
- Name and address of the Contractor, the Purchaser and Consignor;
- Weight and dimensions per box/pallet/container.

3.4.5. Customs Documentation

3.4.5.1. If applicable and prior to a shipment by the Contractor, the Purchaser will upon request issue a Customs Form 302 which in some cases is required for the duty free import/export of goods. The Contractor shall be responsible for requesting the issue of a form 302, which is normally processed by the Purchaser within 3 (three) working days. Originals need to accompany the shipment and therefore sufficient time is needed to allow for the request, issue and transmittal. No fax or electronic copy is allowed. Any requirements for additional documentation, to be issued by NATO authorities for Contractor/ Shipper use, shall be identified between the Contractor and Purchaser.

3.4.6. Transportation

3.4.6.1. The Contractor shall be responsible for any insurance covering all shipments.

3.4.6.2. The Contractor is responsible to pack and transport the equipment to RC-South, to deliver the documentation to NC3A the Hague.

3.4.6.3. The Purchaser will not be liable for any storage, damage, accessorial or any other charges involved in such transporting of supplies.

3.4.6.4. The NC3A POC for all shipment instruction and shipment request is:

Mr Peter Skibsted
NATO C3 Agency
Boulevard Leopold III
B-1110 Brussels
Belgium
Tel: +32 (0)2 707 8383
Fax: +32 (0)2 707 8770