



INVITATION FOR INTERNATIONAL BID

IFIB CMRE-26-018

**MARITIME INTERNET TO RESEARCH
VESSEL “ALLIANCE”**

Bidding Instructions

Date of issue: Monday, 03 August 2026

Date of closing: Monday, 5 November 2026 – 09:00 hrs
CET

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Part I Bidding Instructions

1 General

1. This Invitation for International Bids (IFIB) intends to solicit bids for the provision of a turnkey solution of an integrated commercial maritime internet over satellite telecommunication system (data, phone for the Main Scientific Lab (MSL) of NATO Research Vessel ALLIANCE.
2. Through this IFIB, The Centre for Maritime Research and Experimentation (CMRE) located in La Spezia, Italy, is seeking either to procure the hardware (solution one) or to lease the hardware (solution two) as described in Part II Statement of Work (SOW). Partial bidding is allowed.
3. This solicitation is expected to result into a Firm Fixed Price services type contract in accordance with the (CMRE) Terms & conditions; contract award is contingent upon funding availability.
4. CMRE Standards Terms and Conditions dated May 2026 are applicable to this procurement and can be located on the CMRE website at www.cmre.nato.int/general-information under General Information.

2 Classification

This Invitation for International Bid (IFIB) as well as the prospective resulting contract - are NATO UNCLASSIFIED documents.

3 Definitions

1. The term "Bidder" shall refer to the bidding entity that has completed a bid in response to this IFIB.
2. The term "Contracting Authority" or "Contracting Officer" (CO) designates the official who executes this IFIB and will award and administer the resulting contract on behalf of the CMRE.
3. "Contracting Officer's Technical Representative" or "COTR" is the official who is appointed by the CO to assist in the technical management and day-to-day supervision of the resulting contract.
4. The term "Contractor" shall refer to the bidding entity to whom the contract is awarded.
5. The term "day(s)" as used in this IFIB shall, unless otherwise stated, be interpreted as meaning calendar days.
6. The term "NATO" shall refer to the North Atlantic Treaty Organisation.
7. The "Prospective Bidder" shall refer to the entity that has indicated thereon its intention without commitment, to participate in this IFIB.
8. The term "CMRE" shall refer to NATO Science & Technology Organisation – Centre for Maritime Research and Experimentation.

4 Eligibility

This IFIB is open to governmental or commercial entities:

1. Established in a North Atlantic Treaty Organisation Alliance member nation.
2. Working in the required field and legally authorised to operate in the country or countries in which this contract is to be performed at the time of bidding.
3. Has the required prior experience and past performance including size, cost and scope.
4. All proposed personnel on this requirement must be citizens of a NATO member nation.

5 Duration of the Contract

1. The contract awarded shall be effective upon date of award.
2. Delivery, installation and acceptance: expected delivery/installation start date 04 Jan 2027 (to be coordinated). Works must be completed no later than 4 months from start date.

3. Period of service:

- Base Period : year one, Apr 2027 – Mar 2028

Option Periods:

- Apr 2028 – Mar 2029
- Apr 2029 – Mar 2030
- Apr 2030 – Mar 2031
- Apr 2031 – Mar 2032

Option periods shall be exercised at the sole discretion of the CMRE Contracting Officer, based on satisfactory work performance, availability of funding, and ongoing evolving requirements.

6 Exemption of Taxes

All prices and rates quoted shall be exclusive of any taxes and duties from which CMRE is exempt pursuant to the provisions of “Agreement on the status of the North Atlantic treaty Organization, National Representatives and International Staff” (Ottawa Agreement), Articles IX and X and the Italian law ART. 72 of the D.P.R. 26/10/1972 n. 633 and subsequent modifications.

7 Amendment or Cancellation

1. CMRE reserves the right to amend or delete any one or more of the terms, conditions, or provisions of the IFIB prior to the date set for bid closing. A solicitation amendment or amendments shall announce such action.
2. CMRE reserves the right to cancel, at any time, this IFIB either partially or in its entirety. No legal liability on the part of CMRE shall be considered for recovery of costs in connection to bid preparation. All efforts undertaken by any bidder shall be done considering and accepting, that no costs shall be recovered from CMRE.

8 Bidder Clarification

1. In case of perceived ambiguities found in this solicitation, Prospective Bidders shall seek clarification at their earliest convenience. Any explanation regarding the meaning or interpretation of this IFIB, terms, clauses, provisions or specifications, shall be requested in writing from the Contracting Officer. The Contracting Officer must receive such requests for clarification no later than 5 (five) working days prior to the bid closing date.
2. Bidders’ conference (if applicable): not applicable.
3. Bidders’ site visit (if applicable): non mandatory can be arranged upon request and vessels availability after 5 October 2026; Bidders who wish to conduct a site inspection must formally submit a request to Contracting@cmre.nato.int
4. Information in response to all inquiries / requests for clarification to a prospective bidder shall be furnished to all prospective bidders by e-mail. All addendums and any necessary solicitation amendments shall be incorporated into this IFIB. Oral Interpretations shall not be binding.

9 Bid Closing Date

1. Bids shall be submitted by 09.00 hours, local time, **5 November 2026**. Bids received after the stated date and time, will not be considered.
2. Send bids via e-mail as an Adobe® .pdf file to: Registry@cmre.nato.int (See paragraphs 11 & 12)

NOTE: Please DO NOT send your bid to any other e-mail address otherwise your bid may be determined non-compliant with this IFIB.

10 Bid Validity

Bids shall remain valid for a period of sixty (60) days from the applicable closing date set forth within this IFIB. CMRE reserves the right to request an extension of validity. Bidder shall be entitled to either grant or deny this extension of validity. If the Bidder declines to extend the validity period, CMRE may treat the bid as withdrawn.

11 Content of Bids

The entire bid shall be split in two packages:

- a. The Financial proposal containing :
 1. The bidder's full name, address, point of contacts, telephone, and website;
 2. Price Proposal (See Annex 4 for Price proposal).
- b. Admin and Technical proposal containing:
 1. Compliance statement (See Annex 2)
 2. General Description of the proposed turnkey solution, according to the required specifications at para. 3 of Part II Statement of Work (SOW).
 3. Technical specification of the proposed equipment, according to the required specifications at para. 3.1.
 4. Project plan and timeline for the design, installation, integration and commissioning of the solution, according to para.3.2.
 5. Technical specification of the proposed services according to para 3.3.
 6. Statement of acceptance of the required minimum deliverables concerning Ongoing Support and Maintenance Services as stated in para. 4
 7. Past performance (See Annex 3); a description of the company's experience, minimum 2, demonstrating their expertise and past experience, in developing and delivering relevant solutions. In particular, contractor companies must show relevant experience in effectiveness, risk, and schedule analysis for similarly sized/complexity solutions according to para. 3.
 8. Bidders should provide the following info as far as practicable: Name of the client/contracting authority, size and complexity (budget, duration, number of resources involved, and operational scope). Effectiveness: methodology used to monitor operational and qualitative performance. Risk analysis: main risks identified in the project and mitigation measures adopted. Schedule: Tools and methodologies used for planning and monitoring schedules and final performance compared to the original schedule.
 9. A copy of the company's approved Quality, Health, Safety and Environmental Management Certificates.

12 Bid Submission

1. Bids shall be submitted electronically in two separate PDF documents; One containing the Admin/Technical Proposal and one containing the Financial Proposal, to: Registry@cmre.nato.int
2. Email subjects shall include the solicitation information along with company name (for example: IFIB-CMRE 25-013_Admin/Tech_ABC Inc. / IFIB-CMRE-26-018_FIN_ABC Inc.). Allow sufficient time in your submission should you encounter email size challenges.
3. Price proposals shall be in EURO (€) currency.

4. Prices shall be on a Firm Fixed Price Basis and include any relevant discount schedule.
5. No oral bids or oral modifications or telephonic bids shall be considered.
6. It is the ultimate responsibility of a prospective bidder prior to submission that all bid submissions are reviewed to ensure they meet the technical, contractual and administrative specifications and that offers meet the limitations and expressed conditions.

13 Late Bids

1. It is solely the bidder's responsibility that every effort is made to ensure that the bid reaches CMRE prior to the established closing date and time. Only if it can be unequivocally demonstrated that the late arrival of the bid package was the result of NATO staff negligence (mishandling) shall the bid be considered, as long as it is received before an award is made.
2. A delay in email exchange due to the server or size restrictions does not constitute a delay by NATO.

14 Bid Withdrawal

A bidder may withdraw their bid up to the date and time specified for bid closing. Such a withdrawal must be completed in writing, with attention to the CMRE Contracting Officer.

15 Bid Evaluation

1. The evaluation of bids and determination as to the responsiveness and technical adequacy or technical compliance, of the products or services requested, shall be the responsibility of CMRE. Such determinations shall be consistent with the evaluation criteria specified in the IFIB.
2. CMRE is not responsible for any content that is not clearly identified in any bid package.
3. The contract shall be awarded considering:
 - a. The proposal has received the highest score out of the pre-determined set of weighted administrative, technical and financial criteria set in the Evaluation Criteria Matrix, Annex 5 of this IFIB.
 - b. Successful administrative submission of bid packages as requested at paragraph 11 in this IFIB.
 - c. Acceptance of CMRE General Terms and Conditions.

16 Bid Clarifications

During the entire evaluation process CMRE reserves the right to discuss any bid in order to clarify what is offered and interpretation of language within the bid to resolve potential areas of concern. In no case will Bidders be allowed to change their price bid.

17 Award

1. CMRE intends to award a firm fixed price contract to the bidder whose bid represents the best value offer to NATO.
2. CMRE will collect information from references provided by the bidder in regard to its past performance. Contractors must provide authorization to contact references.
3. CMRE reserves the right to negotiate minor deviations to the listed General Terms and Conditions to this IFIB.

18 Communications

All communication related to this IFIB, between a prospective bidder and CMRE shall only be through the CMRE Contracting Officer. Designated contracting staff shall assist the CMRE Contracting Officer in the administrative process. There shall be no contact with other CMRE personnel regarding this IFIB. Such adherence shall ensure Fair and Open Competition with equal consideration and competitive footing leverage to all interested parties.

19 Invoicing and payments:

The invoicing and payment procedures that will govern the contract resulting from this solicitation, are those found in clauses no. 42 and 44 of CMRE Standards Terms and Conditions (para. 1 of Bidding Instructions).

20 Points of Contact

All correspondence and enquiries relevant to this IFIB, shall be addressed to the CMRE Contracting Office at the following email address: Contracting@cmre.nato.int

Part II Description/Specs/Statement of Work (SOW)

1 Introduction and Background

- a. CMRE, owner of the vessel NRV ALLIANCE, flagged and operated by the Italian Navy, is looking for the provision of a turnkey solution of an integrated commercial maritime internet over satellite telecommunication system (data, hone for the Main Scientific Lab (MSL) of NRV ALLIANCE.
- b. Currently, the MSL is receiving communication services through a combined and integrated dual SATCOM ORBIT system operated by the Italian Navy. This system provides the infrastructure necessary to establish a permanent point-to-point VPN connection between the MSL and CMRE's scientific research network located at their campus in La Spezia, Italy. The turnkey solution, however, will be used as a stand-alone system, separated from the SATCOM ORBIT architecture present on board the vessel, which will remain available for ITAN Command and Control, only. In addition to the Italian Navy infrastructure there are two Starlink transceivers installed on board Alliance; both of these systems operate as independent Internet links are not connected to the MSL network.

2 Area of Operation

The area of operation (see Figure 1) is delimited by the following geographical coordinates:

- from 100° W to 045° E of Longitude, and
- from 30° N to 083° N of Latitude



Figure 1: Area of Operation

3. Technical Specifications

- a. The turnkey solution has to deliver high-speed, secure, and reliable maritime unclassified connectivity for on board scientific communications to meet the vessel's scientific mission requirement for, internet and voice service in the area of operations as specified at para. 2 above. The turnkey solution should be based on a multi-Wan approach, that integrates VSAT, LEO, 4G/5G mobile data and other available option as suggested by vendors.
- b. In order to ensure the MSL users to get the most out of all the connections, the proposed solution has to incorporate all available connections into SD-WAN. The SD-WAN will manage the communications flow automatically in real-time, while also allowing for changing policy manually and providing the best available combination of dedicated satellite communication bandwidth at any location as per area of operations as specified at para. 2 above.
- c. The prospective bidders have to provide a detailed solution for monitoring and managing all the WAN's in a single cloud based platform and support the possibility of future technologies.
- d. The proposed solution has to be future – proof and should allow for additional forms of available connectivity in the future.
- e. The prospective bidders must guarantee that the connectivity solution offered (HW and SW) complies with all applicable legal regulations and with the IACS (International Association of Classification Societies) Unified requirements E26 (cyber resilience of ships) and E27 (Cyber resilience of on-board systems and equipment).
- f. The proposed solution will be a new proposal from scratch and should:
 - be capable of leveraging existing equipment already available on board NRV Alliance (refer to para. 6 below)
 - be limited to all equipment above and before the multiplexer (included); outputs from multiplexer and configuration of internal distribution net in the MSL will be managed and configured by CMRE and
 - be able to support a point-to-point VPN connection between MSL and CMRE's corporate and scientific network in La Spezia. NB: the VPN connection itself will be established using devices owned and managed by CMRE; the proposed solution must simply provide the underlying delivery network.
 - Tools for online monitoring of vessel network status and performance

A high-level physical diagram of our request as per Figure 2 below.

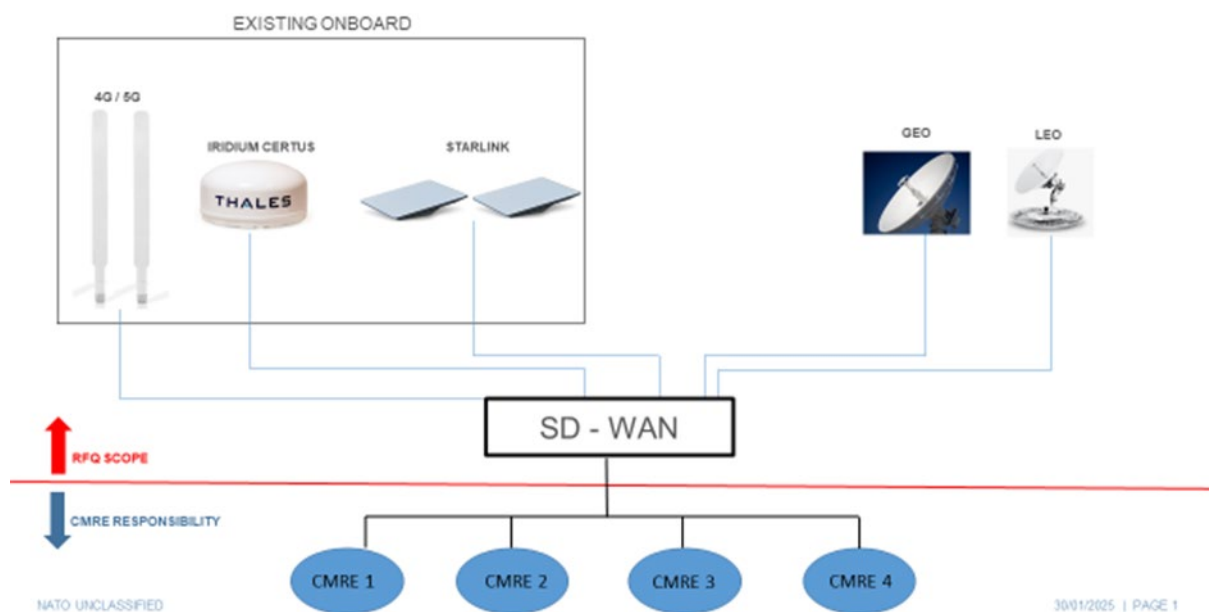


Figure 2: high-level physical diagram

The proposed technical solution should include:

3.1 Provision of hardware and software to be integrated with existing equipment on board (refer to para.6 below)

Including, but not limited to:

- Provision of antenna(s) and hardware;
- Provision of modem(s) and hardware;
- Provision of necessary software;
- Provision of accessories.

3.2 Design, Installation, Integration and Commissioning

Including, but not limited to:

- Configuration, Installation, Commissioning, Test and Documentation of the complete system;
- Design of network diagrams and drawings;
- Installation of antenna(s) including cable pulling, preparation for the physical installation, physical installation of antenna(s);
- Configuration of the system and integration;
- Formal acceptance test.

3.3 Provision of Services

- **Provision of VSAT Airtime:**
 - Data plans with bandwidth flexibility and Short-term upgrades. (Customized data plans, suspension allowances);
 - VSAT bandwidth flexibility to fit with the possible future changing bandwidth needs for CMRE;
 - Satellite coverage must be such as to ensure connection to the public internet with a bandwidth profile of at least 2/2 Mbps in the area of operations as specified at Para 2 above, with unlimited data;
 - Specify which solution of satellites the bidders propose to meet the coverage specified in Figure 1 above in line with the limitation of the current technology
 - A fully dedicated downstream channel of at least 2 Mbps and a fully dedicated upstream channel of at least 2 Mbps must be guaranteed on the satellite modem;
 - In favorable weather conditions, 99% availability on the throughput must be guaranteed;
 - NRV ALLIANCE must be provided exclusively with public internet connectivity with a dedicated band profile equivalent to the entire satellite channel;

- Data transfer speeds must be scalable at CMRE request for temporary periods of increased data transfer requirements.
- ***Provision of Mobile Data Communication, 4G/5G:***
 - Bidders to deliver the service via one or more SIM cards for all standard territories (provide detail of standard territories);
 - Customized data plans, suspension allowances;
 - In line with the limitations of current technology, bidders to provide coverage of the service to meet the requirement specified in Figure 1 above.
 - Further territories can be added on request with custom pricing to be agreed between the parties;
 - The service is offered via “Fixed Data Package” (Bundles) or on a “Pay as you go” basis;
 - Monthly and Annual pricing.
 - ***Provision of LEO Satellite Communication Services;***
 - Bidders to provide a high-speed, low latency, broadband maritime connectivity;
 - Bidders to propose flexible, scalable and reliable connectivity plans enabling the vessel to become a fully functional office;
 - Customized connectivity plans, suspension allowances;
 - Connectivity capable to transfer data, upload image and video, run real-time process and maintain communication from remote areas;
 - In line with the limitations of current technology, bidders to provide details of coverage of the service to meet the requirement specified in Figure 1 above.
 - ***Provision of IRIDIUM CERTUS services;***
 - Bidders to provide available Iridium airtime plans based on the existing Equipment as per para. 6 below.
 - Customized services plans, suspension allowances;
 - In line with the limitations of current technology, bidders to provide details of coverage of the service to meet the requirement specified in Figure 1 above

4. Ongoing Support and Maintenance Services

- Service must come with a 24/7 Customer Service Support in English language (minimum requirement). Italian language, as secondary language is desirable but not essential;
- Bidders must be able to offer a solution that enables CMRE, when requested, to monitor and manage the performance and data consumption of all the networks both remotely or locally with a designated representative, directly or through a 24/7 NOC.

- SLA: a detailed Service Level Agreement to be submitted to the client for concurrence which includes, but not limited to:
 - The service provider undertakes, for the duration of the contract, to carry out free of charge the technological updates necessary to guarantee the performance of the supplied solution;
 - Availability of specialized Service Engineers to support CMRE in its operational area;
 - Customized monthly performance reports sent to track SLA's;
 - Provide a detail of the preventive maintenance activities of the system;
 - Tools for online monitoring of vessel network status and performance;
 - Recommended spares.
- Prospective bidders should have in-house 24x7 SOC (Security Operations Center), to deliver Professional Maritime Cybersecurity services (compliant to NIS2 Standard in Europe or equivalent Standard in USA)

5. Optional Service

Prospective bidders should be able to provide crew Recreational services such as, but not limited to, free internet, TV streaming etc.

6. Existing and Available Equipment on board NRV Alliance

The following existing equipment on board NRV Alliance should be included and integrated in the new proposal.

Should that equipment be considered not compatible with their proposal, vendors should report the reason for their considerations, propose, and quote alternative solutions.

- Existing IRIDIUM CERTUS 700, (Antenna THALES S/N 803312 – TRANSCEIVER S/N 102971) located in the ship's MSL, to be used as communications back-up at High Latitudes and VSAT companion, also;
- Existing Starlink dual High-Performance maritime terminal (STARLINK SERIAL NUMBER HPCP209734002901 – KIT SERIAL NUMBER KITP00138686 (as second LEO communications system);
- Existing Mobile Data Communication System (4G/5G) comprising of Peplink router MAX BR1 Pro 5G and external mounted Ultra-Wide MIMO (4x4) Omnidirectional Marine & Coastal LTE/5G & Wi-Fi antennas

Bid Content / Checklist

BID CONTENT / CHECKLIST

Table of Contents:

- ☐ Bidder's name, address, POC, Contact numbers, email address
- ☐ CMRE Solicitation T&Cs Compliance Statement (Annex 2)
- ☐ Past Performance Information Form - including References (Annex 3)
- ☐ Financial Proposal (Annex 4)
- ☐ Technical Proposal

CMRE SOLICITATION T&Cs COMPLIANCE STATEMENT

COMPLIANCE STATEMENT TO SEALED BID IFIB CMRE-26-018

1. It is hereby stated that our Company has read, understood and will comply with all the documentation, terms & conditions which form part of **IFIB CMRE-26-018** to include - more specifically – the following:
 - a. The Statement of Work, Part II.
 - b. The CMRE Standards Terms and Conditions dated May 2026, which are applicable to this procurement and located on the CMRE website at <https://www.cmre.nato.int/general-information> .
2. The Bidder certifies that the quotation submitted in response to the referenced solicitation is fully compliant with the provisions of **IFIB CMRE-26-018** and the intended contract with the following proposed MINOR exception(s) - if any; such exemptions are considered by the Bidder non-substantial to the CMRE solicitation provisions issued:

Clause / Reference	Description of Proposed Minor Deviation

3. Important notice:
 - a. Bidders proposals must be based on full compliance with the terms, conditions and requirements of the IFIB and all future clarifications and/or amendments.
 - b. The bidder may offer variations in specific implementation and operational details provided that the functional and performance requirements are fully satisfied.
 - c. In case of conflict between the compliance statement and the detailed evidence or explanation furnished, the detailed evidence/comments shall take precedence/priority for the actual determination of compliance.
 - d. Minor or non-substantial deviations may be accepted by CMRE, while substantial changes will result in potential administrative non-compliance at CMRE's full and exclusive discretion.

Annex 3: Past performance Information Form

PAST PERFORMANCE INFORMATION FORM

(Company is required to submit minimum of **2 (two)** – references may be submitted in lieu of past performance).

Contracting Entity:

Contract No:

1. Type of Contract (Firm Fixed Price, Requirements):
2. Title of Contract:
3. Description of Work Performance and Relevance to Current Acquisition:
4. Contract Euro Amount:
5. Period of Performance:
6. Name, Address, Fax and Telephone No. of Reference:
7. Indicate Whether Reference Acted as Prime or Sub-contractor:
8. Comments regarding compliance with contract terms and conditions:
9. Complete Contact Information for client:
10. Permission to contact client for reference: Yes/ No

Name/Signature of Authorized Company Official _____

This Enclosure is designed to assist the respective company provide CMRE with all necessary documents/information required. For clarification, please refer to Bidding Instructions in part 1 of subject solicitation.

Annex 4: Price Proposal

PRICE PROPOSAL

1. Bidders shall provide an all-inclusive, firm fixed price (FFP) bid for the item described below by filling out the “Price” boxes of the schedule of supplies and prices, for Solution One, and/or Solution Two and option item. Partial bidding is allowed.
2. CMRE reserves the right, at its sole discretion, to procure “Solution One” or “Solution Two” based on operational, financial and/or technical considerations.
3. CMRE reserves the right, at its sole discretion, to procure the option item ~~1 and/or option items 2~~, subject to availability of sufficient funds. The price of the option item will not be considered in the price evaluation process.
4. The prices shall be tax and duty free and shall be expressed in Euro.

Schedule of Supplies and Prices

Solution One – Acquisition of Hardware

No	Description/Deliverables	Unit of Issue	Price (in €)
1	Turnkey communication solution including provision of hardware, software, installation, communication services, support and maintenance services for year one.	Lump/sum	
2	Communication Service, Support and Maintenance Services year 2, as per para. 3.3 and 4 of Part II Statement of Work (SOW).	Lump/sum	
3	Communication Service, Support and Maintenance Services year 3, as per para. 3.3 and 4 of Part II Statement of Work (SOW).	Lump/sum	
4	Communication Service, Support and Maintenance Services year 4, as per para. 3.3 and 4 of Part II Statement of Work (SOW).	Lump/sum	
5	Communication Service, Support and Maintenance Services year 5, as per para. 3.3 and 4 of Part II Statement of Work (SOW).	Lump/sum	

Solution Two - Leasing of Hardware

No	Description/Deliverables	Unit of Issue	Price (in €)
1	Turnkey communication solution including leasing of hardware, software. Provision of installation, communication services, support and maintenance services for year one.	Lump/sum	
2	Communication Service, Support and Maintenance Services year 2, as per para. 3.3 and 4 of Part II Statement of Work (SOW).	Lump/sum	
3	Communication Service, Support and Maintenance Services year 3, as per para. 3.3 and 4 of Part II Statement of Work (SOW).	Lump/sum	
4	Communication Service, Support and Maintenance Services year 4, as per para. 3.3 and 4 of Part II Statement of Work (SOW).	Lump/sum	
5	Communication Service, Support and Maintenance Services year 5, as per para. 3.3 and 4 of Part II Statement of Work (SOW).	Lump/sum	

Option Item

No	Description/Deliverables	Unit of Issue	Price (in €) per year
1	Crew recreational services as per para.5.1 of Part II Statement of Work (SOW).	Lump/sum	

Authorizing Company Official:

Printed Name: _____

Position: _____

Authorizing Company (Signature): _____

Date: _____

Annex 5: Evaluation Criteria Matrix

EVALUATION CRITERIA MATRIX

1. In consideration of this particular requirement, CMRE has decided to assess bids by assessing administrative, financial and technical evaluation criteria adopting the weightings/scoring mechanism detailed hereafter based on numerical/weighted average.

	Evaluation factors Description	Maximum Marks	Type
1	Documented evidence that the company possesses experience to develop the relevant turnkey solution.	Pass / Fail	Administrative
2	ISO Certification: Documented evidence that the company is compliant with the International Standards Organization in the following disciplines: a. Quality Management (ISO 9001:2015), b. Occupational Health & Safety (ISO 45001:2018) c. Environmental Management (ISO 14001:2015)	Pass / Fail	Administrative
3	Acceptance of CMRE PROCUREMENT CONTRACTS STANDARD TERMS & CONDITIONS	Pass / Fail	Administrative
4	General Description of offered equipment according to the para. 3 of Part II Statement of Work (SOW).	Pass / Fail	Technical
5	Acceptance of the required minimum deliverables concerning Ongoing Support and Maintenance Services as stated in Para. 4 of Part II Statement of Work (SOW).	Pass / Fail	Technical
6	Documented evidence that the company possesses experience to develop the relevant turnkey solution within Maritime Research Organizations	30%	Technical
7	Project plan and timeline for the design, installation, integration and commissioning of the solutions, according to para. 3.2 of Part II Statement of Work (SOW).	8%	Technical
8	Technical specification of offered equipment, and offered services according the required specifications in para 3.1 and 3.3 of Part II Statement of Work (SOW).	30%	Technical
9	Description of optional service as per para.5 of Part II Statement of Work (SOW).	2%	Technical
10	Financial proposal for solution one and/or solution two (each solution will be assessed separately)	30%	Commercial

2. Items #1 to #5 are a pass/fail exercise, without any numerical scoring. Submissions that do not meet the mandatory requirements are not acceptable and are rejected and therefore may not be considered further in the evaluation process. Bidders whose offers are rejected at this stage will be informed in writing. Administrative compliance issues discovered (identified) as part of the evaluation of the price and technical/commercial bid may lead to administrative non-compliance.

3. Bids which have passed the preliminary administrative review will be assessed and scored numerically based on the technical and commercial evaluation criteria and weighting method.
4. Only offers that will receive 50% or more of the maximum marks available for Technical evaluation criteria (item #6, #7 #8 and #9 of Table 1), will be considered compliant and further assessed financially.
5. After evaluation, the scores will be finalized by performing a calculation to identify (at criteria level) the mean average of all evaluators. In case of a tie, the lowest priced offer will be awarded the contract.
6. Technical criteria items #6, #7 #8 and #9 : Each factor will be evaluated on a score from 0 to 100, which shall be subjected to a multiplier to reflect the percentage of the evaluation criteria allocated to that question.

A. The 0-100 score shall be based on the following chart

0	The Offered Specification is not consistent with the requested , or the offered specification is completely unacceptable .
1-9	The offered specification is Extremely poor – they have completely missed the point of the specification.
10-19	Very poor specification and not wholly acceptable . Requires major revision to the specification to make it acceptable. Only partially covers the requirement, with major deficiencies and little relevant detail proposed.
20-49	Poor specification only partially satisfying the requirements with deficiencies apparent. Some useful evidence provided but response falls well short of expectations.
50-69	The offered specification is acceptable but remains basic and could have been expanded upon. Response is sufficient but does not provide full coverage of the requirement..
70-89	The offered specification is considered Good . Describes adequately the capabilities in detail which provides high levels of assurance consistent with the requirements.
90-100	The offered specification is exceptional and clearly demonstrates capability of meeting or even exceeding the requirement. Specification is compelling in its description, providing full assurance consistent with a quality provider.

- B. The total score of the technical specification Item #8 will come from the following scoring table, based on this formula to calculate the technical score from 0 to 100 - Where weight for factors from “a” to “d” is 1 and weight for factors from “e” to “h” is 2.

$$x = \frac{a + b + c + d + 2(e+f+g+h)}{12}$$

Para. 3 of Specs/SOW	SPECIFICATION DESCRIPTION TITLE	SCORE
a	Provision of antenna(s) and hardware	
b	Provision of modem and hardware	
c	Provision of necessary software	
d	Provision of accessories	
e	Provision of VSAT Airtime	
f	Provision of Mobile Data Communication	
g	Provision of LEO Satellite Communication	
h	Provision of IRIDIUM CERTUS Services	

7. Financial (Price/Cost) criteria Item #10: The lowest priced offer which meets the pass criteria will score 100. All other offers will be scored on a pro-rata basis in relation to the lowest price. The score is then subject to a multiplier to reflect the percentage value of the price criterion.

Example:

- Bid 1 Eur 100,000 scores 100.

- Bid 2 Eur 120,000; differential Eur +20,000 or 20% (100%-20%) scores 80

- Bid 3 Eur 150,000; differential Eur +50,000 or 50% (100%-50%) scores 50.

- Bid 4 Eur 175,000; differential Eur +75,000 or 75% (100%-75%) scores 25.

- Bid 6 Eur 200,000 differential Eur +100,000 or 100% scores 0

(note: The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price).

Where the scoring criterion is worth 30% then the 0-100 score achieved will be multiplied by 30. In the example if a supplier scores 50 from the available 100 points this will equate to 15% by using the following calculation: Score/Total Points multiplied by 30 (50/100 x 30 = 15%).

(END OF IFIB)