



SCIENCE & TECHNOLOGY ORGANIZATION
CENTRE FOR MARITIME RESEARCH AND EXPERIMENTATION

ORGANISATION POUR LA SCIENCE ET LA TECHNOLOGIE
CENTRE DE RECHERCHE ET D'EXPÉRIMENTATION MARITIME

Request For Quotation

RFQ CMRE-26-010

Provision of Sea-Bottom Training Mine

Date of issue: Thursday, 03 September 2026

Date of closing: Friday, 02 October – 09:00 hrs CEST

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Part I Bidding Instructions

1 General

1. This Request for Quotation (RFQ) intends to solicit quotes for the provision of one (1) Sea-Bottom Training Mine to conduct experiments related to naval mine warfare.
2. The objective is to procure a highly realistic target to test various sensors and associated algorithms for the purpose of target identification.
3. Bidders shall refer to the Technical Specification at part II of this RFQ for the detailed requirements.
4. This solicitation is expected to result into a Firm Fixed Price contract in accordance with the (CMRE) Terms & conditions; Contract award is contingent upon funding availability.
5. STO-CMRE Standards Terms & Conditions dated May 2026 are applicable to this procurement and can be viewed and/or downloaded from the CMRE website at www.cmre.nato.int/general-information.

2 Classification

1. This Request For Quotation (RFQ), 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 RFQ.
2. The term "Contracting Authority" or "Contracting Officer" (CO) designates the official who executes this RFQ 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 RFQ 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 RFQ.
8. The term "CMRE" shall refer to NATO Science & Technology Organisation – Centre for Maritime Research and Experimentation.

4 Eligibility

This RFQ 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.

5 Duration of the Contract

1. The contract awarded shall be effective upon date of award.
2. Delivery date: 5 months from the date of contract award, which is expected by October 2026, and in any case no later than 31 March 2027.

6 Exemption of Taxes

All prices and rates quoted shall be exclusive of any taxes and duties from which STO-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 of the Solicitation

1. CMRE reserves the right to amend or delete any one or more of the terms, conditions, or provisions of the RFQ 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 RFQ 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 Bidders conference, site visit and requests for clarifications

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 RFQ, 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 & site visit: not-applicable.
3. Information in response to inquiries / requests for clarification to a prospective bidder shall be furnished to all prospective bidders by e-mail. All addendums and any necessary solicitation amendment(s) shall be incorporated into this RFQ. Oral Interpretations shall not be binding.

9 Bid Closing Date

1. Bids shall be submitted by **09.00 hours, local time, 02 October 2026**. Bids received after the stated date and time, will not be considered.
2. Send bids via e-mail as Adobe® .pdf file(s) to: Contracting@cmre.nato.int

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

10 Bid Validity

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

11 Content of Quotations

The entire quotation shall be split in 2 packages:

1. The Financial quotation containing :
 - a. The bidder's full name, address, point of contacts, telephone, and website;
 - b. Price Quotation (schedule of prices Annex 4 for Price quotation).
2. Admin and Technical quotation containing:
 - a. Compliance statement (See Annex 2)
 - b. Technical submittals: technical specifications of the full system including the on board sensors.
 - c. Past performance (See Annex 3): Bidders shall cite at least one past performance based on contracts held within the last five years that are of similar size and scope, financial magnitude and complexity to the tasks, activities, and deliverables detailed in the SOW.

12 Quotation Submission

1. Quotations shall be submitted electronically in two separate PDF documents; one containing the Admin/Technical submittals and one containing the Financial Quotation, to: Contracting@cmre.nato.int
2. Email subject shall include the solicitation number along with company name (for example: RFQ CMRE-26-010_Admin/Tech_ABC Inc. / RFQ CMRE-26-010_FIN_ABC Inc.). Allow sufficient time in your submission should you encounter email size challenges or else.
3. Price quotations 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 will be considered.
6. It is the ultimate responsibility of a prospective bidder to ensure that all quotation submissions are reviewed for compliance in order to meet the RFQ required technical, contractual and administrative specifications.

13 Late Quotations

1. It is solely the bidder's responsibility to ensure that the quotation reaches CMRE prior to the established closing date and time. Only if it can be unequivocally demonstrated that the late arrival of the quotation 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 attributable to NATO.

14 Quotation Withdrawal

A bidder may withdraw their quotation up to the date and time specified for bid closing. Such a withdrawal must be communicated in writing via email addressed to the CMRE Contracting Officer.

15 Quotations Evaluation

1. The evaluation of quotations 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 RFQ (Annex 5).
2. CMRE is not responsible for any content that is not clearly identified in any quotation package.
3. Quotations shall be awarded considering:
 - a. Successful administrative submission of bid packages as requested in paragraph 11.
 - b. The proposal has received the highest score out of the pre-determined set of weighted administrative, technical and financial/commercial criteria set in the Evaluation Criteria Matrix, Annex 5 of this RFQ.
 - c. Acceptance of RFQ's Terms and Conditions (see Annex 2).

16 Quotations Clarification

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 quotation 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 RFQ, if/as required.

18 Communications

All communication related to this RFQ, 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 RFQ. Such adherence shall ensure Fair and Open Competition with equal consideration and competitive footing leverage to all interested parties.

19 CMRE Point of Contact

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

Part II Technical Specifications

1. Introduction

CMRE intends to solicit quotes for the provision of one (1) Sea-Bottom Training Mine to conduct experiments related to naval mine warfare. The training mine should have high level requirements as described below.

2. High Level Requirements

2.1 Objective

The sea-bottom training mine will have two main purposes:

- a) Provide the Centre with a highly realistic target to test various sensors and associated algorithms for the purpose of target identification.
- b) Record autonomous platform signatures when in proximity of the training mine.

2.2 Requirements

2.2.1 Shape

The training mine should have the shape of a bottom sea-mine (e.g. cylindrical, truncated cone or spherical).

2.2.2 Sensing capability

The training mine should be equipped with at least two sensors. Sensor type include:

- Pressure sensor
- Acoustic sensor
- Magnetic sensor
- Electromagnetic sensor
- Seismic sensor

2.2.3 The target should be capable to record the sensor raw data (optional).

2.2.4 Deployment and recovery:

The training mine shall exhibit lifting points for an easy deployment and recovery.

2.2.5 Operational depth:

Operational depth in the shallow water regime (<100m)

2.2.6 Endurance:

The training mine shall be operational when deployed for a duration of at least two (2) days

3. Technical Submittals

Bidders must submit a complete technical proposal describing the proposed sea-bottom training mine and its on-board sensors. The proposal shall include sufficient technical information to allow CMRE to assess compliance with the technical requirements, including:

- a. Technical Datasheet
- b. On-Board Sensor Description and Performance Evidence (manufacturer datasheets, test reports, calibration certificates, etc.)
- c. Deployment and Recovery Information
- d. Maintenance and Support Documentation

4. Training

The Contractor shall deliver a one (1) day training on site at CMRE (La Spezia, Italy); the **contractor personnel providing the training shall be NATO nations' citizens.**

Training costs shall not be included in the price proposal. The scope, schedule, location, and associated costs of the training shall be agreed separately at a later stage.

5. Testing and Acceptance

Testing and acceptance shall be conducted in conjunction with the operator training.

The Contractor shall support the testing and acceptance activities and demonstrate that training mine operates in accordance with the requirements set out in the Technical Specification. Final acceptance shall be subject to successful completion of the testing activities and confirmation by CMRE.

Annex 1: Quotation Content Checklist

Quotation Content Checklist

Bidders shall ensure the following information and/or documents are included in their bid:

- ☐ Bidder's name, address, POC, Contact numbers, email address.
- ☐ Compliance Statement (Annex 2)
- ☐ Past Performance (including References) (Annex 3).
- ☐ Price Quotation (Annex 4)
- ☐ Technical submittals

Annex 2: T&Cs Compliance Statement

CMRE SOLICITATION T&Cs COMPLIANCE STATEMENT

1. It is hereby stated that our Company has read, understood and will comply with all the documentation, terms & conditions which form part of **RFQ CMRE-26-010**, 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 **RFQ CMRE-26-010** 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

Company: _____ Signature: _____

Name &Title: _____ Date: _____

3. Important notice:
 - a. Bidders quotations must be based on full compliance with the terms, conditions and requirements of the RFQ and all future clarifications and/or amendments.

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- 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 one (1) past performance reference:

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 RFQ:
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 in order to provide CMRE with all necessary documents/information required. For clarification, please refer to Bidding Instructions in part I of this solicitation.

Annex 4: Price Quotation

PRICE QUOTATION

1. Bidders shall provide an all-inclusive, lump-sum Firm Fixed Price (FFP) by filling out the "Total Price" box in the Schedule of Prices.
2. The prices shall be tax and duty free.
3. The prices shall be expressed in Euro.

Schedule of prices

No.	Description/Deliverables	Unit of Issue	Total Price (€)
1	Sea-bottom training mine as per specs in Part II, Technical Specifications	ea	

Authorizing Company Official:

Printed Name: _____

Position: _____

Authorizing Company (Signature): _____

Title: _____

Date: _____

Annex 5: Evaluation Criteria Matrix

EVALUATION CRITERIA MATRIX

1. In consideration of this particular requirement, CMRE has decided to evaluate bids against administrative, technical, and financial/commercial criteria, as detailed in Table 1 below. Administrative compliance will be assessed on a Pass/Fail basis. Bids that successfully pass the administrative evaluation will then be assessed against the technical and financial/commercial factors, weighted as follows: 70% technical score and 30% price score:

Table 1

Item #	Evaluation factors Description	Maximum Score	Type
1	Acceptance of CMRE PROCUREMENT CONTRACTS STANDARD TERMS & CONDITIONS	Pass / Fail	Administrative
2	The training mine shall have the shape of a sea-bottom mine	Pass / Fail	Technical
3	The training mine shall have a minimum of TWO sensors	Pass / Fail	Technical
4	The training mine shall have lifting points	Pass / Fail	Technical
5	The training mine shall have an autonomy of at least TWO days	Pass / Fail	Technical
6	The training mine shall have an operational depth of at least 70 (SEVENTY) meters	Pass / Fail	Technical
7	Past Performance	Pass / Fail	Technical
8	Total number of sensors	30 points	Technical
9	Training mines endurance (in number of days)	20 points	Technical
10	The training mine can record the raw data of its various sensors. (auto-recording)	20 points	Technical
11	Price proposal	30 points	Financial/ Commercial

2. Items #1 to #7 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 and managerial review will be assessed and scored numerically based on the technical and financial/commercial evaluation/weighting criteria.
4. The 0-70 score for technical assessment shall be based on the following table:

Evaluation factors	SPECIFICATION DESCRIPTION	SCORE
Number of sensors	2 (two) sensors (minimum quantity required for compliance)	0 points
	3 (three) sensors	10 points
	4 (four) sensors	20 points
	5 (five) sensors or more	30 points
Endurance	2 days (minimum quantity required for compliance)	0 points
	3 (three) to 7 (seven) days	10 points
	8 days or more	20 points
Record the raw data of sensors (auto-recording)	Not provided	0 points
	Provided	20 points

5. Maximum price limitation

The maximum available budget for this requirement is EUR 300,000.00. Bidders are hereby informed that proposals exceeding this maximum price limitation may be considered financially non-compliant and may be rejected without further evaluation.

6. The final assessment will be based on the following formula. In case of a tie, the lowest priced offer will be awarded the contract.

$$\frac{\text{Bidder's Technical Score}}{\text{Total Possible Score}} \times 70 + \frac{\text{Lowest Compliant Price}}{\text{Bidder's Price}} \times 30 = \text{_____} (\text{Total Score out of 100})$$

(End of RFQ)