



Integrated Technology Services Network Services Programs

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Network Services Outline

**Transition
Update**

**FCSA
Current
Status**

**Conne-
ctions II
Status**

**Wireless
Program**

**Tele-
presence
Program**

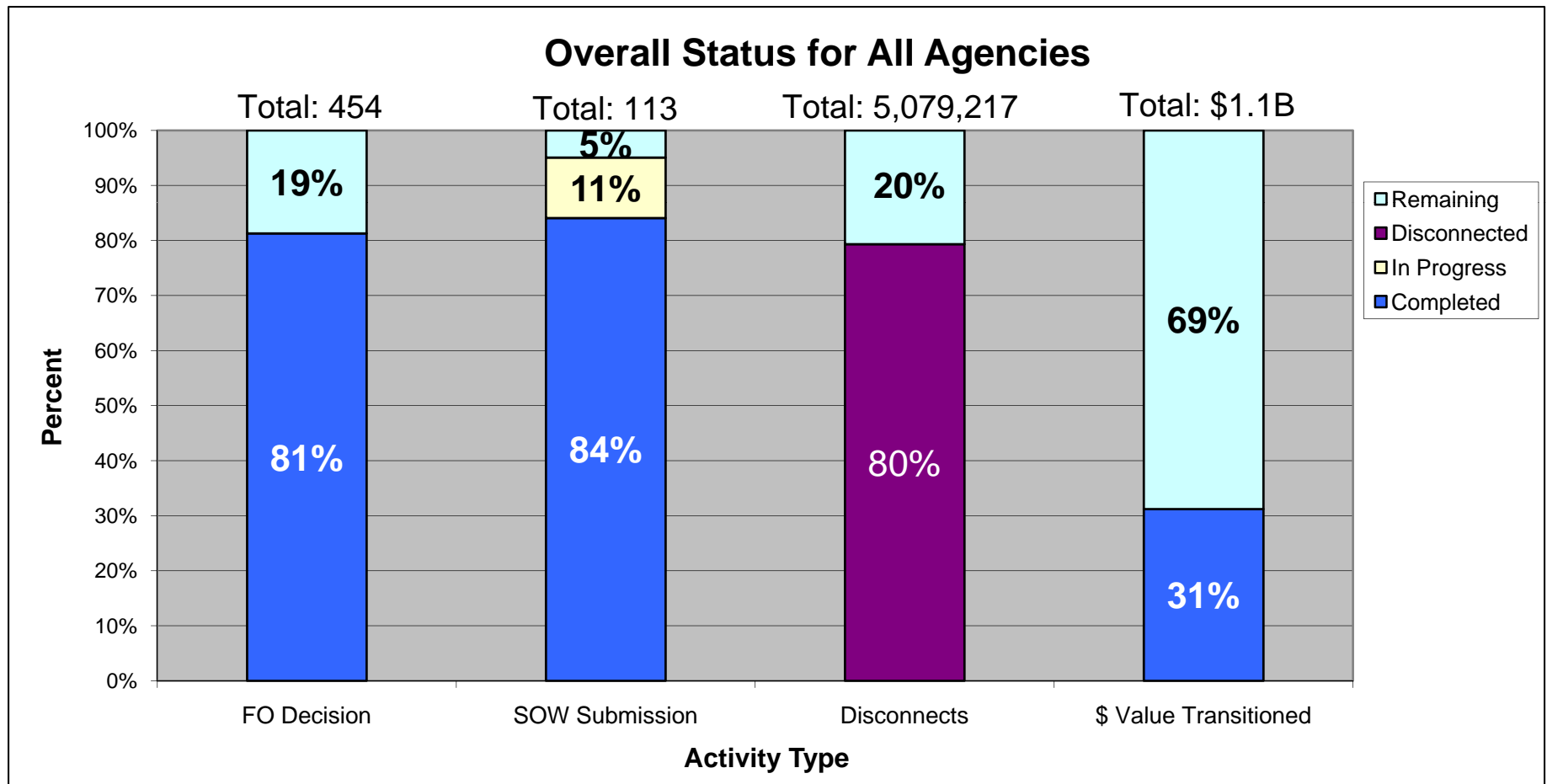
**Regional
Initiatives**

**Network
Services
2020**

Networkx Transition Progress



Overall Agency Transition Progress



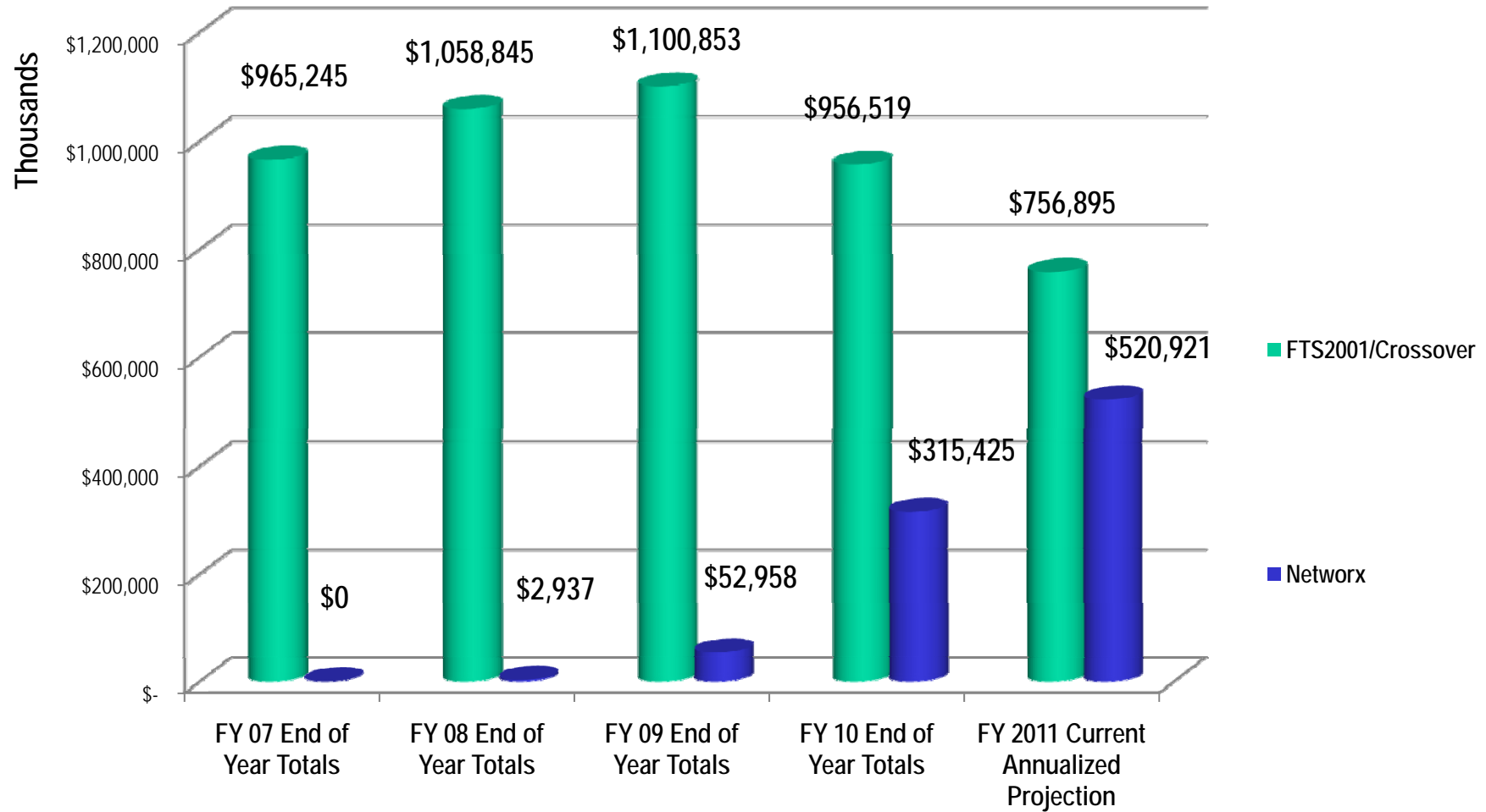
SOW "Completed": Agency has Awarded to Networkx Contractor

SOW "In Progress": SOWs Received by GSA and Pending Agency Award to Contractor

FTS2001 & Networx Business Volume



FTS2001/Networx Business Volume FY 07 Through FY 10

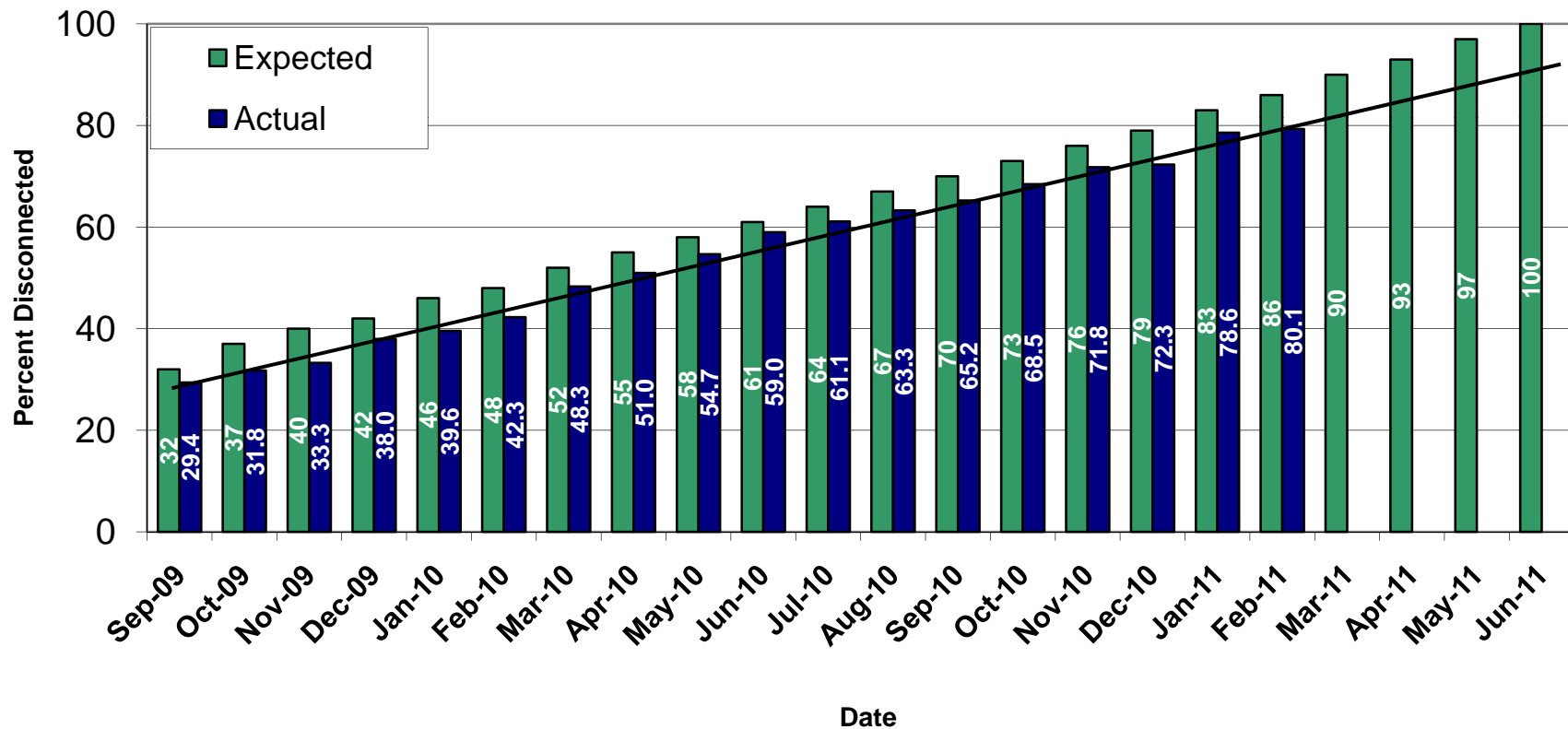


FTS2001 Services Disconnected*



FTS2001 Services Disconnected*

Expected versus Actual



* Source of disconnect data is weekly Disconnect Reports from FTS2001 contractors.

Next Steps

- Current Bridge Contracts expire on:
 - Qwest May 12, 2011
 - Sprint May 31, 2011
 - Verizon Business June 30, 2011
 - AT&T June 30, 2011

- GSA will negotiate Follow-on Bridge Contracts
 - 6 months POP plus one 6 month option
 - Only agencies that request use of the bridge will be authorized to use it
 - All agencies that do not respond will be disconnected

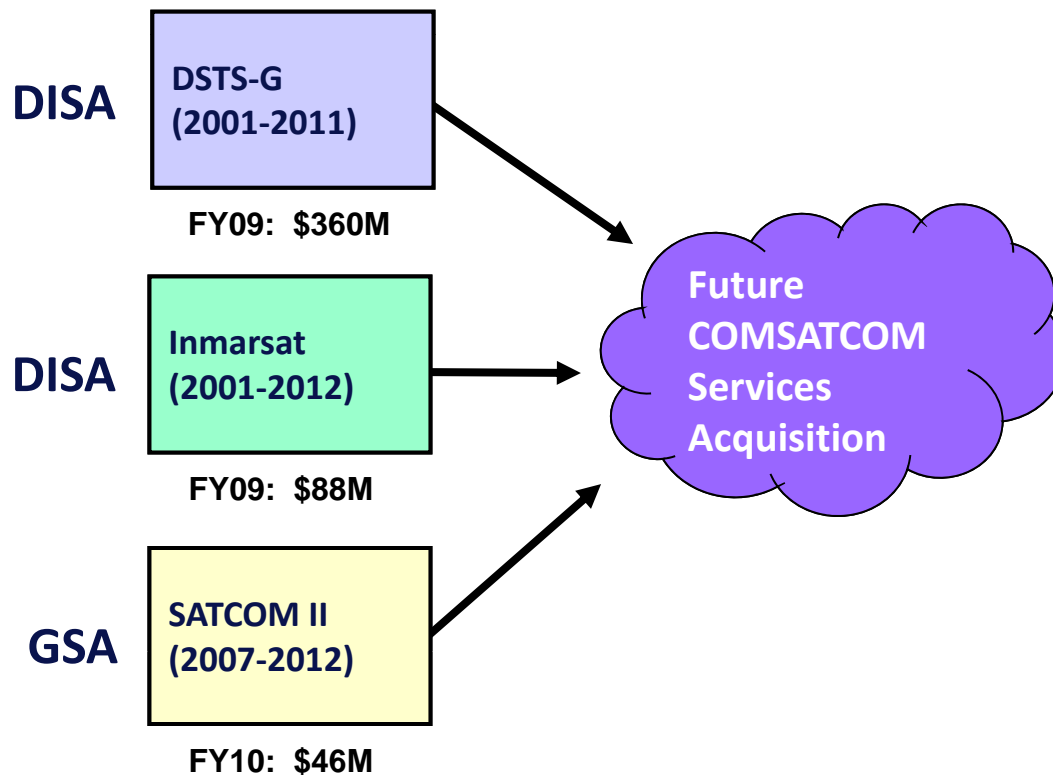
- Everyone is working very hard to complete transition – the end is in sight

Future Commercial SATCOM Services GSA-DISA Partnership



GSA and DISA have established a long-term agreement for Satellite services

- Schedule 70 – Continuously refreshed
- IDIQ's – 5 year
- Overall Value \$5B over 10 years



VALUE TO AGENCIES

- Establishes a common COMSATCOM marketplace
- Leverages GSA's multiple supply channels to optimize delivery of services
- Provides Information Assurance and Protection requirements

Future Commercial SATCOM Services Characteristics



Est. Task Order Values

Commercial SATCOM Services offered through FCSA

Contract Mechanism

Multiple Award
IT Schedule 70
SIN 132-54

Multiple Award
IT Schedule 70
SIN 132-55

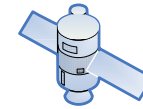
CS2 /CS2-SB
Multiple Award
ID/IQ Contracts

TRANSPONDED CAPACITY

~50%

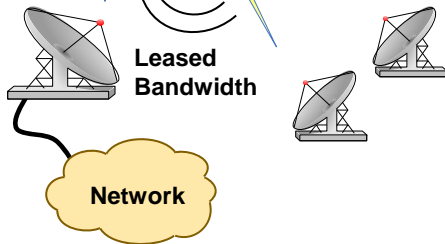


Anything from a single data stream, to a partial transponder, to whole transponders, to entire satellites



“Plug-in” SUBSCRIPTION SERVICES (\$/month, \$/minute, \$/MB)

~20%



Maximum leverage of commercially available services to meet customers' growing and evolving requirements

Custom END-TO-END SOLUTIONS

~30%

- ~67% CS2
- ~33% CS2-SB



Leased Bandwidth



Teleport



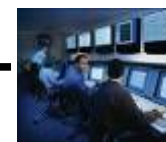
Network



User Equipment



Integration Services



Network Management

Ability to handle any customer requirement, including “Turn Key” commercial solutions

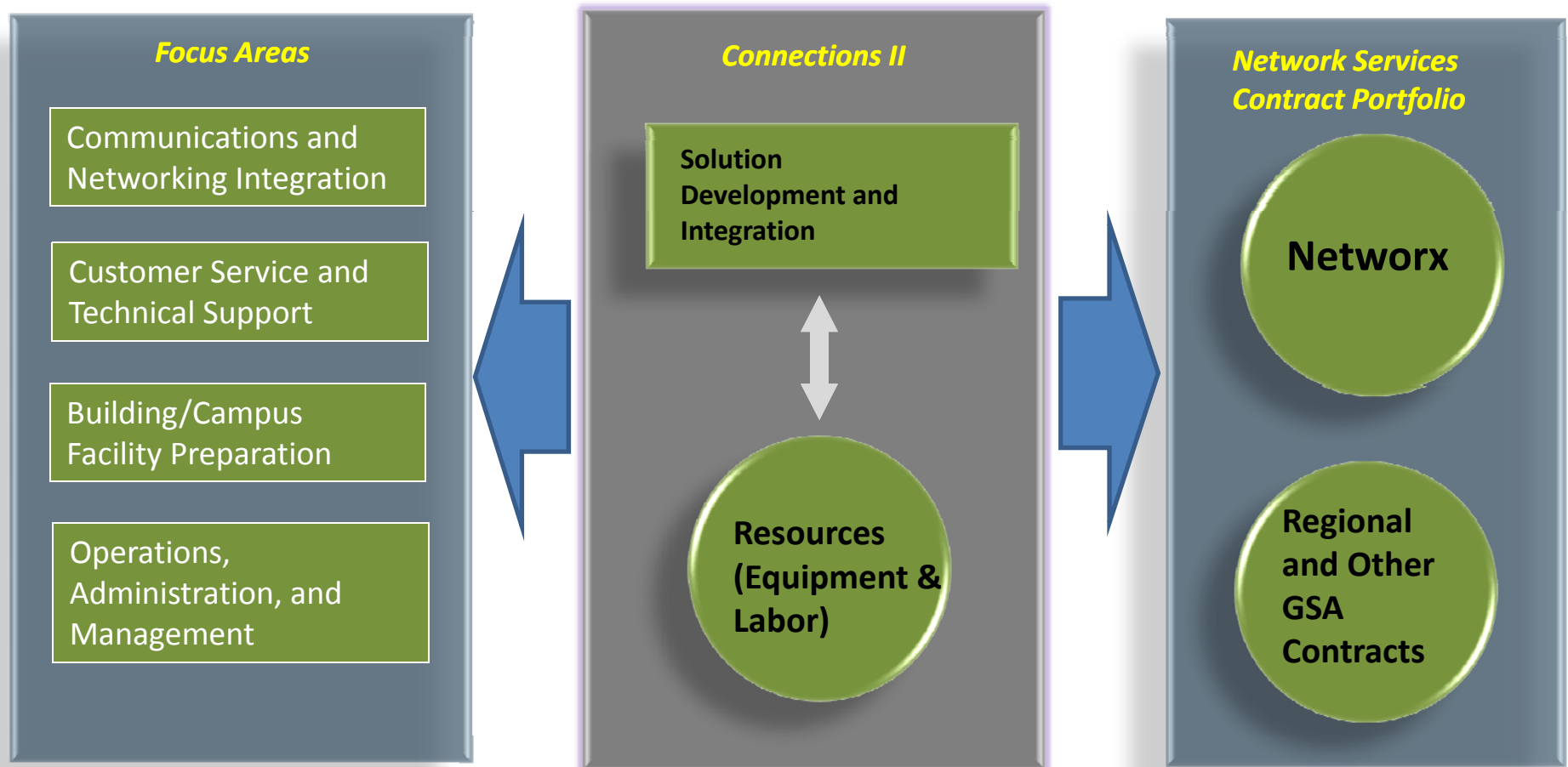
FCSA projected 10 year value is anticipated to exceed five billion dollars (\$5B)

FCSA Progress to Date

- GSA has awarded 8 Schedule 70 Contract Awards to date
 - Americom Gov't Services, ARTEL, CapRock, Hughes, Intelsat General, MTN, MVSUSA (132 55 only), Segovia
 - More proposals in pipeline with awards to be made soon
- DISA competing task orders for Transponded Capacity
 - First Task Order: Approx. \$22.5M for Transponder services to ARTEL
 - Approx. 36 task order RFQs competed with awards expected by 2/15/11
- DISA planning to post RFQs for Subscription Services
 - Multiple BPAs for Inmarsat Services per notice on FBO (11/8/10)
- **IDIQs (CS2 and CS2 small business) in Source Selection and on schedule**
 - Estimated award date: September 2011

Connections II Overview

Connections II Complements Network Services Contracts to Provide Network Services Labor and Equipment Solutions



Highlights

- Multiple award, IDIQ contracts
- Worldwide Geographic Scope
- Provisions for monitoring Supply Chain Risk Management
- Sustainability (Green) Requirements incorporated
- Davis-Bacon & Service Contracting Act language incorporated
- Contract Currently on schedule in Proposal Evaluation
 - **Award Goal: Summer 2011**

Current Environment

- Government buys \$800 million in wireless services annually
- Buying is segmented and local without the benefit of government-wide volume purchasing
- Buying patterns reflect local needs rather than broad agency requirements and approved buying procedures
- Potential savings have resulted in FSSI sponsored by OMB OFPP

Program Objectives

- Reduce Acquisition Costs by leveraging government-wide volume
- Drive down recurring costs through improved inventory and expense management
- Identify and Implement best practices across Government in the purchase of wireless:
 - Service Plans: Communication services to and from cell phones, smart phones air cards, tablet PCs, and similar devices
 - Devices: Cell phones, smart phones, air cards, Mi-Fi
- Ease of use

Accomplishments to Date

- Initial core Agency user group members identified: USDA, DOE, DHS, DOI, HHS, DOJ
- Additional interest and contributions from: VA, SSA, Commerce, Labor, Treasury, USPS, and GSA Regions
- Market leader briefings completed with Verizon Wireless, Sprint, and T-Mobile; scheduled with AT&T
- Developed project plan and key acquisition documents in draft and under review

Aggressive Schedule – targeted for Awards this FY

Overview

- Awarded to AT&T in Oct 2010
- 15 site hosted-solution network – telepresence rooms at GSA’s 11 region headquarters and 4 rooms in Wash DC metro area;
- Phase 1 – 5 DC sites activated
- Phase 2 – 10 remaining region sites activated
- Phase 3 – program ownership transferred to regions; regions make service available to agencies

Regional Programs



- Wide Area and Local Program implementations continue to merge
- Core IP services are not defined by “local” or “long distance”
- PBX’s are being phased out
- Vendor consolidation in both the wide area and local/regional markets leave us with multiple channels to the same vendors
- Ordering and billing continue require consolidation, standardization and automation

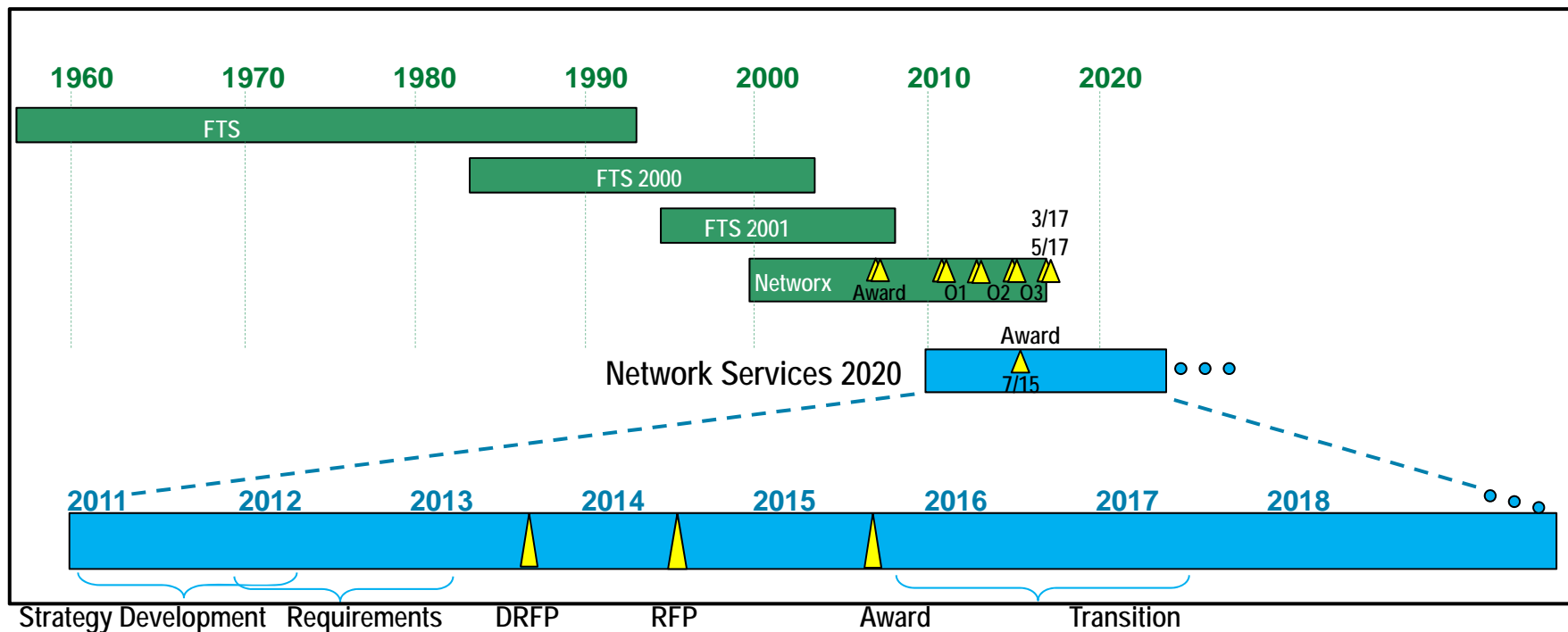
Program Initiatives

- Nationwide Acquisition Strategy
 - 50 acquisitions
 - 150 awarded contracts
 - 100 National, Regional and Local Service contractors
 - Four Contractors provide 90% of all services
- Implement standard electronic billing and bill consolidation
- Automate ordering
- Retire PBX's
- Aggressively implement VoIP

Network Services 2020

- Time to consider eventual replacement for Networkx
- New Goals, Objectives, Services, Solutions may be needed

Objective: Develop Alternatives for a Network Services Program Acquisition Strategy for 2020 and beyond



Acquisition Excellence Study

- Acquisition Strategy
 - Program Goals
 - Value/Governance
- Operations
 - Billing, ordering, inventory
 - Reporting
- Contract Management
- Technical Services
 - Hosting Center
 - Local Service Offerings
- Vendor Service Delivery
- Transition Lessons Learned

Acquisition Excellence Study

- FEDBIZOPS and Better Buy Website
- Soliciting input from all Sources
 - Agencies
 - Industry
 - Stakeholders
- Compile Findings
- Provide Feedback in June Timeframe
- Input to Updated Program Goals
- Revised Acquisition Strategy