



**Defense Information Systems Agency**  
Department of Defense

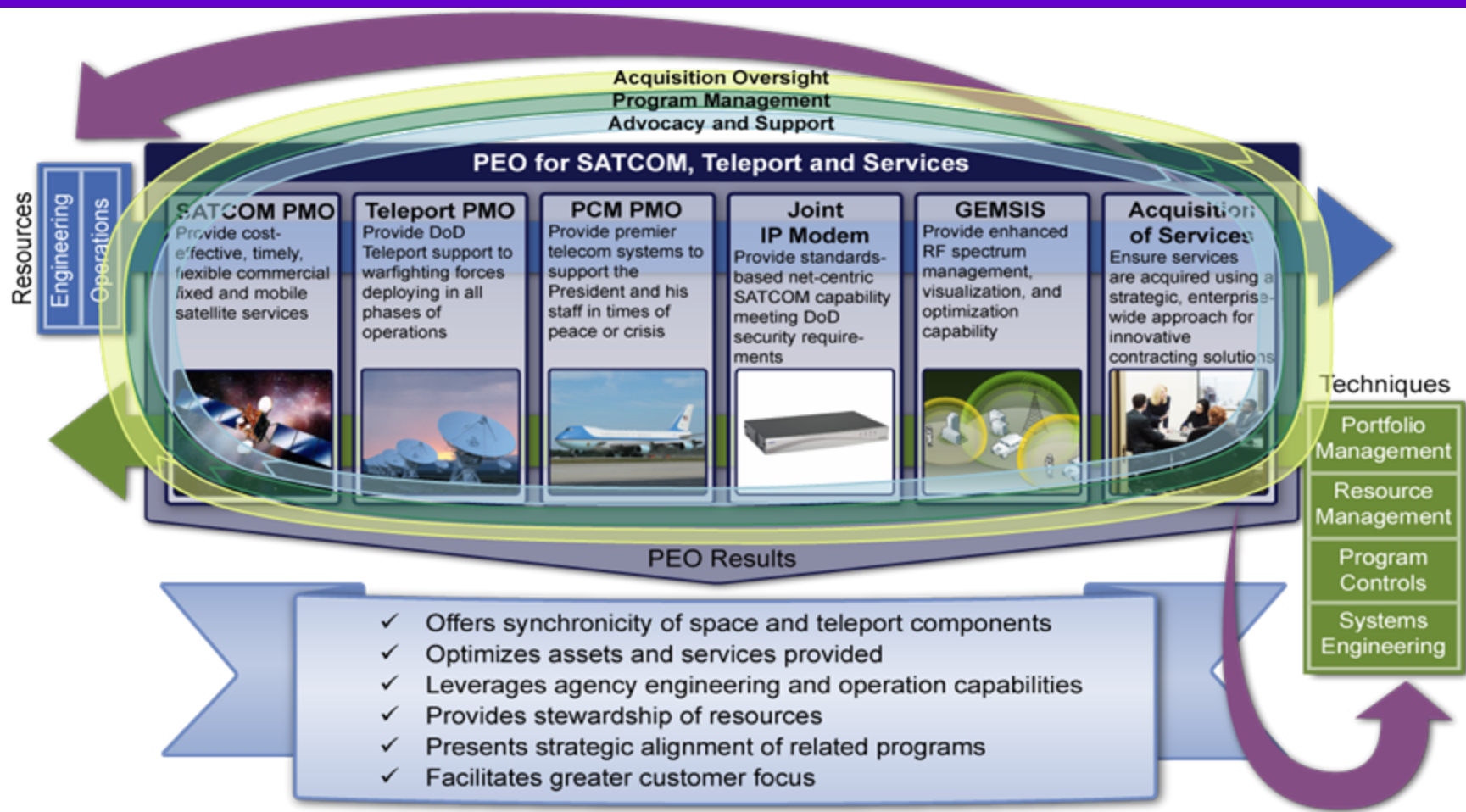
# **SATCOM, Teleport, and Services Program Executive Office**

UNCLASSIFIED

**Mr. Joe Mansir**  
**DPM, SATCOM, PEO STS**

***READY ~ RELIABLE ~ RELEVANT***

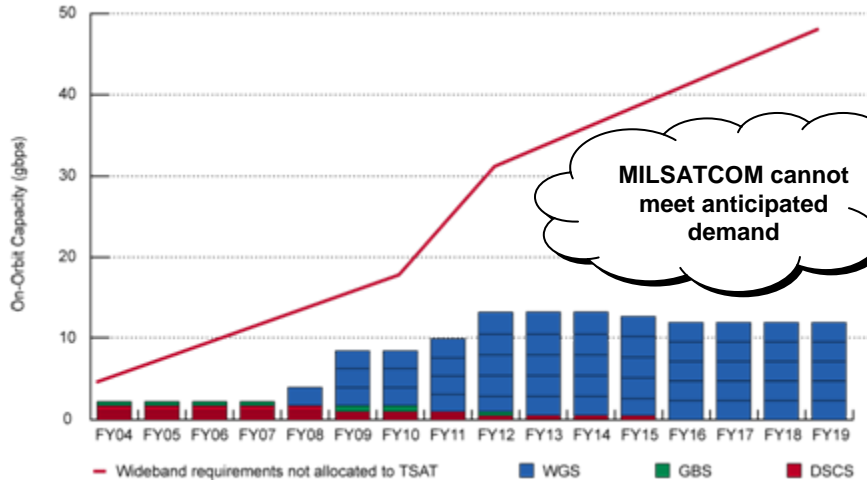
# DISA PEO SATCOM, Teleport & Services



***Ready.... Reliable.... Relevant***

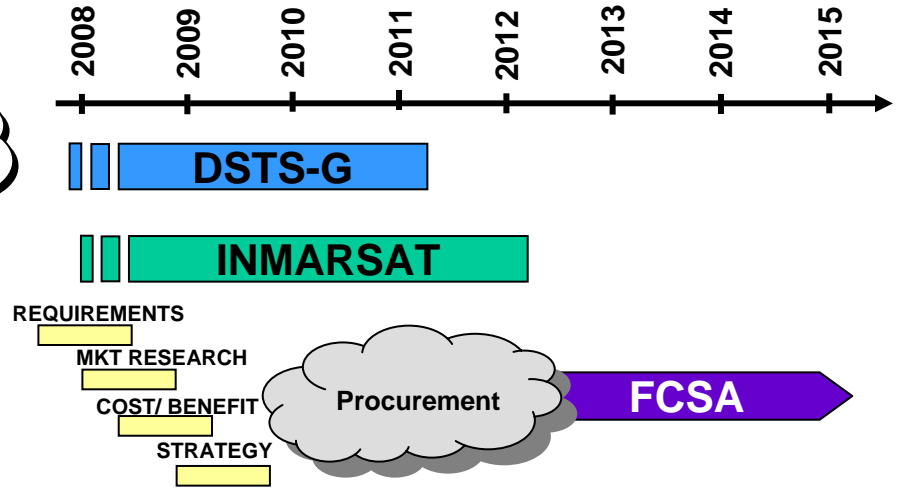


# Future COMSATCOM Services Acquisition (FCSA)



DoD's SATCOM usage continues to increase in support of DoD's net-centric approach to warfare

## Satellite Service Contracts



FCSA: Future COMSATCOM Services Acquisition

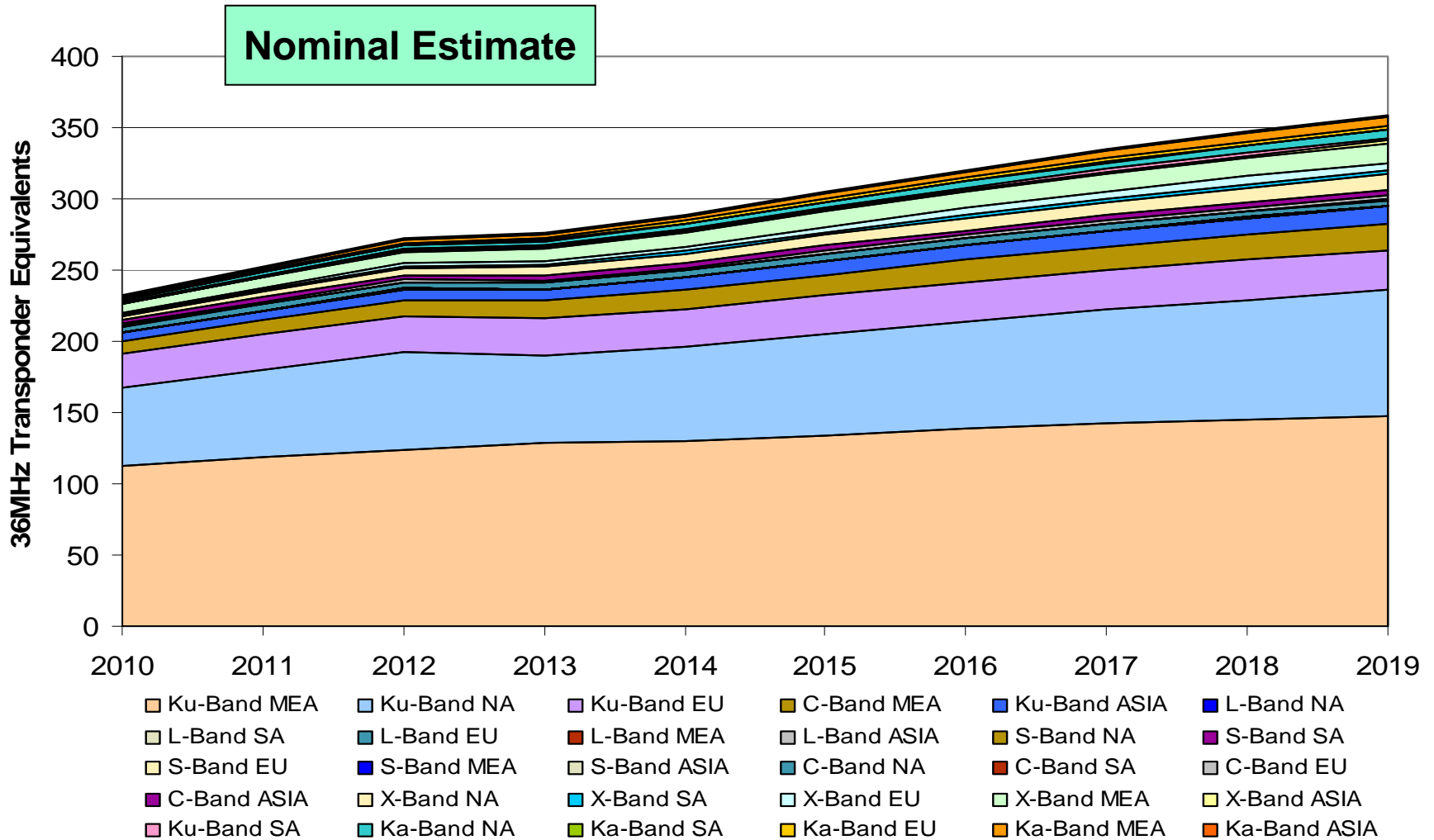
### Objectives

- Satisfy revalidated Joint Staff capabilities
- Provide Warfighters with a flexible, best value, mechanism
- Takes advantage of future industry and user trends

*Operational Flexibility is key to meeting the unique and changing needs of military users*



# Projected Transponded Commercial SATCOM Demand



*One of several projections used to feed the analysis of alternatives*

- **Sources Sought/RFI released January 2008**
- **Industry Days conducted March 2008**
  - 83 Industry attendees representing 40 companies (small business, FSS operators, MSS operators, integrators and managed service providers)
  - 31 one-on-one sessions conducted
- **Vendor Feedback**
  - 17 of 18 vendors agreed: Future COMSATCOM Services Acquisition RFI helped them convey necessary information concerning a future approach to planning, provisioning, acquiring, managing and operation of COMSATCOM Services



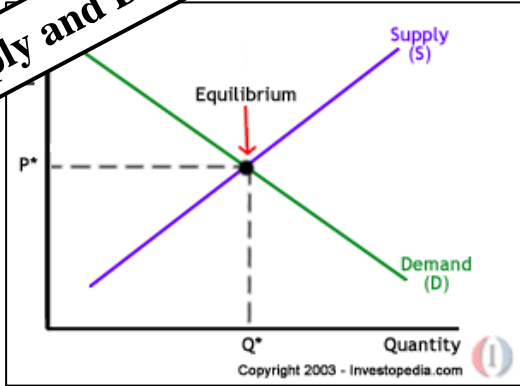
# Services Acquisition Objectives

- **Provide and expand upon Joint Staff endorsed capabilities**
  - Coverage
  - Capacity
  - Flexibility/Optimization
  - NetOps
  - Protection/OPSEC
  - Portability
  - Responsiveness
  - Net Readiness (Interoperability)
- **Provide Warfighters with a flexible, best value, mechanism:**
  - Best pricing
  - Leverages technological change
  - Provides a strategic approach
  - Reduces service provisioning complexity
- **Takes advantage of future industry and user trends**
  - Increased demand for managed and/or shared services
  - Increased support for protection and NetOps capabilities
  - Convergence of Mobile Satellite Service and Fixed Satellite Service offerings

*Capabilities endorsed by  
Joint Staff - July 2008*

# Considerations for the Future

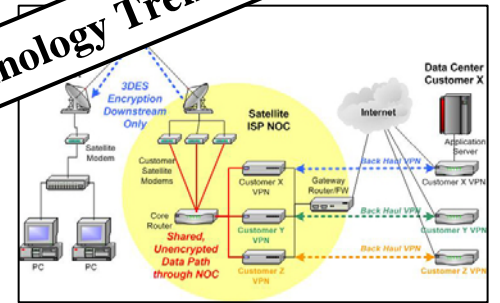
## Supply and Demand



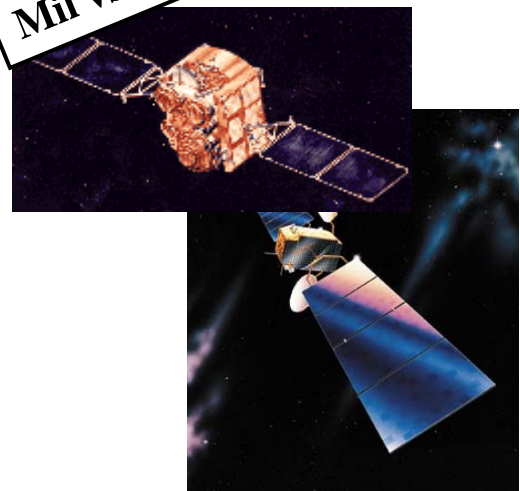
## Industry Desires



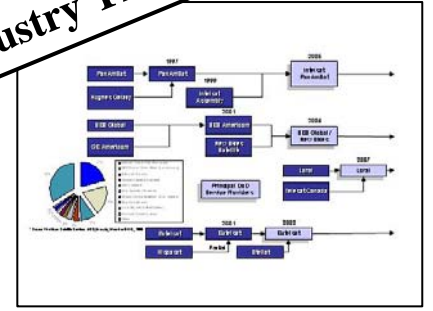
## Technology Trends



## Mil vs Commercial



## Industry Trends



## Law and Policy



## Funding





## **FY08/FY09 Key Dates**

- **Pre-solicitation Conference** **2QFY09**
- **Draft RFP** **2QFY09**
- **Release RFP** **3QFY09**





***Ready    Reliable    Relevant***



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