

The Value of Networx

Now that the Networx contracts have been awarded, some may be asking if the program has achieved its objectives and will be able to live up to all of the publicity that preceded the awards. The answer is a resounding yes. Our strategy was based on the eight objectives outlined below and we met them all.

- **Service Continuity:** Provides all services currently provided under FTS2001, and with the award of the FTS2001 sole source extension and the extension of MAA crossover contracts GSA can ensure agencies the ability to transition all services without interruption to agency mission requirements.
- **Competitive Prices:** Prices are overall below current FTS2001 prices assuring agencies the ability to transition within current budget allocations.
- **High Quality Service:** Requires contractors to provide reliable and efficient service to meet customer agency mission needs or be subject to financial penalties based on service level agreements.
- **Full Service Offerings:** Will meet agencies' needs for a broad array of services. Networx offers more services that were offered on FTS2001 and has the ability to expand and add more services throughout the life of the contract.
- **Alternative Sources:** Offers agencies access to all the major telecommunications companies and all FTS2001 incumbents. Agencies have the ability to choose from the best companies in the business, to compete their services on task orders and get the best possible value for their government dollar.
- **Operations Support:** Contracts provide all agency required ordering, billing, and inventory management functions needed to assist agencies in managing their telecommunications operations and back office functions.
- **Transition Support:** Requires awardees to assist in the timely and efficient transition from FTS2001 and crossover contracts and in the future transition from Networx to a future replacement contract.
- **Performance Based Contracts:** Is a performance based contract with service Level Agreements to ensure contractor performance and quality of service.

While it's clear that Networx has met its objectives, the question now is -- can it transform government as we have stated? The answer is that it's up to the agencies that use the Networx contracts. Networx contains everything on the technology horizon that will enable agencies to transform their respective business processes. This includes the latest in security requirements, management and application services, IP-based services, pricing structures, and a host of other capabilities that provide the transformational capabilities not provided on previous telecommunications contracts.

Will the contract grow to the levels we have discussed? Very likely yes. The offerings on the Networx program should grow at a greater rate than FTS2001. This increased growth rate will have an ancillary benefit to agencies, for as the program grows, their fee will decrease. For that reason, agencies are encouraged to use Networx and for the benefit of all, to encourage other

Agencies to use it to the maximum as well. Networkx truly leverages the buying power of all the government, providing far greater value than individual agencies could achieve on their own.

The Networkx program is all the Agencies and GSA hoped it would be and much, much more. If the Networkx program did not exist, we would be trying to find a way to invent it.