

DISA COMSATCOM SCOOP



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UPCOMING EVENTS

04.20.09 - 04.24.09

**DISA Customer Partnership
Conference 2009**
Anaheim, CA

05.19.09 - 05.21.09

**COMSATCOM Gateway
Operations Working Group**
Omaha, NE

06.22.09 - 06.26.09

**DISA Europe
Users Conference**
Germany

PROGRAM MANAGER'S MESSAGE

Greetings and welcome to the first issue of SATCOM PMO's quarterly newsletter, the COMSATCOM Scoop! This newsletter was created to provide useful information to our customers on SATCOM-related topics. Each issue will consist of the Program Manager's (PM) Message, Featured Stories, What's New, and Upcoming Events. The PM's Message will present the focus of the newsletter. Featured Stories will provide insight into specific SATCOM topics. The What's New section will provide latest SATCOM changes such as strategy and policy. Upcoming Events will

highlight future conferences and expos. In this issue, you'll read about the provisioning process that gives insight into executing the process, directed source and associated challenges, and the Joint IP Modem (JIPM) strategy for SATCOM.

If you need additional information, please visit our web site on the topics you read about. We are very excited to launch this newsletter as an informational tool to help our customers make informed decisions. We hope you enjoy our introductory issue!

PROVISIONING PROCESS: NEW SERVICE REQUEST

There are two activities critical to the Commercial SATCOM provisioning process that are equally important to ensure your service requirements are met and delivered on time.

The Preliminary Activities are comprised of the essential steps to prepare the requirements package to be submitted to the DISA Information Technology Contracting Office (DITCO). It is critical that you first contact your respective designated Regional Satellite Service Center (RSSC) or Global Satellite Service Center (GSSC) Customer Account Manager (CAM). The RSSC and GSSC CAMs are specialized in your specific region, and understand the policies and documentation required for your service area. They are also the same representatives who will help you complete some of the key documents such as the Commercial Satellite Service Request (CSSR), Satellite Acquisition Requirement

(SAR), Performance Work Statement (PWS), and Statement of Work (SOW).

Another important document is the Technical Evaluation Criteria, which is used by the Technical Evaluation Board (TEB) to evaluate the vendor proposals. Even though your respective CAM has the expertise to create it, we encourage you to be involved in the development of the Technical Evaluation Criteria as well. If you are interested in being a "nonvoting" member at the TEB, please inquire with your CAM.

After the appropriate documentation is completed and the Telecommunications Request (TR) is submitted and approved through the designated representatives via DISA Direct Order Entry (DDOE) system, your submission initiates the Primary Activities.

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PROVISIONING PROCESS | continued from page 1

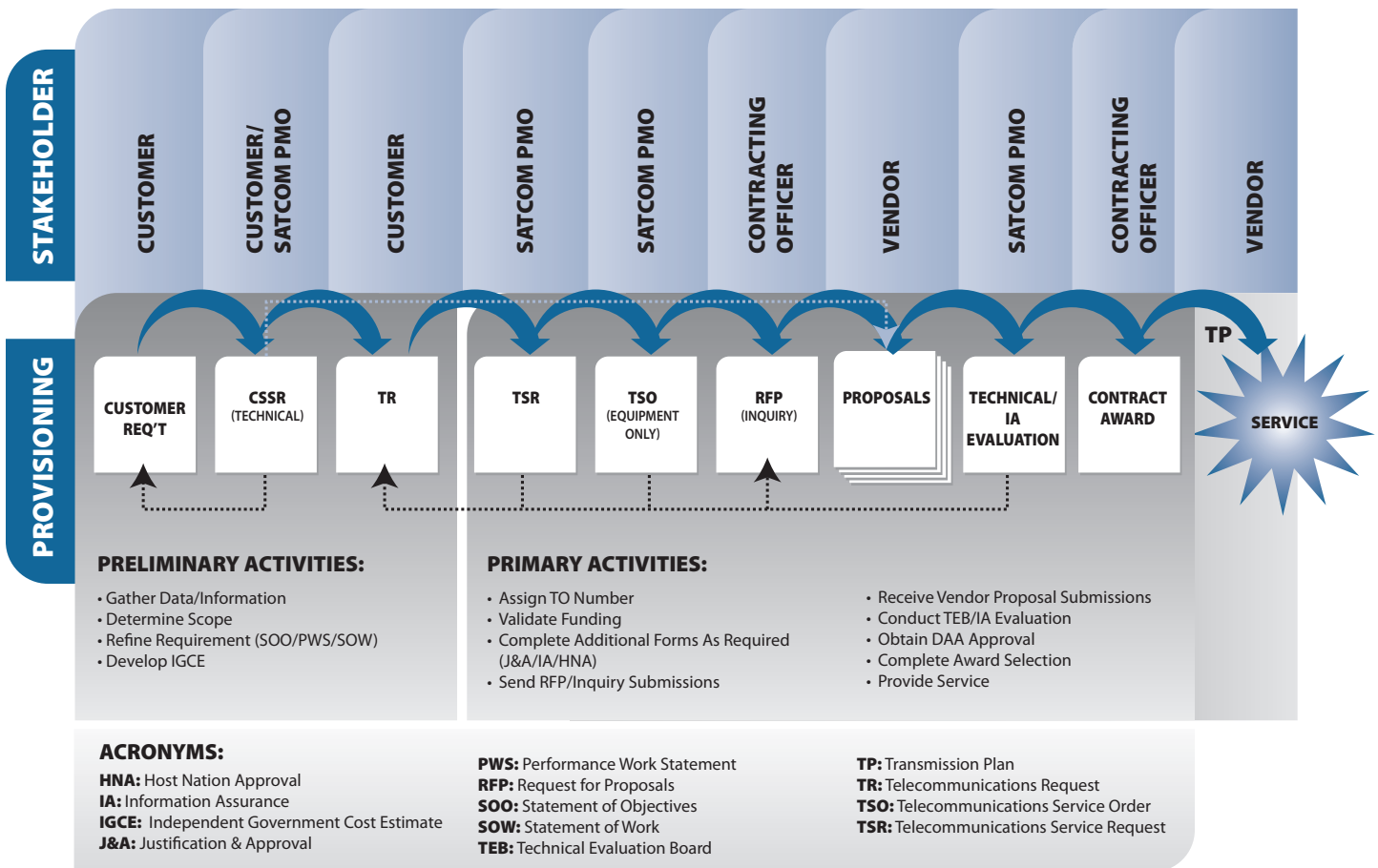
These activities officially begin when a Telecommunications Service Request (TSR) is issued, which states your requirements in detail.

Once the Contracting Officer (KO) receives the requirements package, the KO creates a Request for Proposal (RFP/ Inquiry) and sends to the vendors, who can submit up to three proposals and are given at least 14 days to submit their questions and prepare their proposals.

Vendors' proposals are evaluated by three different groups: the TEB, the Information Assurance Manager (IAM), and the KO. The TEB examines the technical merits; the IAM assesses information assurance (IA) compliance against the DoD IA Policy; and the KO performs the cost evaluation. After the KO receives the TEB/IA Recommendation Letter, the KO selects the vendor based on the recommendation letter and the cost evaluation.

Immediately after the KO identifies the winning vendor and all the documents are in place, the vendor is formally awarded and announced. The vendor is responsible to provide the Host Nation Approval (HNA), Frequency Clearances, Satellite Bandwidth, and the Transmission Plan.

SATCOM PMO COMSATCOM Provisioning Process



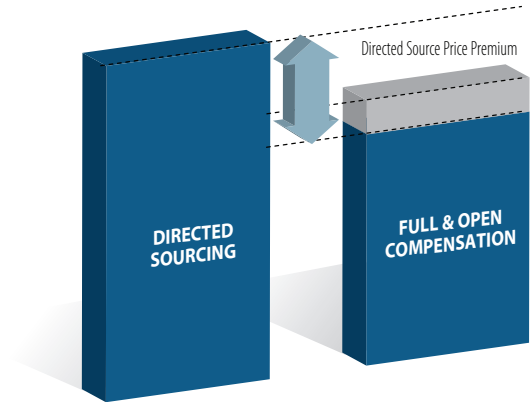
DIRECTED SOURCE

Imagine the scenario: Your unit has an upcoming month-long training exercise for which you need to lease a COMSATCOM transponder. After researching available satellites and associated coverage, you find the 'perfect' satellite for your requirement. Your first impression is to request service on that specific satellite through DISA. In other words, you believe a 'directed source' acquisition would be most effective. On the surface, a directed source appears to avoid the delays associated with competition and offer exactly what you want. You believe this will save you time and, because you are focusing on the solution that "best" meets your requirement, it will save you money. Should you trust your initial impressions? The evidence suggests not. Why? Because by specifying a particular satellite, you're creating a 'directed source,' which introduces two potential challenges.

(1) Directed sourcing will likely increase cost ... perhaps significantly! What do you expect would happen if you walked into a car dealership and insisted on buying a specific car and only from that dealer? Would you get the same price as the buyer before you that chose to 'shop around' for other makes and models and with other dealers? Not likely. Recent

studies of DoD COMSATCOM usage indicate that directed source COMSATCOM service can be substantially more expensive than competitive awards as shown in the adjacent Figure. Competition has proven to be an incredibly effective tool to drive down costs; so you should maintain competition whenever possible, even when you think you know the "perfect" satellite.

(2) Directed sourcing may lead to schedule delays. Instead of shortening the time line to obtain service, pursuing a directed source actually incurs the burden of policy and, potentially, an associated schedule delay. To ensure fair and equitable treatment of all viable industry sources, federal laws and regulations promote full and open competition. The Federal Acquisition Regulation (FAR) identifies exceptions to this requirement, but a justification and approval (J&A)—a document that lays out the business case for pursuing a directed source based on sound (and potentially time consuming!) market research—is required regardless of the exception. Furthermore, additional time and



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effort will be necessary as a J&A must be approved by senior leadership and certified by a contracting officer.

Directed sources clearly make sense when no other technical solution exists. But even in cases where COMSATCOM service is ending and you merely want to continue the same service, we recommend considering a competitive approach to obtain service so you don't pay more for the service than you might otherwise pay if awarded competitively. If you have any questions, please contact your SATCOM PMO Customer Account Manager (CAM) who can help you think through your options.





WHAT'S NEW

Commercially available, “current force” Internet Protocol (IP) modems, e.g., iDirect, Linkway, Advantech, are heavily used by Department of Defense (DoD). These systems use a “hub” modem at a ground gateway terminal to efficiently allocate and manage satellite communications bandwidth across a pool of “remote” modem terminals within larger networks. In 2006, the DoD CIO issued policies to maximize commercial open standards for IP transmission using NSA-approved transmission security (TRANSEC) to provide traffic flow security for Sensitive but Unclassified (SBU) or lower information. In order to meet DoD strategic objectives and policies concerning satellite communications, DISA moved forward with an acquisition strategy for the Joint IP Modem (JIPM) as the solution.

The JIPM mission focuses on leveraging commercial-off-the-shelf (COTS) technology, industry-accepted open standards, and interoperability as the common platform IP modem solution that ensures efficient use of bandwidth and secure transmission of IP applications via DoD-Leased and DoD-Owned Transponded Satellite Communication Systems in support of the Warfighter. The JIPM will provide the DoD a standard IP modem for transmitting IP over any transponded commercial and military satellites using the DVB-S2/RCS standards-based waveform. Unlike commercially-available IP modems, the JIPM will incorporate internal, end-to-end NSA-approved transmission security (TRANSEC) encryption of the Data and Control Plane for improved operational

security. The JIPM will also support net-centric capabilities such as Quality of Service (QoS) and IP versions 4 and 6 (IPv4 & IPv6). To ensure the JIPM will be secure and interoperable within the Global Information Grid, the JIPM will undergo the DoD Information Assurance Certification and Accreditation Process (DIACAP), MILSATCOM certification for WGS, SatLabs certification (DVB-S2/RCS waveform), and the Joint Interoperability Test Center (JITC) testing for Operational Assessment and IPv6 Certification.

The JIPM contract was awarded to Globecom Systems Incorporated (GSI), with ViaSat as their primary sub-vendor. The JIPM is scheduled to be available to the User Community in 3Q FY10.

QUICK TIPS

Here are some useful tips to help you acquire satellite access:

- Satellite Data Base (SDB) is the number required by the Office of Secretary of Defense when a DoD User/Customer requests for satellite access. This number is required for all satellite requirements. Without this number, a DoD User/Customer will not be able to access a satellite.
- If a DoD User/Customer requires satellite access and does not have a SDB number, then they will need a waiver from the Joint Staff.

For More Information, Please Visit: <http://www.disa.mil/satcom/sco/index.html>