



U.S. General Services Administration

Federal Acquisition Service

GSA Satellite Programs

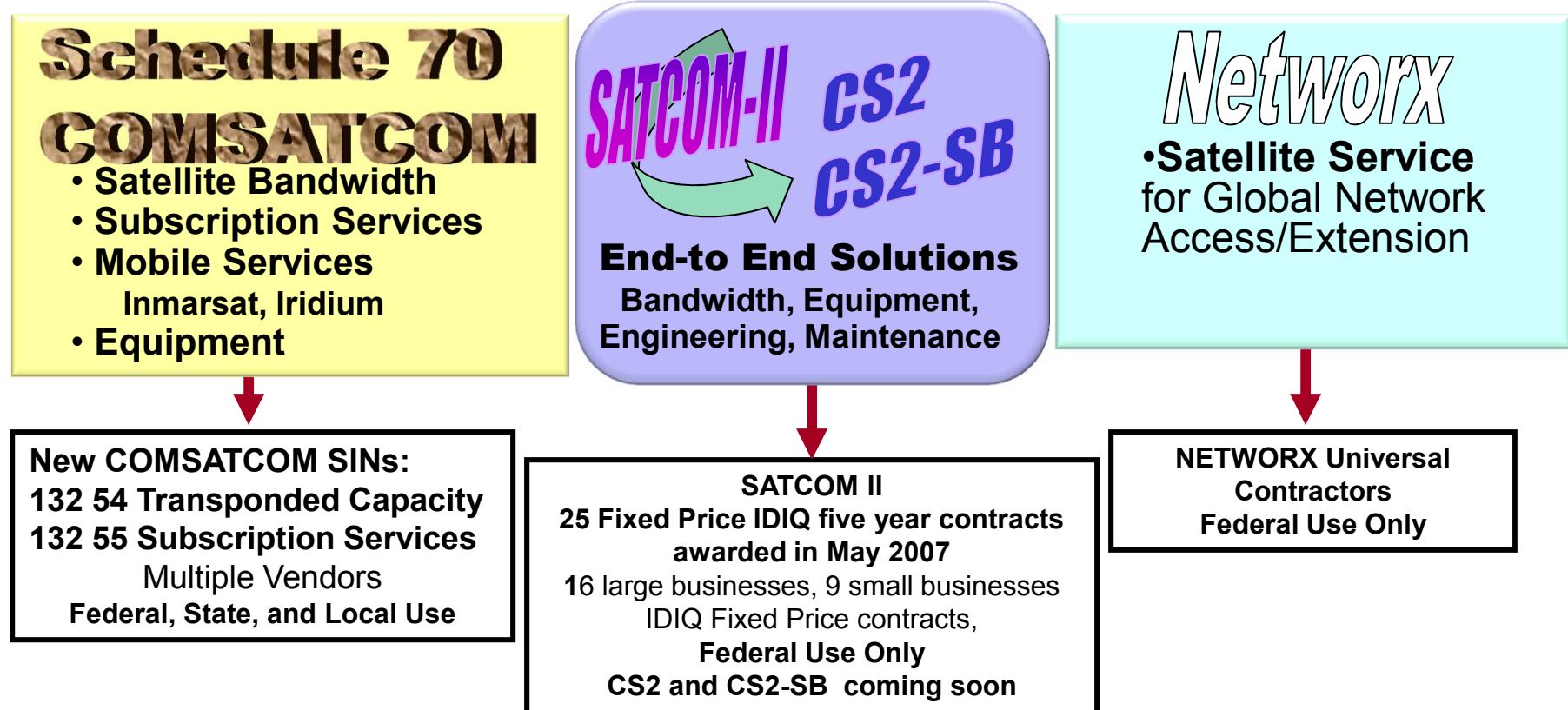
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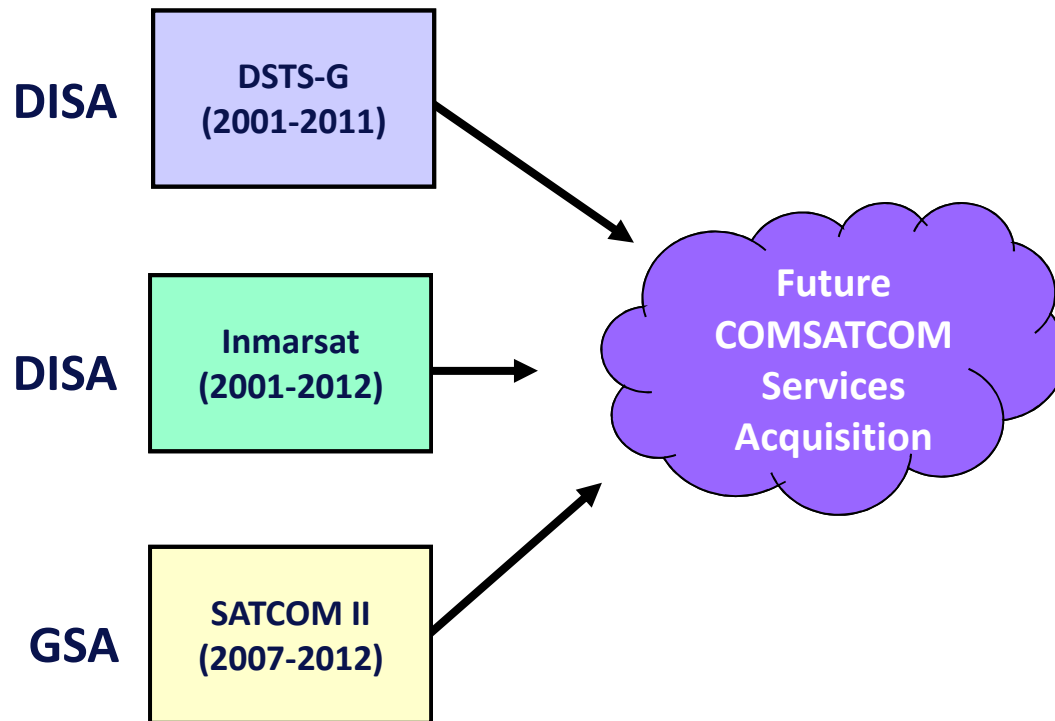
Agenda

- The Future COMSATCOM Services Acquisition (FCSA) Program
 - GSA - DISA Partnership
 - Contract Availability
 - Task Order Pricing
- SATCOM II

How does GSA Offer Satellite Services?...



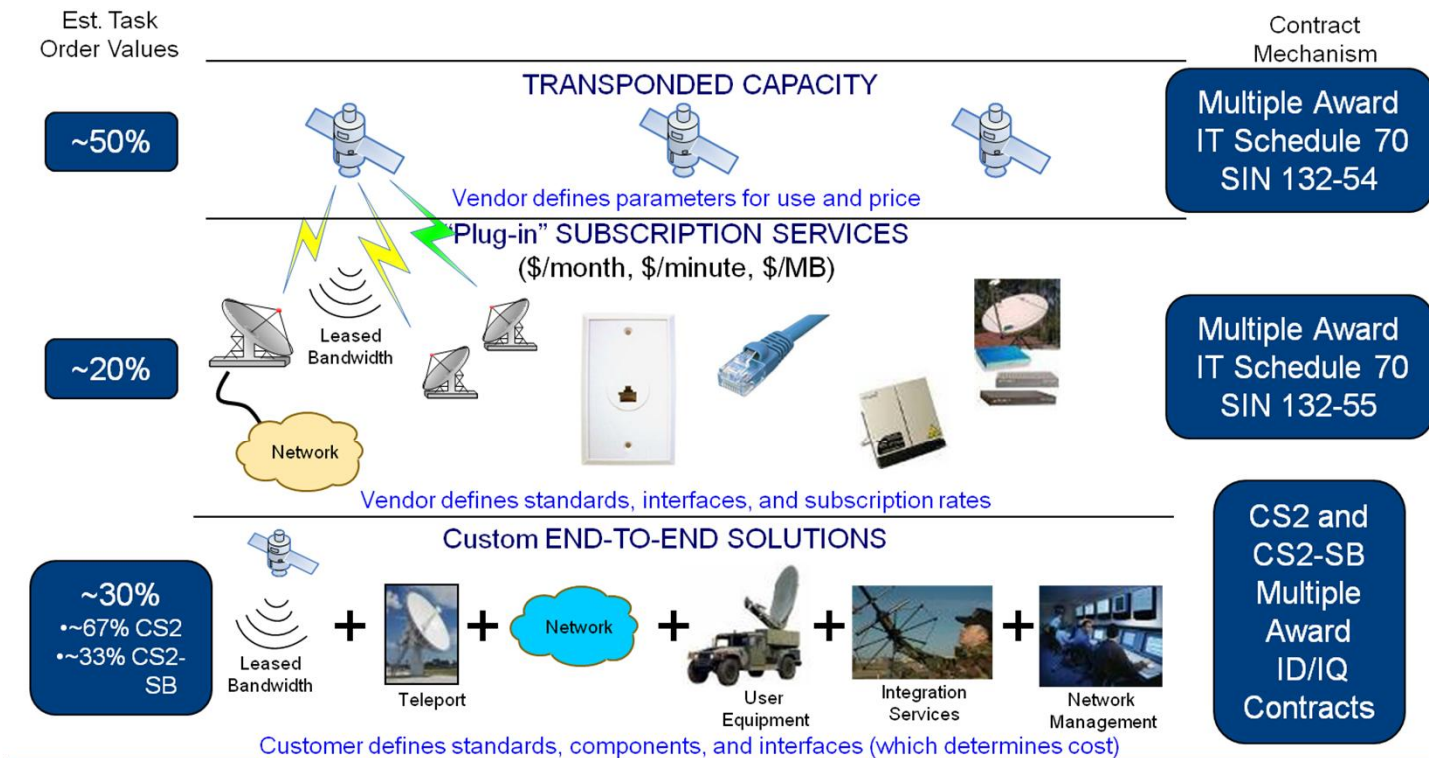
GSA-DISA Partnership to Acquire Future Commercial SATCOM Services



- DISA and GSA have established a long-term agreement to accomplish:
 - Solicitation Development
 - Source Selection
 - Contract Operation



FCSA Service Areas and Contract Vehicles



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

COMSATCOM on GSA Schedule 70

- Evergreen Clause offers 20 year Period of Performance (PoP) (5yr base + three 5yr options)
- Allows addition of qualified vendors at any time
- Contractors define and price their commercial offerings
 - Posted Schedule prices based on Most Favored Customer pricing
 - For most task orders, final pricing determined by Task Order Solicitation and competition
- New technologies and offerings can be added at any time through contract modification

SIN 132-54 Transponded Capacity

- Dedicated bandwidth on a communications satellite in any COMSATCOM frequency band
 - Satellite bandwidth and power only
 - Also includes all services necessary to allow use of the bandwidth:
 - Limited engineering (link budgets, transmission plans)
 - Basic customer training (acquiring signal, peak & polarization)
 - Core management and control of transponded capacity
 - Required approvals (frequency clearances, landing rights)
 - Host Nation Agreements (HNAs) when required

SIN 132-55 Subscription Services

- Pre-existing, pre-engineered Fixed Satellite Services and/or Mobile Satellite Services solutions in any COMSATCOM frequency band
 - Shared or dedicated satellite resources
 - Ancillary terrestrial component (ATC)
 - Offeror specified networks and equipment
- Billed on per-use basis (per minute, per MB, per month, etc.)
- Per-use rate includes airtime, materials, personnel, facilities, engineering, network management, monitoring, integration, and operations required to deliver the service
- Equipment may be included only if it is part of the Subscription Service rate (i.e., not separate line item charge)

Terms and Conditions of the Master Contracts

- To receive a master contract award, the vendor must meet the Proposal Price List Preparation solicitation attachment lists the technical requirements the offeror should address:
 - Information Assurance
 - Delivery Schedule
 - Portability
 - Flexibility / Optimization
 - Net Ready (Interoperability)
 - Network Monitoring (Net Ops)
 - EMI/RFI Identification, Characterization, and Geo-Location
 - Security
- Ordering Activity will specify their applicable Task Order technical requirements
- Discounts expected on a task order basis

Schedule 70 Awards – 22 Industry Partners

Industry Partner	132-54 Transponded Capacity (15)	132-55 Subscription Services (21)
ADCI of Delaware, LLC		X
Americom Government Services, Inc.	X	X
ARTEL, LLC	X	X
Caprock Government Solutions, Inc.	X	X
DRS Technical Services, Inc.	X	X
Globecomm Systems, Inc.	X	X
GMPCS Personal Communications, Inc.		X
Hughes Network Systems, LLC	X	X
Intelsat General Corporation	X	X
Knight Sky Consulting and Associates, LLC*	X	X
Maritime Telecommunications Networks	X	X
MVS USA, Inc.*		X
RiteNet Corporation*	X	X
Satcom Direct Communications, Inc.		X
Segovia, Inc.	X	X
Skycasters, LLC *		X
Spacenet, Inc.	X	X
Stratos Government Services, Inc.		X
Telecommunication Systems, Inc.	X	X
Ultisat, Inc.*	X	X
Vizada, Inc.		X
XTAR, LLC	X	

* Small Business

www.gsa.gov/satellite

Schedule 70 Industry Partners – Large Businesses

Industry Partner	132-54 Transponded Capacity	Date	132-55 Subscription Services		Date
			MSS	FSS	
Subscription service type					
ADCI of Delaware, LLC			X		7/19/2011
Americom Government Services, Inc.	X	1/5/2011	X	X	1/5/2011
ARTEL, LLC	X	8/30/2010		X	8/30/2010
Caprock Government Solutions, Inc.	X	10/27/2010	X	X	10/27/2010
DRS Technical Services, Inc.	X	2/25/2011	X		7/14/2011
Globecomm Systems, Inc.	X	6/8/2011	X	X	6/8/2011
GMPCS Personal Communications, Inc.			X		8/24/2011
Hughes Network Systems, LLC	X	10/27/2010		X	10/27/2010
Intelsat General Corporation	X	11/15/2010		X	11/15/2010
Maritime Telecommunications Networks	X	1/27/2011		X	1/27/2011
Satcom Direct Communications, Inc.			X		7/28/2011
Segovia, Inc.	X	10/6/2010	X		7/28/2011
Spacenet, Inc.	X	9/26/2011		X	7/18/2011
Stratos Government Services, Inc.			X		3/1/2011
Telecommunication Systems, Inc.	X	4/4/2011		X	4/4/2011
Vizada, Inc.			X		3/25/2011
XTAR, LLC	X	10/11/2011			
Total	12		10	10	

Schedule 70 Industry Partners – Small Businesses

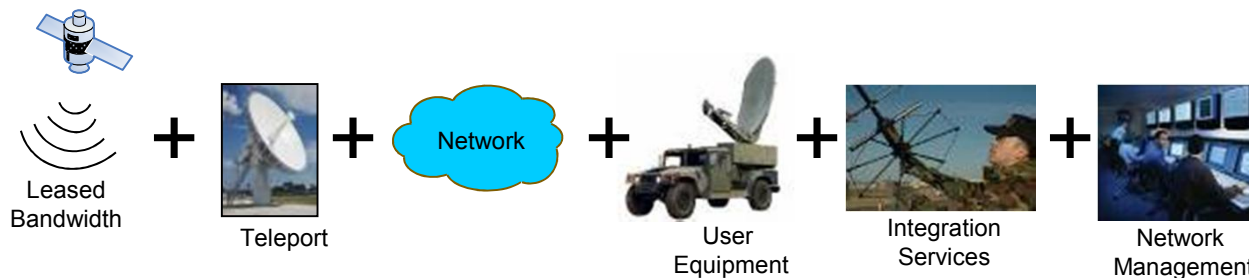
Industry Partner	132-54 Transponded Capacity	Date	132-55 Subscription Services		Date
			MSS	FSS	
Subscription service type					
Knight Sky	X	10/5/2011		X	10/5/2011
MVS			X	X	1/27/2011
Ritenet	X	11/3/2011	X	X	11/3/2011
Skycasters				X	8/25/2011
Ultisat	X	11/18/2011	X	X	11/18/2011
Total	3		3	4	

SATCOM-II Program Summary

- 25 Fixed Price IDIQ Contracts awarded May 2007, expiring May 2012
 - 16 Large Businesses
 - 9 Small Businesses (partial SB set-aside)
 - Space Segment Owner/Operators, Integrators, VARs
- All for 5 base year period – no option period- with six month Continuity of Service.
 - No task order can extend past November 2012
- GSA Portal continuously updated
 - Contract information with POCs
 - Links to Contractors' websites for redacted contracts on-line
- SATCOM II Website: www.gsa.gov/satcom

Custom SATCOM Solutions (CS2) and CS2-Small Business

- Establishing two ID/IQ vehicles:
 - Full and Open (F&O) Competition ID/IQ (Custom SATCOM Solutions) for large-scale requirements (\$2.6B ceiling)
 - Small Business Set-Aside (SB) ID/IQ (CS2-Small Business) for remaining requirements (\$900M ceiling)
- Firm-Fixed price Task Orders
- 5-year Period of Performance (3-year base + two 1-year options)
- Awards planned 2QFY12



Customer defines standards, components, and interfaces (which determines cost)
Custom END-TO-END SOLUTIONS

www.gsa.gov/satellite

For more Information

- Visit GSA's web site at www.gsa.gov/satellite
- At GSA's web site you can review
 - Customer Users Guide
 - Eligible contractor list and contract pricing
 - Program updates
- eBuy for FCSA www.gsa.gov/ebuy
 - Select Schedule 70 and then SIN 132 54 and/or 132 55