



# Future COMSATCOM Services Acquisition

## CS3 Industry Day

May 12, 2015



# Opening Remarks



- **Eron Miller, DISA, Chief SATCOM Division**
- **David Peters, GSA, Director, Niche and Mobility Programs**
- **Susan DiGiacomo, GSA, CS3 Contracting Officer**



# Agenda



- **CS3 Team Introductions**
- **FCSA Program Overview**
- **CS3 Objectives**
- **CS3 RFI Reviews**
- **Immediate Next Steps/Milestones**
- **Questions**



# CS3 Team Members



- **GSA SATCOM PMO**
- **GSA Contracting Officers**
- **DISA SATCOM Division**
- **DISA DITCO Contracting Officers**

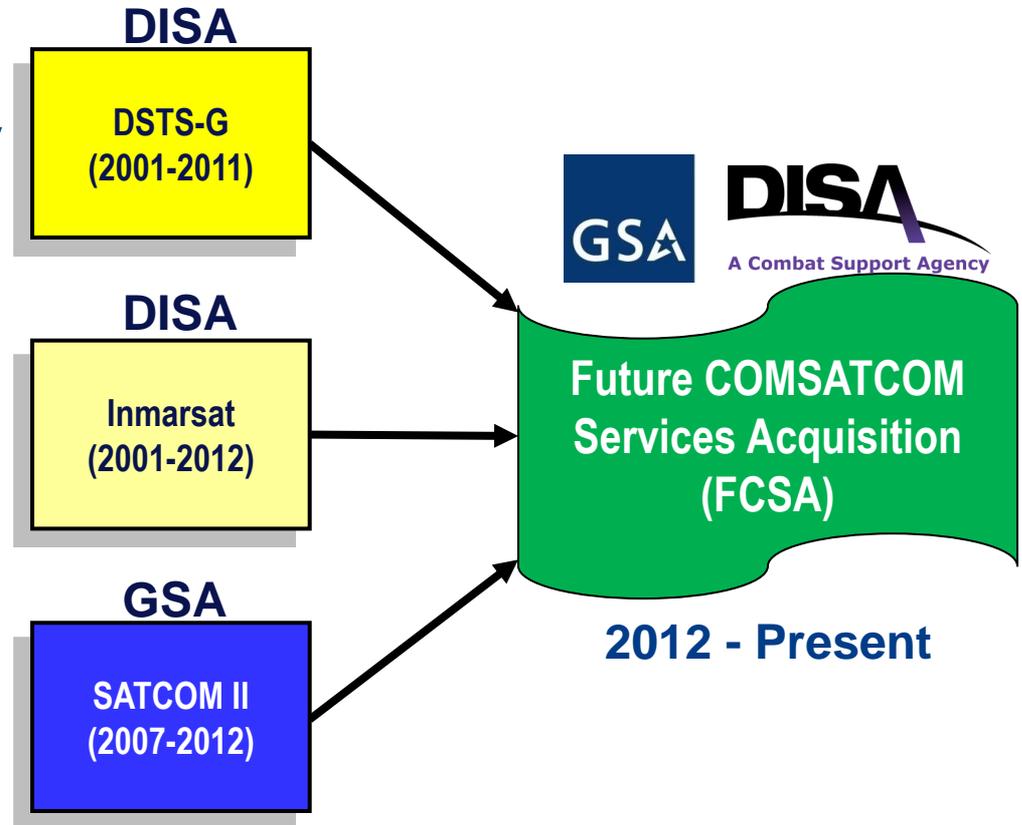


# History of FCSEA Program



## Successful cross-agency partnership with DoD

- MOA signed in 2009
- Model for other GSA/ Customer partnerships
- Partnership continues to lead to other opportunities



# FCSA Service Areas and Contract Vehicles

Status

<p>Schedule 70 SIN 132-54</p>	<p style="text-align: center;"><b>TRANSPONDED CAPACITY</b></p>	<p>27 Awardees as of 7 May 15</p>
<p>Schedule 70 SIN 132-55</p>	<p style="text-align: center;"><b>“Plug-in” SUBSCRIPTION SERVICES</b> (\$/month, \$/minute, \$/MB)</p>	<p>35 Awardees as of 7 May 15</p>
<p>CS2 and CS2-SB Multiple Award ID/IQ Contracts</p>	<p style="text-align: center;"><b>CUSTOM END-TO-END SOLUTIONS</b></p>	<p>CS2 8 Awardees CS2-SB 4 Awardees</p>



# CS3 Objectives



- **Follow-On Acquisition Vehicle that Continues to Leverage Successful CS2/CS2-SB Partnership of GSA, DISA, and Industry**
- **Incorporates Lessons Learned and Best Practices from Predecessor IDIQs**
- **Focus on Evolving Needs of Agency Customers**
- **Primary Marketplace for Custom Solution Based on COMSATCOM that includes:**
  - **Ease of Use and Flexibility by Agency Customers and Industry**
  - **Broad Scope to Address Emerging Technology**
  - **Sustain government-industry community of satellite excellence**
  - **Competitive environment that enables government to leverage economies of scale and best practices**



# CS3 RFI Scope



3.1 The Government is researching the structure and design of a follow-on acquisition to the CS2 and CS2-SB ID/IQ contracts. Based on the current use of CS2/CS2-SB and Schedule 70 for COMSATCOM solutions, the Government is considering changing the emphasis of the follow on ID/IQ contracts from “End-to-End” solutions to “Complex” solutions. The change in strategy would encourage S70 use for standard end-to-end projects using SINs 132 54 and 55 for the primary COMSATCOM requirement as supplemented by other Schedule 70 SINs. The follow on contract(s) to CS2 and CS2-SB could be used with more complex solutions. For example, a standard end-to-end COMSATCOM solution could incorporate components from SINs 132 54 and 132 55 along with other Schedule 70 SINs (e.g. SIN 132-8 for equipment, 132-12 for maintenance services, 132-51 for IT support (labor), and 132-100 for ancillary services). Please provide your thoughts and feedback given this change in emphasis.

We intend to define a scope that is consistent from CS2/CS2-SB to CS3. The intent of changing “end-to-end” was to allow agencies increased flexibility and not to define their acquisition strategy.



# Additional Technology/Capabilities Consideration: Hosted Payload, Transponder, Trends, Etc



3.2 The Government is considering the possibility of adding Hosted Payload services to this follow-on. What recommendations do you have for setting up a service of this type, considering satellite construction and launch elements?

3.4 Are there any other products, processes, or technologies that are currently not included in the CS2/CS2-SB contracts that you believe would be beneficial to the government in the scope of the intended follow-on contract(s)? Are there any current services that you feel would no longer be required by the government in a follow-on contract(s)? What is the benefit to the Government of including or excluding these items?

3.8 Please identify any emerging technologies/capabilities or new service trends that would be beneficial to the Government. Could any of these technologies/trends impact the way the Government currently procures satellite equipment or services?

The intent of these discussions is to increase options, flexibility, and offerors. The intent is to encourage competition in a robust marketplace.



# Continuity of Operations



3.3 The Government foresees a need for a standard set of Continuity of Operations services that could be defined to provide on-demand surge bandwidth for a customer's emergency communications needs, such as in circumstances where communication has been lost due to weather-related phenomena or in areas of the world affected by war. What recommendations do you have to enable more cost-effective dynamic, demand-driven purchasing?

The government has identified that this a growing need and there is no simple solution. We continue to review your input and seek additional guidance from industry and customer agencies to ensure this need is met.



# Small Business Considerations



3.5 The Government requests comments and recommendations from both large and small businesses (in accordance with NAICS code 517410) on the design and implementation of clear, measurable size and scope thresholds used to determine the appropriate bidders for individual Complex Solutions requirements. Requirements that are below a defined threshold may be targeted for Small Businesses as a Set-Aside or a Small Business Reserve. Threshold criteria under consideration include:

- Number of transponder equivalents (TPE) of bandwidth (1 TPE = 36 MHz) and/or data rates (Mbps);
- Number and geographic extent of coverage regions;
- Number of points of presence (terminal, user connection, etc. accessing the satellite or service).
- A combination of the above elements;
- The Government encourages large and small businesses to propose additional technical threshold considerations, as applicable, and provide rationale for your additions.

**CS3 Looks to Leverage the Successful Utilization of Small Business**



# Increased Period of Performance



3.6 The Government is considering a longer period of performance for the follow-on ID/IQ contract(s) of seven (7) to ten (10) years. Please specify how this increased PoP would impact your ability to meet the Government's requirements and indicate any benefits or negative impacts.

Strong consensus support for extended PoP, mutually beneficial for both government and industry.



# Increased Ease of Use



3.7 How can the FCSA Program make the identification of requirements, solicitation, and award process less cumbersome for customers to develop, award, implement, and manage?

We continuously strive to increase Ease of Use in all Program Components



# Additional Thoughts?



3.9 Is there anything additional that the Government should consider relating to structuring the follow-on contract(s)?

The FCSA program is looking forward to partner with industry and its agency customers to develop a useful, streamlined, acquisition vehicle.



# Immediate Next Steps/Milestones



- **Customer Agency Roundtable - TBD**
  - Request industry day participants provide potential agency customer candidates to [CS3@gsa.gov](mailto:CS3@gsa.gov) NLT June 5, 2015
- **Acquisition Plan Approval**
- **Launch GSA Interact Portal**



# Questions?

