

CS3 Industry Day Questions and Answers

- **What is the Interact Portal?**

Answer: The Interact Portal is a public-Internet-based site to facilitate open communication. It will have “blog” functionality to facilitate two-way communication between the CS3 Team and other stakeholders including Industry.

- **Are DISA/GSA committed to a longer PoP?**

Answer: Industry and agency feedback thus far is very supportive of a period of performance longer than the 5 year period that currently exists in CS2/CS2-SB. Provided we receive approval of our Acquisition Plan, we are seeking a 7 to 10 year Period of Performance for the CS3 contract.

- **Since most requirement holders will not contract for services in the final years of a contract given they will need to recompete their requirements in a short period of time, how will years 4-5 of the contract be useful, if the 7 to 10 year PoP is not approved?**

Answer: We are evaluating several acquisition alternatives at this time. For example, one alternative is a mechanism currently utilized by the Alliant GWAC, which allows options to be exercised over an ordering period that extends beyond the master contract period.

- **Are you looking into an extension for CS2/CS2-SB?**

Answer: We are currently exploring this.

- **What is the approval process for a 7-10 year PoP?**

Answer: We have to prepare a Deviation and a D&F for a PoP longer than 5 years (IAW FAR 17.204(e) & GSAM 517.204(b)) *Approval authority*. Requests to exceed the 5-year limitations specified in FAR 17.204(e) must be approved by:

- (1) The head of the contracting activity for individual contracts.
- (2) GSA’s Senior Procurement Executive for classes of contracts.

- **If the PoP is greater than 10 years, could you grow out of your small business status?**

Answer: We are investigating multiple options regarding Small Businesses for the future CS3 contract within the construct of the FAR.

- **Are you considering an on-ramp/off-ramp for the next contract?**

Answer: Yes, this and other options are currently being investigated with respect to the future CS3 contract.

- **Are there going to be other opportunities for 1-on-1 meetings?**

Answer: Since we are currently in the market research phase of the process, we have some flexibility with respect to communication with our industry partners. We would like continued

interaction and communication with industry to further ensure we are meeting the needs and expectations of our agency customers.

- **Will there be any more RFIs or Industry Days?**

Answer: Yes.

- **When will the CS3 RFP be published?**

Answer: We have a project plan with an estimated completion and release date. We cannot release this information until the acquisition plan is approved. This date will be further validated after additional completion of our current market research phase.

- **Are you going to release a draft RFP?**

Answer: We are committed to an open and transparent dialogue through the development of the RFP.

- **What are the best practices or measures of effectiveness of the current contract/program?**

Answer: We continue to evolve the next generation of the contract from lessons learned from the current CS2/CS2-SB contracts. The success of the current contract can be observed by the metric we use to calculate the savings we receive, the level of interaction we have with industry, and the level of FCSA program involvement in the current and next contract.

- **Will you publish the Industry Day slides?**

Answer: Yes, they will be posted to the gsa.gov/satellite website.

- **Are there going to be defined Small Business subcontracting metrics for CS3?**

Answer: We are open to suggestions for the Small Business subcontracting metrics for CS3. GSA and DISA have a strong history of supporting small business.

- **Is there a reason task orders today cannot be released as both Small Business and Full-and-Open?**

Answer: This is not possible with the current construct, since CS2 and CS2-SB are two separate contracts. However, this is an option we are considering with CS3.

- **Do DISA/GSA get Small Business credit for Subcontracting?**

Answer: No, small business credit is obtained at the task order level.

- **Why are most task orders competed as Lowest Price Technically Acceptable (LPTA) instead of Best Value?**

Answer: This is a complicated issue that is decided on a case-by-case basis. Ultimately, the requirement holders are the ones that make the final decision regarding the decision to release the task order as LPTA rather than using Tradeoffs (Best Value). Optimal task order development suggestions will be included in the CS3 user guide.

- **Is the Government considering penalties for non-delivery?**

Answer: Yes.

- **Does the Government conduct surveys?**

Answer: Yes, the Government conducts surveys of both the requirement and contract holders. Primarily, the Government relies on CPARS as a method for reviewing contractor performance. If a Government customer is not satisfied with the service it is receiving, they are encouraged to reflect this in CPARS.

- **Is the Government requiring reporting of transactional data?**

Answer: The GSAR Case 2013-G504; Docket No 2014-0020, GSAR Transactional Data Reporting proposed rule is still in the comment stage and at this time does not affect this contract.

- **Could you provide a list of Industry Day attendees?**

Answer: Organizations attending Industry Day include the following (in alphabetical order):

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| ABS US Corp | Northrop Grumman |
| Airbus/Astrium | O3b Networks |
| AIS Engineering | Providence Access Company |
| Boeing (The Boeing Company) (Boeing Commercial Satellite Services) | Satellite Industry Association |
| BringCom Incorporated | Segovia- d/b/a Inmarsat Government |
| By Light Professional IT Services, Inc. | SES Government Solutions, Inc. |
| Comtech Mobile Datacom Corporation | Signal Mountain Networks, Inc. |
| CopaSat LLC | Simba Enterprises, LLC dba SimbaCom |
| Current River LLC | TeleCommunication Systems (TCS) |
| DRS Technologies | Telstra |
| Futaris Broadband Solutions, LLC | The Traville Group LLC |
| Globecomm Systems, Inc. | Timitron Corporation |
| Harris-Caprock Government Solutions, Inc. | Trace Systems Inc. |
| Hughes | Trustcomm Inc |
| Inmarsat Inc. | Ultisat |
| Knight Sky | Ustronics, Inc. |
| L-3 (3Di Technologies) | ViaSat, Inc. |
| Lepton Global Solutions | XTAR LLC |
| LinQuest Corporation | ZQedge |
| MTN Government Services, Inc. | |

- **Could you provide the names and contact information for the CS3 team members?**

Answer: The CS3 leadership team members include:

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