

Request for Information: Structuring the Follow-On to Commercial Satellite Solutions (CS2/CS2-SB)

RFI #: QTA00NR15SDI0001

Agency: General Services Administration

Office: Federal Acquisition Service (FAS)

Location: Integrated Technology Services- Office of Acquisition Operations (QTA)

Notice Type: Sources Sought

Classification Code: D -- Information technology services, including telecommunications services

NAICS Code: 517 -- Telecommunications/517410 -- Satellite Telecommunications

1.0 Objective

The Future Commercial Satellite Communications (COMSATCOM) Services Acquisition (FCSA) Program intends to build on the success of its CS2/CS2-SB components by developing a follow-on program that will leverage the successes of the existing contracts and incorporate additional emerging requirements and trends. As partners in the FCSA program, the United States General Services Administration (GSA) and the Defense Information Systems Agency (DISA) are seeking large and small business feedback on (a) the current Commercial SATCOM Solutions (CS2) and Commercial SATCOM Solutions – Small Business (CS2-SB) Indefinite Delivery Indefinite Quantity (ID/IQ) contracts; and (b) considerations that should be made for any potential follow-on contract(s).

2.0 Background

GSA and DISA signed a Memorandum of Agreement (MOA) in 2009 to form FCSA Program. Before this partnership, both agencies managed separate, overlapping contract vehicles to provide COMSATCOM services and equipment. Analysis demonstrated that the requirements and buying behavior of the Department of Defense (DoD) and other agencies could clearly be categorized into three distinct areas: transponded satellite capacity, satellite subscription services, and satellite end-to-end solutions. As a result of collaboration between DISA and GSA, the FCSA program developed two special item numbers (SINs) on Schedule 70 (S70), 132-54 and 132-55 to accommodate the standard, commercial transponded capacity, and subscription services requirements, respectively. Two separate Indefinite Delivery/Indefinite Quantity (ID/IQ) contract vehicles (CS2 and CS2-SB) were created to assist customers who had unique, custom end-to-end requirements. CS2 was awarded to eight contractors in August 2012, and CS2-SB was awarded to four contractors in February 2012.

3.0 Requested Industry Feedback

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.

- 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?
- 3.3 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?
- 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?
- 3.5 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:
 - 3.5.1 Number of transponder equivalents (TPE) of bandwidth (1 TPE = 36 MHz) and/or data rates (Mbps);
 - 3.5.2 Number and geographic extent of coverage regions;
 - 3.5.3 Number of points of presence (terminal, user connection, etc. accessing the satellite or service).
 - 3.5.4 A combination of the above elements;
 - 3.5.5 The Government encourages large and small businesses to propose additional technical threshold considerations, as applicable, and provide rationale for your additions.
- 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.
- 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?
- 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?
- 3.9 Is there anything additional that the Government should consider relating to structuring the follow-on contract(s)?

4.0 Request for Small Business Only Capabilities Experience

4.1 The Government would like to better understand the capabilities of small businesses in order to advise agencies on where to direct their Complex Solutions requirements. To assist the Government in determining the right set of threshold parameters, small business contractors qualifying under NAICS code 517410 are requested to describe three (3) recently completed or on-going project(s) demonstrating your capability to satisfy Complex Solutions requirements. Please include the following information in your project descriptions:

- 4.1.1 Background information on the project;
- 4.1.2 Size, scope, and complexity of the project;
- 4.1.3 Project dollar amount;
- 4.1.4 Project duration, which includes the original estimated completion date and the actual completion date;
- 4.1.5 Number of transponder equivalents (TPE) of bandwidth (1 TPE = 36 MHz) and/or data rates (Mbps);
- 4.1.6 Number of coverage regions;
- 4.1.7 Number of points of presence (terminal, user connection, etc. accessing the satellite or service);
- 4.1.8 Number and type of personnel involved.

4.2 Your examples may be for services provided to the Government or to Commercial customers. Please limit your project experience responses to a total of six (6) single-sided, single-spaced, 12-point font, pages.

4.3 All small businesses, to include Small Disadvantaged, HUBZone, Women-Owned and Service Disabled are strongly encouraged to provide timely responses to this RFI. A response to this RFI is necessary in order to assist the Government in determining the potential levels of interest, adequate competition, and technical capability within the Small Business Community to provide the required services. In addition, this information will also be used to assist the Government in establishing a basis for developing any subsequent potential subcontract/small business participation goals.

5.0 FEEDBACK SUBMISSION INSTRUCTIONS

All information received that is marked Proprietary will be handled accordingly. Please be advised that all submissions become Government property and will not be returned. All government and contractor personnel reviewing RFI responses will have signed non-disclosure agreements and understand their responsibility for proper use and protection from unauthorized disclosure of proprietary information as described 41 U.S.C. 423. The Government shall not be held liable for any damages incurred if proprietary information is not properly identified.

E-mail responses shall be submitted by 4:30 PM (EDT), Monday, April 20, 2015 to the following:

CS3@gsa.gov

Subject: Structuring the Follow-on to CS2/CS2-SB

As part of your company's response, please provide a cover letter that includes the following:

- Number of years of corporate operations/experience providing COMSATCOM services
- Business Size (employees, annual revenue)
- Primary type of COMSATCOM services provided
- Primary Point of Contact
- Address
- Telephone Number
- Fax Number
- E-mail address for POC

Any exchanges of information shall be consistent with procurement integrity requirements (see FAR 3.104).

This is a Sources Sought Notice and is intended for informational and planning purposes only and shall not be construed as a solicitation or as an obligation. Responses to these notices are not considered offers and cannot be accepted by the Government to form a binding contract. The responses from this RFI may be used to assist the Government in developing evaluation criteria for a future procurement.

6.0 ONE-ON-ONE SESSIONS

The CS3 Industry Day announcement that was posted on FBO.gov on March 26, 2015, allows for scheduling of a One-on-One session to parties who pre-register for Industry Day and submit responses to the questions reflected in this RFI. Attendance at the One-on-One sessions is limited to no more than one 45-minute session per respondent with three (3) representatives. The One-on-One sessions will be scheduled on May 13, 2015 and May 14, 2015, between 8am-5pm.

Space is limited for the One-on-One sessions. You must RSVP to attend the CS3 Industry Day event. Reserve your attendance now by sending an RSVP to CS3@gsa.gov by 5:00 PM May 5, 2015.

In the RSVP, please provide the following information:

- Company name and contact information
- Full name, phone, email, of all attending individuals
- Date, time of your RFI submission
- Special needs requirements, if required

It is requested that responses be coordinated by a single point of contact per company.