

Volume 6 — Pricing

Enterprise Infrastructure Solutions (EIS)

Solicitation #QTA0015THA3003



Submitted To: GSA
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Disclosure Statement:

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained all sheets this proposal.

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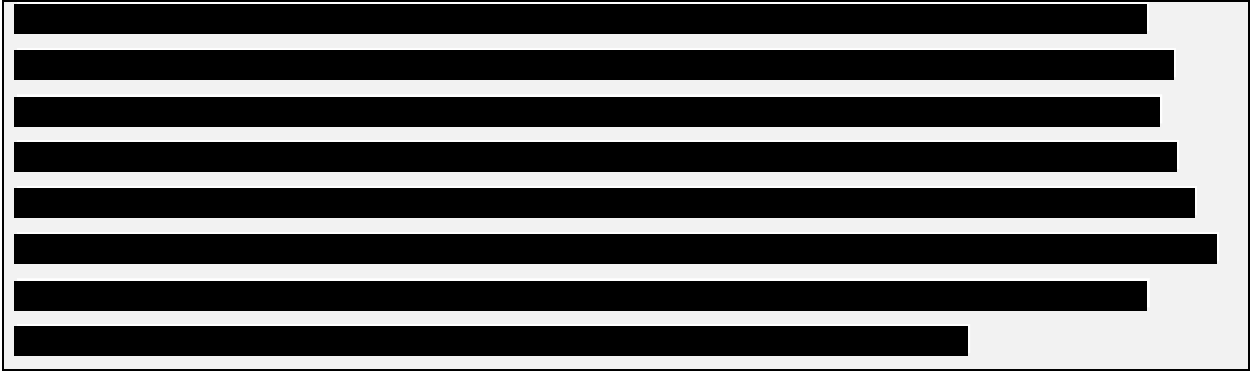
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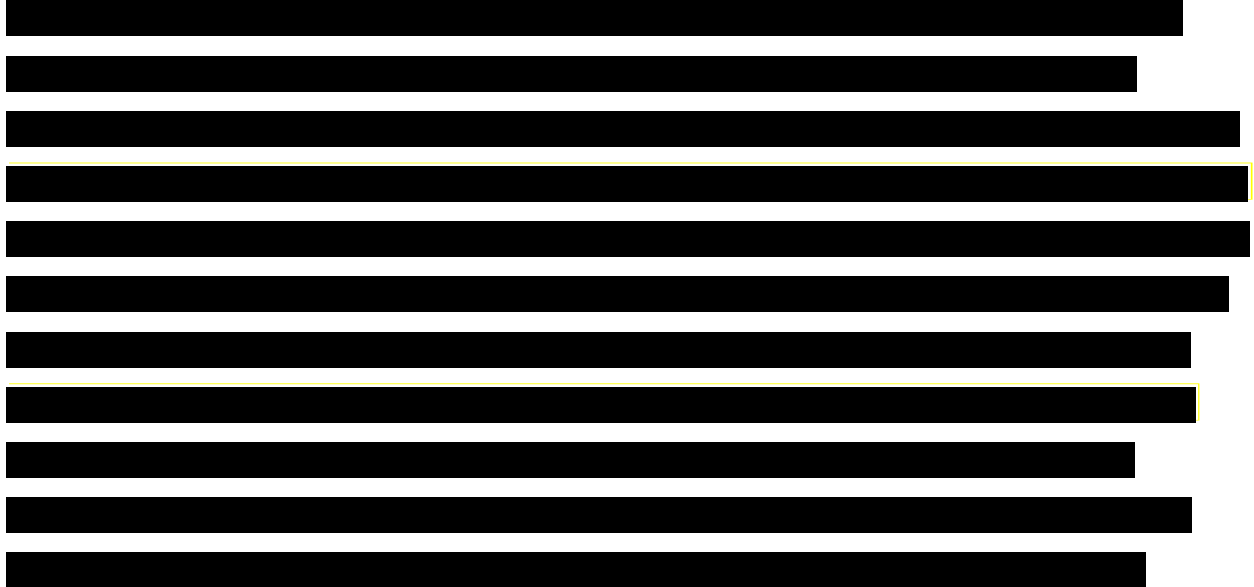
AcquServe Submission Requirements (Electronic) [L.27.3]

BT has uploaded all required files into the Acquserve Portal with no errors. All files are identified with BT's name, the volume name, and the February 22 submission date.

Price Volume [L.34, Section B, M.3]

1.0 Price Response [L.34.1 M.3.1]

Introduction



1.1 Pricing Hubs (PHubs)



[Redacted content]

Figure 1 [REDACTED]

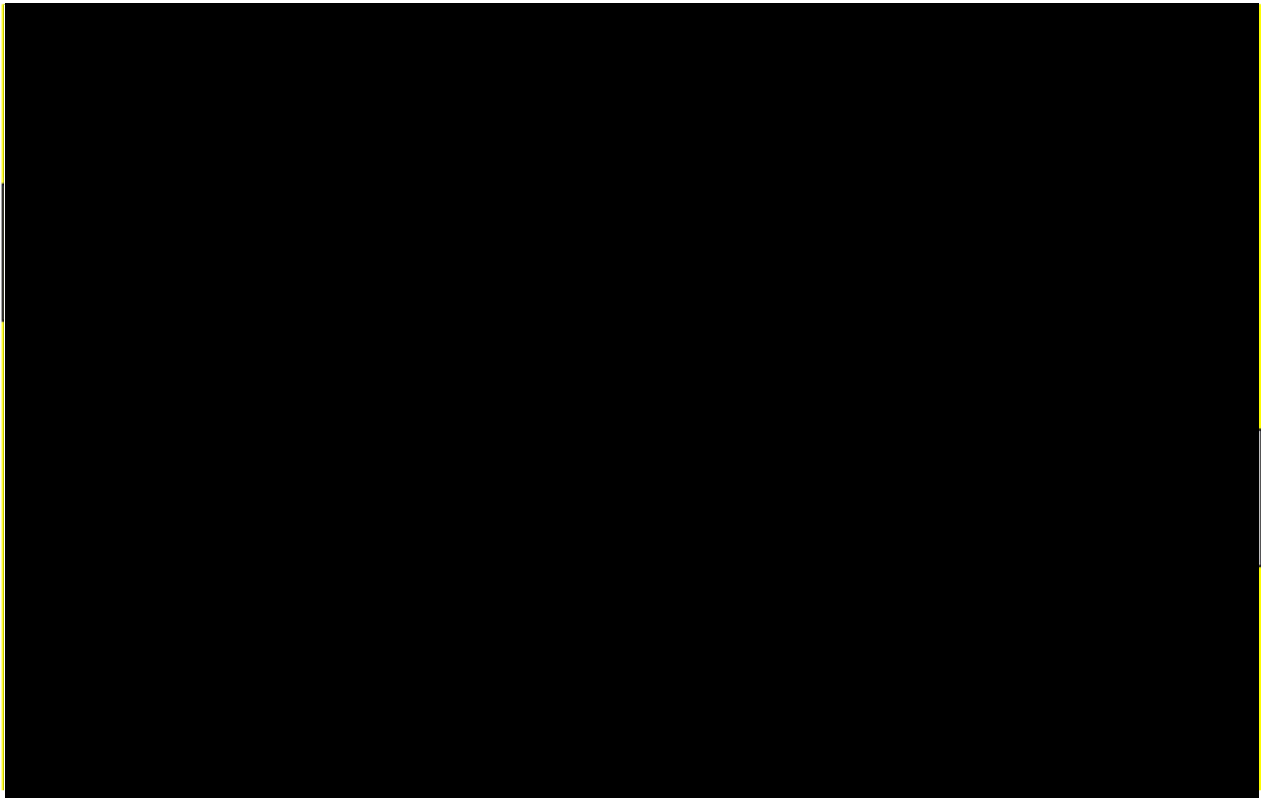


Figure 1. [REDACTED]

[REDACTED] Physical Concentration Locations (PCLs) and Points of Presence (POPs)
[B.4]

1.2.1. The process for Associating NSCs to PCLs

The PCL is any location at which multiple connections are aggregated for pricing purposes. PCL is identified by the NSC code of the location. [REDACTED]

[REDACTED] The NSC is the physical location of the customer building based on physical building address. Each NSC must be associated with a single PCL. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

As orders are submitted, new NSCs may need to be created using iconectiv. As new NSCs are created, Table B.4.1.6 will be updated.

Figure 2 [REDACTED]

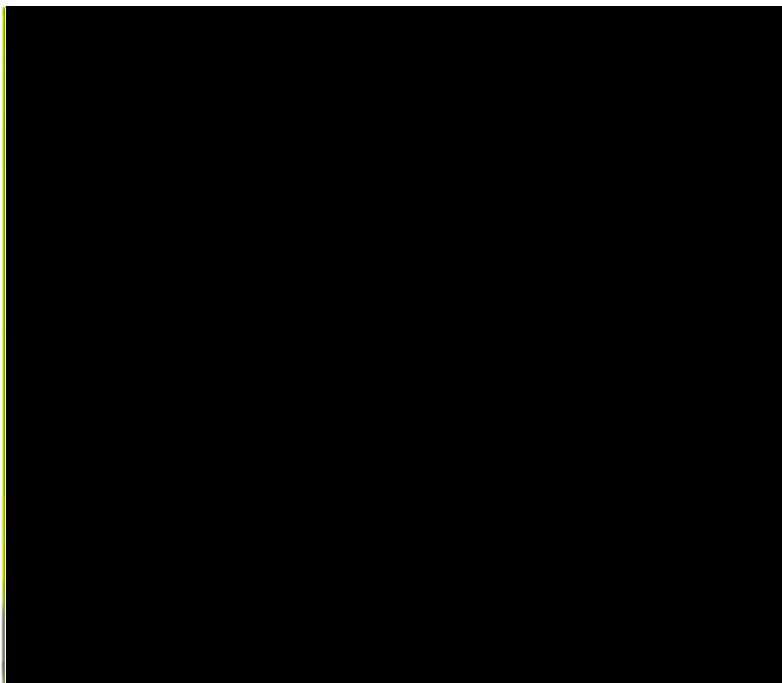


Figure 2. [REDACTED]

1.2.2. The process for Associating PCLs to POPs

[REDACTED]

1.2.3. The process for defining services associated with a POP

The POP is the physical location where network facilities provide EIS services. The POP is identified by an NSC. In some cases, a customer NSC may be served by more than one POP, depending on bandwidth or access type. POP association with an NSC is important in the case of route diversity.

[Redacted text block]

[Redacted text block]

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[Redacted text block]

1.2.4. The process for maintaining and updating the tables in Section B.4

[Redacted text block]




1.3. Individual Case Basis (ICB) CLINs

1.3.1. Understanding of the use of ICB CLINs

BT understands that when pricing services it is always advisable to first evaluate whether there are existing prices that apply to a particular service. If it is determined that none exist, then an ICB CLIN within that service category is selected. BT understands that a justification package will have to be provided to GSA to describe the proposed ICB service and explain why it is an Individual Case that warrants special pricing. Price reasonableness must be convincingly provided. Section B.1.2.14 describes the information that must be provided in tabular form.

GSA has designated certain CLINs as ICB that are dependent on individual customer unique specifications. For instance, VPNS QOS is designated as ICB, NSP; therefore, agencies will provide more detailed QOS specifications at the Task Order level.

1.3.2. BT 's approach to create a price for an ICB CLIN

When agencies request services that warrant ICB design and pricing, BT will analyze the customer requirements and design the most cost-effective and technically compliant solution. This includes soliciting multiple vendor quotes to assure that the government is getting the best price for the technical value desired.

1.4. Task Order Unique CLINs (TUCs)

1.4.1. The offeror's understanding of the use of TUCs

BT understands that TUCs may be used either as more economic approach to bundling services for an agency task order or to address task order-unique, Agency-defined technical and performance requirements. TUCs are not to be used to price new services that are not listed in Table B.1.2.1.1. TUCs can be utilized for customized ordering, inventory/billing, or administrative services, as described in B.4.1.4. TUCs could be used for new items that do not fall into any of the fixed or ICB CLINs for a particular service. TUCs are unique to the TO in terms of service definition and price.

For example, an agency may wish to bundle a VPNS Port CLIN, MNS CLIN, and SRE into one combined CLIN. In these instances, the contractor must complete Table B.1.2.12.1 to associate component CLINs with the overarching TUC. This table is used to collect the necessary components for an accurate inventory, among other things. Using a TUC for combining CLINs can be done at the initial Fair Opportunity stage, or later as a modification to the task order.

TUCs can be used for customized solutions not otherwise priced and defined on contract. For example, Remote VPNS Access can be ordered via TUC. Table B.1.2.12.1 is used to indicate the multiple component CLINs that may comprise the TUC bundled price. However, it is not allowable to combine multiple transport or access CLINs into a single TUC. TUCs will be established and priced in specific response to requirements in one specific agency task order or as required to a modification to a single previously awarded task order.

BT Federal understands that TUC requirements and TUC CLIN establishment is a function solely managed between the Customer Agency Contracting Offices and BT Federal under an agency's task order and that GSA is not involved pricing review or acceptance of TUCs.

1.4.2. TUC vs Existing Fixed-Price CLIN

TUCs for agency custom requirements are unique to the TO in terms of both service definition and price. BT Federal will determine that an agency's requirements are best met by a TUC under the following two conditions:

- Requirements are not defined and priced on the contract
- Requirements are not logical additions to the contract under new contract CLINs, such as new bandwidths for a service that are not already on contract

In order to determine whether an agency's requirements are best met by a TUC instead of using an existing fixed-price CLIN, creating a new fixed-price CLIN, or creating a new ICB CLIN, BT Federal would first determine the EIS service that best accommodates

the requirement. If an existing fixed price CLIN best satisfies the requirement, that CLIN would be identified and priced. A new fixed price CLIN would be appropriate if it is simply a logical addition to the current contract pricing arrangement. This would apply in the case of a new bandwidth for an existing fixed price contract service. A contract modification would be necessary before an order could be placed under a Task Order.

If the service is already specified, but the price is unique to some specifically required information, then an existing ICB CLIN may best fit the situation. For example, OC-192 access to a specific location already has an applicable ICB CLIN that can be used after site-survey information is utilized to develop a price.

A new ICB CLIN may be needed if a new bandwidth is not available on contract for a service that is defined as ICB. For instance, if CLINs for OC12 and OC192 access are defined, but the agency requires an OC48 access CLIN, then a new ICB CLIN would have to be added to the EIS contract via contract modification.

A TUC would be appropriate for a new item that does not fall into any of the fixed or ICB CLINs for a particular service. This would not require a contract modification. This could apply to a uniquely bundled service or to agency-specific unique requirements not defined by existing CLINs.

Steps in determining CLIN Type:

1. Determine which service best meets the customer's TO requirement.
2. Does the TO requirement fall within the scope of existing CLIN? If so, price using existing CLINs.
3. Is TO requirement applicable to other EIS agencies? If so, create a new fixed price CLIN for approval. A contract modification will be required.
4. Based on customer requirements and existing service under the TO, should the service be priced as an ICB? If so, price via a new ICB. A contract modification will be required.
5. If the answers to 2, 3 and 4 above are no, then proceed with TUC development.

TUCS will be established in response to agency task orders and when Fixed price or ICB CLINs are determined to be inappropriate or not possible based on the customer's requirements. BT understands that TUC CLINs don't require GSA approval or a contract modification if they are included in the agency TO. The Agency Ordering Contracting Officer (OCO) makes fair and reasonable price determination.

1.4.3. Maintain TUC

BT Federal will maintain TUC information relating to combining component CLINs. Table B.1.2.12.1 of the contract (TUC Combined CLIN Component Table) will be managed and maintained regularly so that the pricing contained in the service-specific CLINs is understood on a component basis.

[REDACTED]

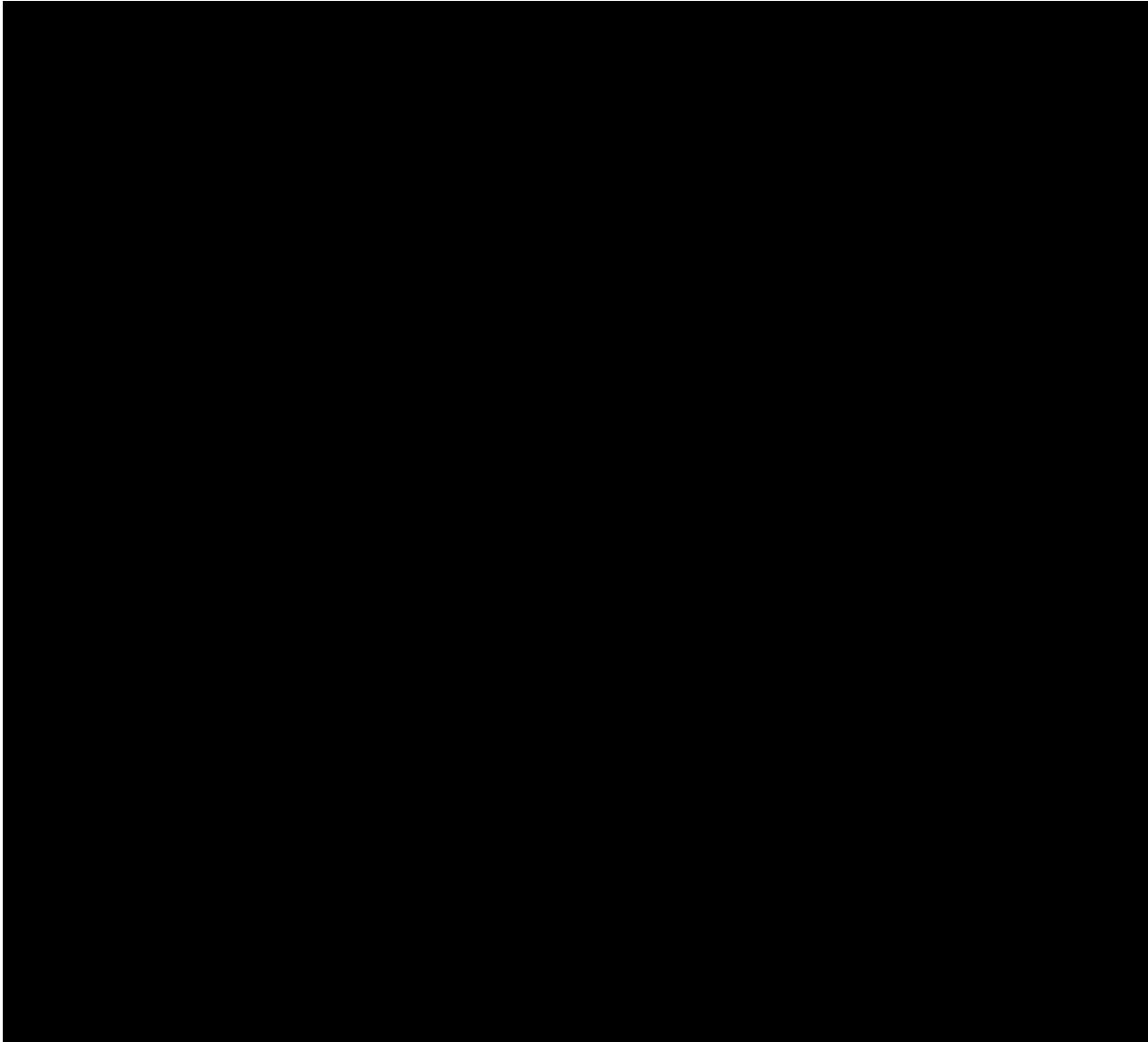


Figure 4. [Redacted]

[Redacted] **Coverage Strategy**

- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]

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1.6. Voice Approach

[Redacted text block]

1.7. Auto-sold CLINs

[Redacted text block]

Figure 5 [Redacted text]

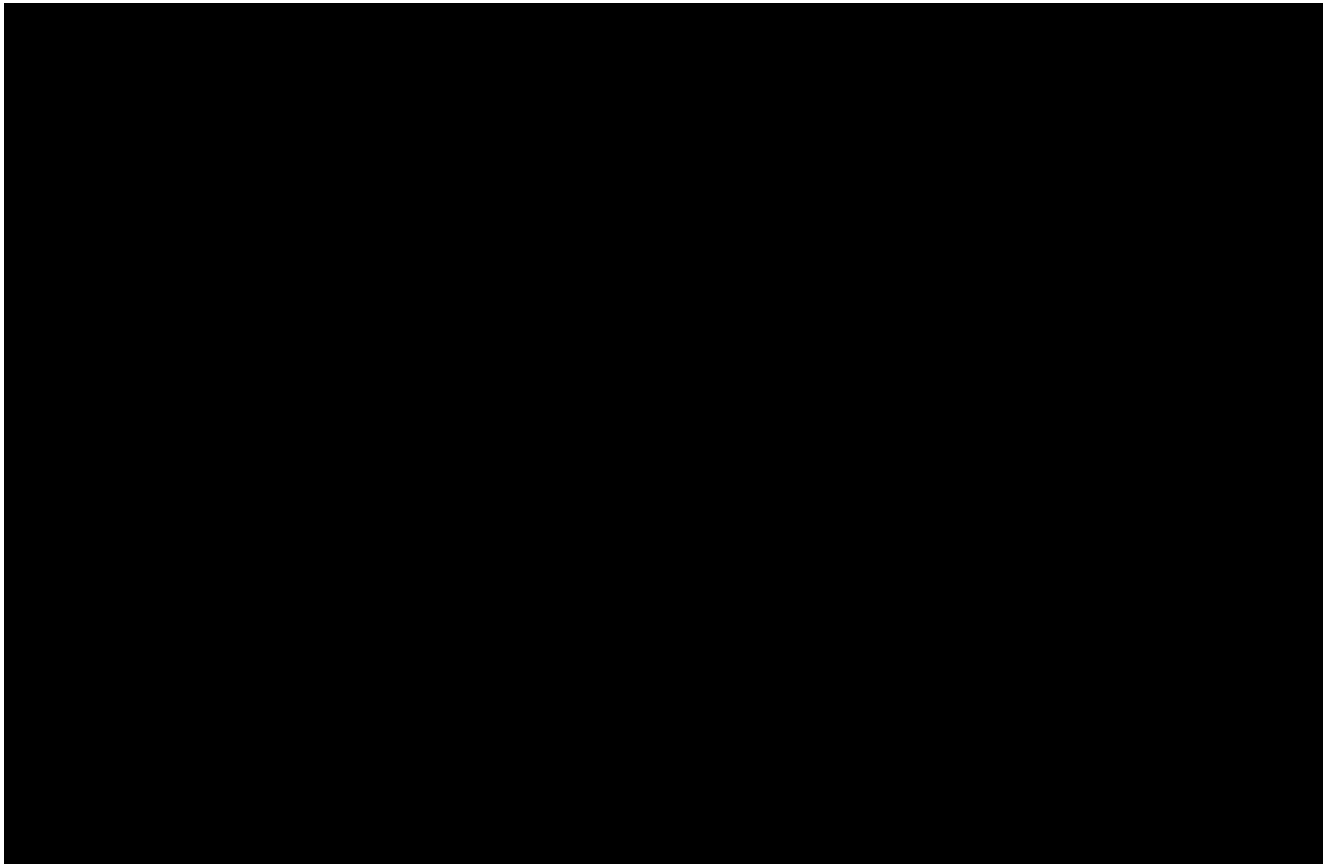


Figure 5. [Redacted]

1.8. Managed Network Services

[Redacted]

- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]

1.9. Catalogs (where offered)

1.9.1. The Catalog

[Redacted text block]

1.9.2. The process for Setting up User

[Redacted text block]

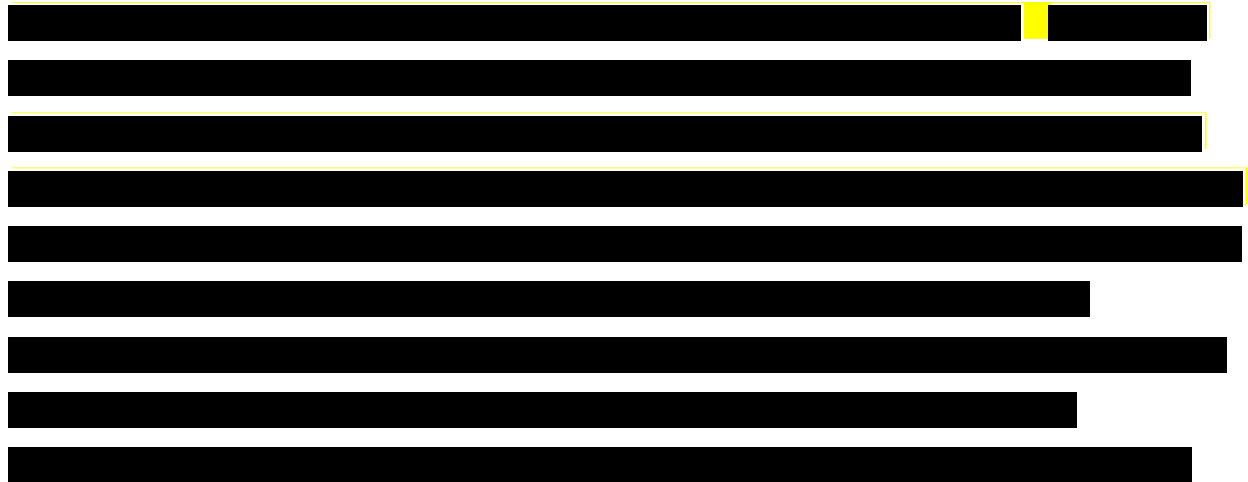
1.9.3. User Interface

[Redacted text block]

1.9.4. Rationale for Grouping Discount Classes

[Redacted text block]

1.9.5. Validating OLPs



1.10. Termination/Cancellation Liability [L.34.1.1]

BT is not submitting any termination or cancellation liabilities, in compliance with the EIS RFP. Any termination or cancellation liabilities will be in accordance with the CLIN definition within Section B.

2.0 Pricing Data [L.34.2]

2.1. Mandatory Services [L.34.2, M.3.3]

Table M.3.2 Price Evaluation Process

Mandatory Services Price Evaluation	For Each CBSA Proposed by Offeror, in Descending CBSA Order by Bandwidth per Table J.1.4.1	Pass Criteria	BT Description	Compliance
Step 1: Minimum CBSA compliance qualification	Verify that the offeror has offered prices for all mandatory services for at least 25 of the top 100 CBSAs	If offeror meets the Step 1 CBSA requirement, the evaluation will proceed to Step 2		✓
Step 2: Detailed evaluation of CBSA dependent services	Verify that offeror has priced all mandatory pricing elements for all mandatory services Evaluate CBSA prices as described in Section M.3.3 Perform additional analysis as described in M.3.7 and M.3.8	If prices are found fair and reasonable for at least 25 of the top 100 CBSAs the evaluation will proceed to Step 3		✓

Mandatory Services Price Evaluation	For Each CBSA Proposed by Offeror, in Descending CBSA Order by Bandwidth per Table J.1.4.1	Pass Criteria	BT Description	Compliance
	Determine whether prices are found fair and reasonable for each CBSA			
Step 3: Determine potential EIS awardees and all potential CBSAs that could be awarded	Price Evaluation for the contract award decisions will be based solely on evaluation of mandatory services and minimum CBSA coverage Identify offerors that have completed Steps 1-2 successfully. These offerors are candidates for EIS contract awards for all CBSAs found fair and reasonable including the CBSAs beyond the minimum 25 of the top 100.	Only the proposals that have successfully completed steps 1-3 may proceed to Step 4 for evaluation of optional services		✓

[Redacted content]

2.2. Optional Services



3.0 Total Evaluated CBSA Price [L.34.3]

Our proposed CBSA has been loaded to the AcquiServe portal. BT Federal understands it will be used to develop the government's Total Evaluated CBSA Price (TECP) for mandatory services.

4.0 Final Submissions [L.35]

BT has submitted an error-free pricing submission utilizing the AcquiServe Price Error Checker and executing the AcquiServe Pricer.

5.0 AcquiServe User Instructions [J.17]

BT has followed the published AcquiServe User Instructions, augmented by calls to the AcquiServe Help Desk, in preparing this proposal.

Attachment 1 - Acronyms [L.22]

Acronym	Definition
CBSA	Core-Based Statistical Area
CLIN	Contract Line Item Number
CONUS	The Continental US
GSA	General Services Administration
ICB	Individual Case Basis
IP-based	Internet Protocol-based
IPVS	Internet Protocol Voice Service
NSC	Network Site Code
NSP	Not Separately Priced
OCONUS	Outside the Continental United States
OLP	Official List Price
PCLs	Physical Concentration Locations
PHubs	Pricing Hubs
POPs	Points of Presence
QOS	Quality of Service
SRE	Service Related Equipment
TUCs	Task Order Unique CLINs
WAN	Wide Area Network

Attachment 2 – Exceptions (None) [L.8]

BT Federal takes no exceptions to the requirements of Volume 6 Price.

RFP Reference	Proposal Location	Exceptions/Deviations	Justification
N/A	N/A	N/A	N/A

Attachment 3 - Assumptions and Conditions [L.9]

BT Federal makes no Assumptions and Conditions to the requirements of Volume 6 Price.

RFP Reference	Proposal Location	Assumptions/Conditions	Detailed Resolution
N/A	N/A	N/A	N/A