

Voice of the Customer: Networx Transition, and Beyond

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GSA ITS Portfolio

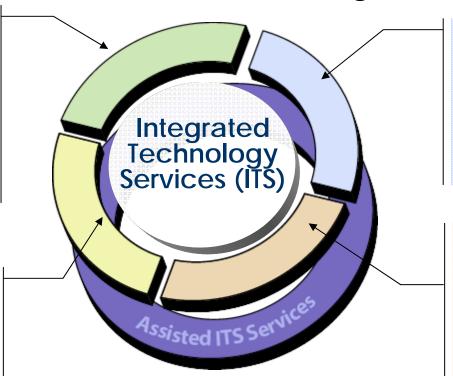
Delivering leading-edge information technology solutions to enable Great Government Through Technology

Governmentwide Acquisition Contracts (GWACs)

Fully competed Indefinite
Delivery Indefinite
Quantity (IDIQ) contracts
enabling the purchase of
a partial or total
Information Technology
(IT) services-based
solutions worldwide

Network Services

Flexible customer access worldwide to the full-suite of commercial telecommunications and networking solutions



IT Schedule Programs

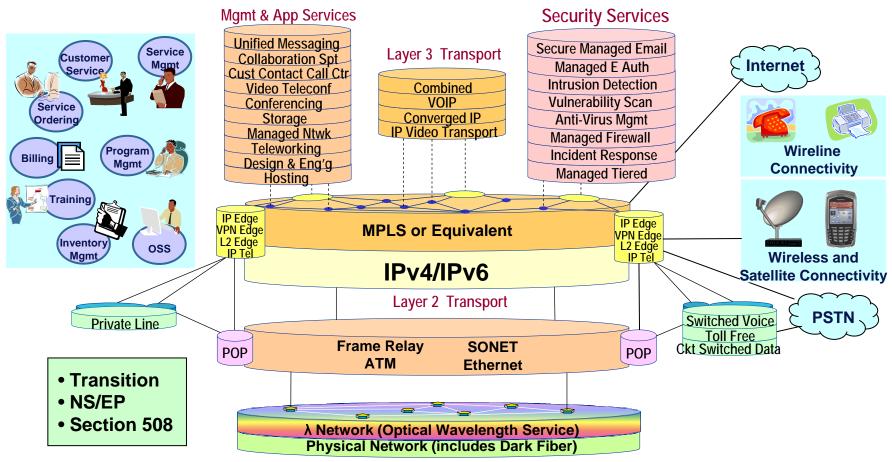
Providing Federal, State, and Local customers with direct order and delivery of leadingedge, high-quality commercial information technology products, software and services

Strategic Solutions

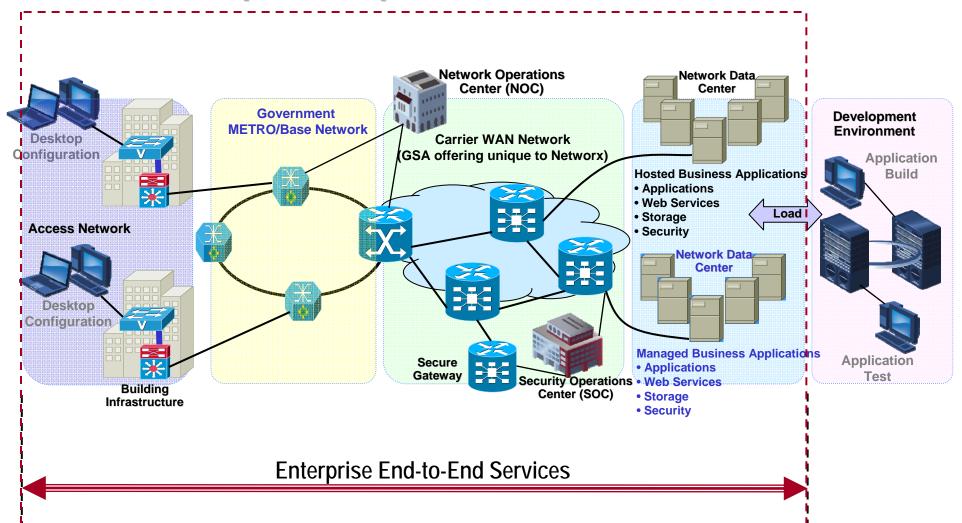
Offering identity management solutions and strategic sourcing support satisfying Federal IT mandates including:

- HSPD-12
- E-Authentication
- SmartBUY
- IPv6

Networx 50 Services – Secure IP-Based Architecture



Networx Scope of Capabilities





GSA Network Services Activities"The Voice of the Customer"

- Networx Services
 - Managed Trusted Internet Protocol Services (MTIPS)
 - VoIP Services
 - Building Infrastructure Project
- Federal Commercial Satellite Acquisition (FCSA)
- Connections II
- Networx Transition

New Interagency Management Council (IMC)

- ➤ IMC Chair: Edward O'Hare, GSA AC for ITS
- New IMC Executive Steering Committee Structure
 - Chair, alternate IMC Chair:
 - Sonny Bhagowalia, CIO, US Department of Interior, member Federal CIO council and co-chair Architecture and Infrastructure, Federal CIO Council

Members:

- Mike Brown, Department of Homeland Security
- Charles McClam, US Department of Agriculture
- Eric Olson, Department of Justice
- Mike Ponti, Department of Defense

New Interagency Management Council (IMC)

- Goals include (paraphrased from IMC New Charter):
 - To coordinate Government network services solutions
 - Initiate procurement actions
 - Promote cross-agency communication
 - Identify impediments to the delivery of products and services
 - Work as appropriate with OMB,Federal CIO Council, and other stakeholders to develop recommendations mitigate impediments to the delivery of products and services
 - Address other issues as required by the Federal CIO Council, OMB, or other stakeholders
- Current Challenge: Complete Networx Transition

Transition "Challenges" Exist

- Transition is difficult and complex
- Networx Transition has been delayed by:
 - Overall growth and increase in complexity of network services
 - Need for Statements of Work
 - Ability for industry to protest task orders
 - Higher Agency priorities
 - Agency turnover and lack of technical staff resources
 - Burden of SOWs on vendors
- It is difficult to measure transition disconnects is "lagging indicator"
- Transitions require significant coordination within & between organizations and resources
- Much good work has been done in Agencies by many dedicated people

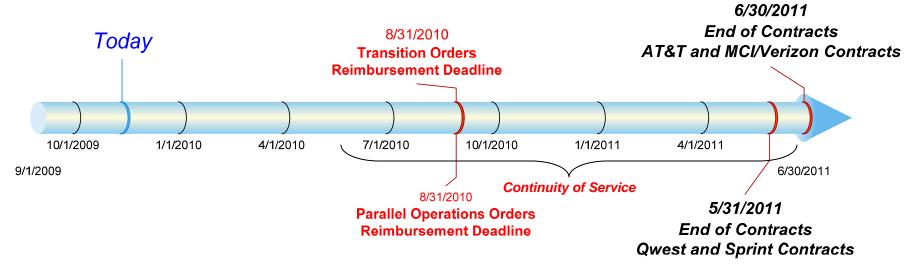


Nevertheless...we must get it done

- Network Services are fundamental to Government business
- Current contracts are expiring
- Prices on Networx are generally much better than FTS2001/Crossover (by as much as \$18M per month)
- We need to get it done



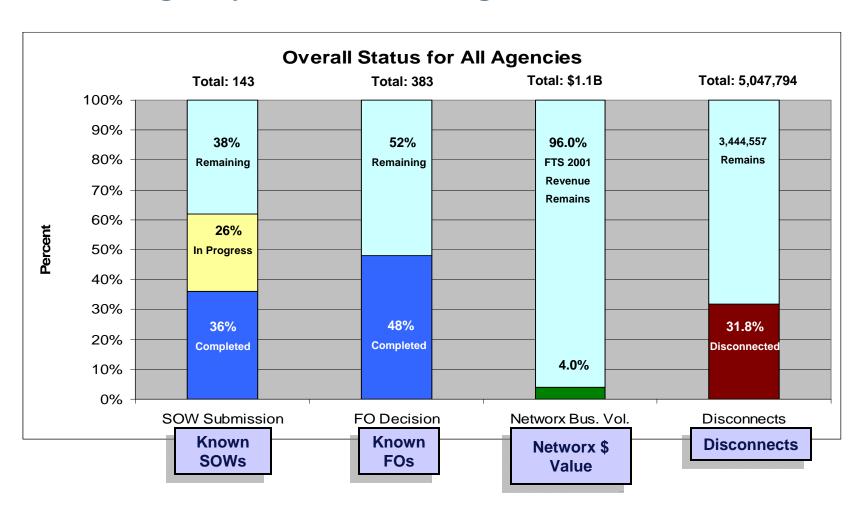
Transition Timeline: 42 months + 12 months Continuity of Service = 54 months



(Final extension from Jan and Apr 10)

20 months remaining

Overall Agency Transition Progress as of 10/29/2009



Actions

- ➤ IMC is changing Transition Credit Milestones
 - Parallel Operations and Ordering Milestones have been combined and moved to August 31, 2010
 - Transition Credits will continue to be paid by GSA through that date (And this is it!)
- IMC is engaging support from CIO Council by providing the Council monthly transition updates
- Considering the value of a "CXO Networx Day" at which GSA and Carriers would provide Transition Lessons Learned and information on how transition can be expedited

Actions, continued

- GSA will continue to provide:
 - Transition planning assistance
 - Direct Agency support
 - SOW and MOD support to tailor Agency unique services
 - Financial support through Transition Credits
 - Assistance in addressing issues raised in Transition Working Group and directly to GSA



Agency Perspective

- Voice of the Customer
 - Transition Lessons Learned
 - How to expedite the transition
 - Future requirements



Questions?