

DISA COMSATCOM SCOOP



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UPCOMING EVENTS

05.03.10 – 05.07.10
2010 DISA Customer Partnership Conference
 Gaylord Opryland Resort and Convention Center
 Nashville, Tennessee

06.21.10 – 06.25.10
DISA Europe/Africa Conference
 Garmisch, Germany

PROGRAM MANAGER'S MESSAGE

As we bid farewell to Colonel Allen L. Green III, we honor a foot soldier, leader, and pioneer of the COMSATCOM Program. Since June 2006, he consistently provided the vision, knowledge, and leadership required to make COMSATCOM one of the key tenants of the DoD's Military Satellite Communications architecture. At the forefront of successfully establishing the PMO, he wasted no time in delivering critical COMSATCOM service to the warfighters. His accomplishments include: forging relationships with COCOM/Services/Agencies, reducing the COMSATCOM provisioning timeline from a 79-day average to a median of 21 days, and orchestrating the implementation of the Defense Satellite Transmission Services—Global (DSTS-G) contract for fixed satellite services. The scope of his achievements, and the immense value they provide to soldiers, sailors, airmen, marines, government civilians, and contractors are truly indicative of his 30-year of solid gold performance. We truly wish him the best of luck in his civilian life.

With every farewell comes a new beginning. We'd like to give a warm welcome to Lieutenant Colonel Michelle Nasser who will be the new SATCOM PMO Program Manager. Lieutenant Colonel Nasser served two years with the Enlisted Reserves before graduating from Boston College where she was commissioned as a Second Lieutenant in the Signal Corps. She served as a Department of the Army Systems Coordinator and Operations Officer under the Assistant Secretary of the Army (Acquisition, Logistics and Technology). We are privileged to have her join us in the coming months. In the interim, we are honored to have Lieutenant Colonel Robert Cummins serve as the Program Manager.

In this edition, you will find articles on Future COMSATCOM Services Acquisition (FCSA) and humanitarian relief for Haiti; our "Ask the Expert" column on the DAA approval process; and quick tips section on bandwidth pricing.

For more information, please visit our website.

FUTURE COMSATCOM SERVICES ACQUISITION (FCSA) UPDATE

The Defense Information Systems Agency (DISA) and General Service Administration (GSA) currently manage separate contractual vehicles to provide commercial satellite communications (COMSATCOM) services to the federal government. The DISA Defense Information Systems Network (DISN) Satellite Transmission Services—Global (DSTS-G)

contracts provide satellite bandwidth and services to meet the majority of DoD Fixed Satellite Services (FSS) requirements. The DISA Inmarsat contracts provide broadband mobile services to meet DoD Mobile Satellite Services (MSS) needs. The GSA SATCOM II contracts provide Federal Agencies with

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FUTURE COMSATCOM SERVICES ACQUISITION (FCSA) UPDATE

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FSS and MSS COMSATCOM end-to-end solutions. These separate vehicles overlap in terms of service offerings, providers, and markets. As all of these contracts expire in the 2011-2012 timeframe, DISA and GSA are strategically partnering in the creation of the Future COMSATCOM Services Acquisition (FCSA) as they work to meet the federal government's increasing demand for COMSATCOM services.

The partnership has several benefits including:

- Establishing a common marketplace for all Government customers
- Ensuring all Government customers receive solutions that consider Nationally-directed Information Assurance and Protection requirements
- Improving access to Federal Supply Schedules which offers ongoing opportunity to add new competitors
- Continuing competitive approaches that deliver below market prices
- Maintaining the COMSATCOM services offered today and adding expanded subscription services and end-to-end capabilities
- Transponded Capacity: Dedicated bandwidth and power on a communications satellite in any available COMSATCOM frequency band, including, but not limited to, L-, S-, C-, X-, Ku-, extended Ku-, Ka-, and UHF
- Subscription Services: Pre-existing, pre-engineered FSS and/or MSS solutions, typically including shared or dedicated satellite resources, ancillary terrestrial components, and Contractor specified networks and equipment, in any available COMSATCOM frequency band

DISA and GSA are developing multiple contract vehicles segmented along three targeted services areas for FCSA. A combination of GSA Federal Supply Schedule 70 and two new GSA-owned Indefinite Delivery/Indefinite Quantity (ID/IQ) contracts will be used to satisfy user requirements within the targeted service areas:

- End-to-End Solutions: Customer defined, End-to-End solutions, consisting of a combination of bandwidth, teleport access, terminals, terrestrial tail circuits, network management, and engineering services

According to Mr. Bruce Bennett, Director of the Program Executive Office for SATCOM, Teleport, and Services (PEO-STs), "The FCSA is a paradigm shift that combines the DISA and GSA SATCOM methodology into a single contractual vehicle servicing the growing and future needs of our War fighter."

The FCSA website includes a variety of information, including the briefings presented at the Industry Announcement and Schedule 70 Industry Day and a series of Frequently Asked Questions based upon feedback received from Industry. For the latest information on FCSA, please visit: <http://www.gsa.gov/fcsa>.

SUPPORT OF OPERATION UNIFIED RESPONSE

The 2010 Haiti earthquake was a catastrophic magnitude 7.0 M earthquake. Its epicenter was near the town of Léogâne, approximately 16 miles west of Port-au-Prince, Haiti's capital. The earthquake occurred at 16:53 local time on Tuesday, 12 January 2010. By 24

January, at least 52 aftershocks measuring 4.5 or greater had been recorded. The earthquake caused major damage to Port-au-Prince, Jacmel and other settlements in the region. Appeals for humanitarian aid were issued by many aid organizations, the United Nations, and also by President

René Prével. Many countries responded to appeals for humanitarian aid, pledging funds and dispatching rescue and medical teams, engineers, and support personnel.

Communication systems; air, land, and sea transport facilities; hospitals; and

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electrical networks had been damaged by the earthquake, which hampered rescue and aid efforts. The U.S. military's response to this effort was named Operation Unified Response.

Personnel from the Global Satellite Communications (SATCOM) Support Center (GSSC), Regional SATCOM Support Center – CONUS (RSSC-CONUS), Defense Information Technology Contracting Organization (DITCO), and Satellite Communications Program Management (SATCOM PMO) Commercial Satellite Communications Branch (CSB) worked tirelessly through week nights and into the weekends to help our DoD customers provision quick turn-around commercial satellite services in support of Operation

Unified Response. Within a matter of days, SATCOM PMO processed a multitude of contract modifications to existing Task Orders, some within a matter of hours others within a day, resulting in an estimated 50 MHz of bandwidth being re-directed to Haiti. With dogged determination and keen sense of urgency, all parties involved delivered outstanding support and fulfilled each and every requirement received. Customers supported included the Navy C4I Space, Northern Command (in support of Southern Command), Joint Communications Support Element (JCSE), Naval Oceanographic Office, (NAVONET) and Global Hawk.

The RSSC-CONUS continues to provide SATCOM planning and management

support to USSOUTHCOM and Joint Forces since humanitarian support operations in Haiti commenced. To date, the RSSC-CONUS has been successful in satisfying all requests from JFCOM and SOUTHCOM for military and commercial SATCOM in support of Operation Unified Response. In recognition for their outstanding support, RSSC-CONUS received kudos from Army STRATCOM for SATCOM planning and support of Haiti's humanitarian relief operations.

ASK THE COMMERCIAL SATELLITE COMMUNICATIONS (COMSATCOM) EXPERT (PART II)

The Defense Information Systems Agency (DISA) Designated Accrediting Authority (DAA) approval for Commercial Satellite Communications (COMSATCOM) solutions is required prior to contract award. Because DAA approval is contingent on the customer's consent to the proposed solution, the customer must sign an Informed Consent Memorandum indicating consent to DISA's provisioning of the proposed solution on their behalf. Receipt of a properly executed Informed Consent Memorandum is a prerequisite to obtaining DAA approval. Both DAA approval and customer informed consent are required before the DITCO Procuring Contracting Officer (PCO) can award the contract to the winning vendor.

Information Assurance (IA) requirements for COMSATCOM solutions are dependent on the customer's Mission Assurance Category (MAC) level requirements and on DoD policy which requires specific additional protection measures for COMSATCOM service. To be considered compliant with IA requirements, a proposal must meet ALL requirements dictated by policy and by the customer's MAC level. Any proposal that offers protection measures that are stronger than those required by the customer's MAC level and by policy will receive higher best value scores on the IA assessment, though these measures are not required for compliance. Any proposal that offers protection measures that are weaker than those

required by the customer's MAC level and by policy is considered non-compliant with minimum IA requirements and will receive lower scores on the IA assessment.

The customer's MAC level requirements determine what specific IA control requirements are prescribed for the COMSATCOM solution. The controls derive from DoDI 8500.2 and are supplemented by controls associated with other DoD requirements for COMSATCOM services including; Telemetry, Tracking and Control (TT&C) cryptography, Electro-Magnetic Interference and Radio Frequency Interference (EMI/RFI) identification, characterization and geo-location, Personnel Security requirements,

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Operational Security (OPSEC) requirements, and Communications Security (COMSEC) requirements.

Based on commercial availability and limitations, it may not always be possible to obtain service that is fully compliant with all IA requirements as dictated by the customer's MAC and DoD policy. In these cases, the best service available may have to suffice if customer consent is obtained and DAA approval is granted.

The customer must be informed of the IA limitations accompanying the chosen solution and must grant consent to award service by signing a memo of informed consent before award is made. This memo is submitted to the DAA as a component of the DAA Approval Package; therefore,

it must be acquired before DAA approval is solicited. The Customer Informed Consent Memo is prepared using the template provided to the customer by the Customer Account manager (CAM). Only the customer's O-6/GS-15 leadership or their authorized delegate has the authority to sign this memo and grant informed consent to award the solution. The customer's signature on the memo indicates his or her understanding that the solution is the best available for the requirement. The signature also indicates that he or she has been informed of the potential shortfalls in IA requirements.

The DAA is the official with the authority to accept the IA risks associated with a proposed COMSATCOM solution. The DISA Chief Information Officer (CIO) is the

DAA for the space and command and control segments of DISA provisioned COMSATCOM services. To facilitate DAA approval, the DISA Information Assurance Manager (IAM) prepares a DAA Decision Brief (which includes the customer's signed consent memo) for DAA review. If the DAA approves the solution, a signed approval memorandum, is provided to the Commercial Satellite Communications Program Management Office (COMSATCOM PMO). If the DAA does not accept the proposed solution, the Technical Evaluation Board (TEB) and IAM work to determine the next best alternative. After DAA approval has been received, the proposed solution is awarded to the appropriate vendor for service delivery.

QUICK TIPS

Today, transponded capacity accounts for nearly 80% of the DoD COMSATCOM costs. An average lease for a full 36 Megahertz (MHz) transponder costs around \$1.5M per year; however, the cost can vary significantly.

Here are some factors to consider to help better manage the unpredictable cost:

- **Size and Duration**—Commercial satellite operators charge a premium for smaller and shorter bandwidth leases to ensure utilization of their fixed capacity. Studies show leases for one 36 MHz transponder for one year could be 13% higher than the standard commercial lease, on a per transponder basis. Smaller leases may incur even larger premiums.
- **Implementation Time**—Adjusting the implementation time requested between a request submission and the actual completion provides potential cost savings. Analyses show ~ 5-10% cost savings can be achieved with at least 30 days to complete the implementation versus under a week.
- **Effective Use of Contract Vehicles**—Contract vehicles with a competitive framework has consistently demonstrated the ability to obtain lower costs. In recent years, DSTS-G costs per transponder have been 39% lower than other DoD vehicles. Discounts on vendors' bandwidth pricing are expected to be similar under the FCSA contract.

For More Information, Please Visit: <http://www.disa.mil/satcom/sco/index.html>