



General Services Administration (GSA)  
Federal Acquisition Service (FAS)  
Office of Information Technology Category

## **Enterprise Infrastructure Solutions (EIS)**

"Enabling Agency Missions through Innovative,  
Integrated, and Secured Solutions"

GS00Q17NSD3000, November, 2019

Volume 6 – Price







General Services Administration (GSA)  
Federal Acquisition Service (FAS)  
Office of Information Technology Category

## Enterprise Infrastructure Solutions (EIS)

"Enabling Agency Missions through Innovative,  
Integrated, and Secured Solutions"

GS00Q17NSD3000  
Volume 6 — Price  
November, 2019

Submitted via AcquiServe™ Portal:  
Timothy Horan, FAS EIS Contracting Officer  
1800 F St NW  
Washington, DC 20405

Submitted by:

AT&T Corp.  
3033 Chain Bridge Road  
Oakton, VA 22124



### RESTRICTION ON DISCLOSURE AND USE OF DATA

*This proposal or quotation 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 or quotation. If, however, a contract is awarded to this offeror or quoter 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 is contained in all pages that carry the legend of "Use or disclosure of the data on this page is subject to the restrictions on the title page of this proposal document."*

### AT&T - PROPRIETARY

*This document contains confidential, trade secret, commercial or financial information owned by AT&T Corp. and is voluntarily submitted for evaluation purposes only. It is exempt from disclosure under the Freedom of Information Act (5 U.S.C. 552) under Exemption (b) (4), and its disclosure is prohibited under the Trade Secrets Act (18 U.S.C. 1905).*

### CONTRACTOR BID OR PROPOSAL INFORMATION

*This bid or proposal shall not be disclosed to evaluators outside the Government, except pursuant to a nondisclosure agreement between the evaluator and AT&T.*

## TABLE OF CONTENTS

<b>Volume 6 — Price [L.34; L.35; L.8; L.9; L.25(1); L.27.2; M.3; M.4; M.5; B; J.1; J.2.3; J.4; J.16; J.19(6)]</b>	<b>1</b>
<b>1 Price Response [L.34; L.35; L.8; L.25(1); L.27.2; M.3; M.4; M.5; B; J.1; J.4; J.16; J.19(6)]</b>	<b>1</b>
1.1 Pricing Hubs (PHub) [L.34.1(1); B.1; B.4]	5
1.1.1 The Pricing Strategy for Assigning Network Site Codes (NSC) to PHubs [L.34.1(1)(a)]	5
1.1.2 The Pricing Strategy for Adding NSCs to PHubs Post-Award [L.34.1(1)(b)]	7
1.2 Physical Concentration Locations (PCL) and Points of Presence (POP) [L.34.1(2); B.1; B.4]	7
1.2.1 The Process for Associating NSCs to PCLs [L.34.1(2)(a)]	8
1.2.2 The Process for Associating PCLs to POPs [L.34.1(2)(b)]	8
1.2.3 The Process for Defining Services Associated with a POP [L.34.1(2)(c)]	9
1.2.4 The Process for Maintaining and Updating the Tables in Section B.4 [L.34.1(2)(d)]	10
1.3 Individual Case Basis (ICB) CLINs [L.34.1(3); B.1]	10
1.3.1 AT&T Understanding of the Use of ICB CLINs [L.34.1(3)(a)]	10
1.3.2 The Approach AT&T Will Use to Create a Price for an ICB CLIN [L.34.1(3)(b)]	11
1.4 Task Order Unique CLINs (TUCs) [L.34.1(4); B.1; B.4; J.2.3; J.4.1]	11
1.4.1 AT&T Understanding of the Use of TUCs [L.34.1(4)(a)]	12
1.4.2 [REDACTED]	13
1.4.3 How AT&T Will Maintain the Information for TUCs Based on Combining Component CLINs [L.34.1(4)(c)]	14
1.5 [REDACTED]	14
1.5.1 [REDACTED]	15
1.5.2 [REDACTED]	19
1.6 [REDACTED]	19
1.6.1 [REDACTED]	19
1.7 Auto-Sold CLINs [L.34.1(7); B.1.2.11]	20

1.7.1	The Rationale for the CLINs Provided in Table B.1.2.11.1 [L.34.1(7)(a); B.1.2.11.1].....	21
1.7.2	The Process for Maintaining and Updating Table B.1.2.11.1 [L.34.1(7)(b); B.1.2.11.1] .....	23
1.8	[REDACTED] .....	23
1.8.1	[REDACTED] .....	23
1.9	Catalogs (Where Offered) [L.34.1(9); M.5; B.1.3; B.1.3.1; B.1.3.2; B.1.3.3; J.4.2] .....	25
1.9.1	Catalog Description [L.34.1(9)(a)] .....	25
1.9.2	The Process for Setting Up User Access [L.34.1(9)(b)] .....	27
1.9.3	The User Interface [L.34.1(9)(c)] .....	28
1.9.4	[REDACTED] .....	28
1.9.5	[REDACTED] .....	28
1.9.6	The Approach to Validating OLPs [L.34.1(9)(f)] .....	29
1.9.6.1	[REDACTED] .....	29
1.9.6.2	[REDACTED] ..	29
1.10	Meeting Submission and Evaluation Requirements [L.34; L.35; L.8; L.25(1); L.27.2; M.3; M.4; M.5; B; B.1.2.1.1; B.4.1.4; B.4; B.2; B.1.3; J.1; J.4.2; J.16; J.19(6)] .....	29
1.10.1	Submission of Pricing Information Via the AcquServe™ Portal [L.34.2; L.34.3; J.16 ] .....	29
1.10.1.1	AT&T Use of the AcquServe™ CBSA Selection Tool for Mandatory Services [L.34.2(1 of 8)].....	30
1.10.1.2	AT&T Use of the AcquServe™ Voice Service Selection Tool [L.34.2(2 of 8)] .....	30
1.10.1.3	AT&T Use Of The AcquServe™ Optional Service Selection Tool [L.34.2(3 of 8)] .....	30
1.10.1.4	AT&T Use Of The AcquServe™ CBSA Selection Tool For Optional CBSA-Dependent Service Pricing [L.34.2(4 of 8)] .....	30
1.10.1.5	AT&T Use Of the AcquServe™ Non-Domestic Selection Tool For Mandatory or Optional Location-Dependent Service Coverage [L.34.2(5 of 8); B Tables] .....	30
1.10.1.6	AT&T Completion Of The Appropriate Section B Tables For Optional CLINs [L.34.2(6 of 8); B Tables] .....	30
1.10.1.7	AT&T Population Of Table B.4.1.4 Services Offered By Point of Presence [L.34.2(7 of 8); B.4.1.4].....	30
1.10.1.8	AT&T Completion And Submission Of All Cross-Reference Tables Defined in Section B [L.34.2(8 of 8); B; B.4] .....	31
1.10.2	Final Submissions [L.35] .....	31

1.10.2.1	Execution of the AcquiServe™ Price Error Checker Prior To Final Submission [L.35.1] .....	31
1.10.2.2	Execution of the AcquiServe™ Pricer [L.35.2] .....	31
1.10.3	Price Evaluation Process [M.3; M.3.1, M.3.2; J.1.4.1] .....	31
1.10.3.1	Step 1: Minimum CBSA Compliance Qualification for Mandatory Services [M.3.2(Step1); J.1.4.1] .....	31
1.10.3.2	Step 2: Detailed Evaluation of CBSA-Dependent Mandatory Services [L.34.3; M.3.2(Step 2); M.3.3; M.3.7; M.3.8; M.4; B.1.2.1.1; J.1.4.1] .....	32
1.10.3.3	Step 3: Determination of Potential EIS Awardees and All Potential CBSAs That Could Be Awarded [M.3.2(Step 3)] .....	32
1.10.3.4	Step 4: Detailed Evaluation of Optional CBSA-Dependent Services [L.34.3; M.3.2(Step 4); M.3.4; M.3.7; M.3.8; B.1.2.1.1] .....	32
1.10.3.5	Step 5: Determination of Award Candidates for Optional CBSA-Dependent Services [M.3.2(Step 5)] .....	32
1.10.3.6	Step 6: Detailed Evaluation of Optional Non-CBSA Dependent Services [L.34.3; M.3.2(Step 6); M.3.5; M.3.7; M.3.8; M.3.6; B.1.2.1.1] .....	32
1.10.3.7	Step 7: Determine Potential Awards [M.3.2(Step 7)] .....	33
1.10.3.8	Evaluation of Mandatory Services [L.34.3; M.3.3; B.1.2.1.1] .....	33
1.10.3.9	Evaluation of Optional CBSA Dependent Services [L.34.3; M.3.4; B.1.2.1.1] .....	33
1.10.3.10	Evaluation of Optional Non-CBSA Dependent Services [L.34.3; M.3.5; B.1.2.1.1] .....	33
1.10.3.11	Evaluation of Optional CLINs Optional Locations [L.34.3; M.3.6; B.1.2.1.1] .....	33
1.10.3.12	Additional Price Analysis [M.3.7; B.1.2.1.1] .....	33
1.10.3.13	Traffic and Forecast Sensitivity Evaluation [M.3.8; B.1.2.1.1] .....	33
1.10.4	Optional Services Acceptance [L.34; M.4; M.2.1; M.2.2; M.3; B.2] .....	34
1.10.5	Acceptance of Catalogs [M.5; B.1.3; B.2; J.4.2] .....	34
1.10.6	Exceptions and Deviations [L.8] .....	34
1.11	Updates to Pricing Methodology Throughout the Life of the Contract [L.34.2; M.3; B.1.2.9; B.2; J.1] .....	34
1.12	Compliance with Submission Matrix #6 [L.25(1); L.27.2; M.1.1.2(1); M.1.1.2(2); J.19(6)] .....	35
1.12.1	Price Response [L.34.1; M.3; M.4; M.5; B; J.1] .....	35
1.12.2	Pricing Data [L.27.3; L.34.2; M.3; M.4; M.5; B; J.1] .....	35
1.12.3	Total Evaluated CBSA Price [L.34.3; M.3; M.4; M.5; B; J.1] .....	35
1.13	Termination/Cancellation Liability [L.34.1.1; B] .....	35
<b>Appendix A —</b>	<b>.....</b>	<b>A-1</b>
<b>A-1</b>	<b>.....</b>	<b>A-1</b>

<b>Appendix B —</b>	<b>B-1</b>
	B-1
<b>Appendix C —</b>	<b>C-1</b>

## LIST OF FIGURES

Figure 1-1.	5
Figure 1.1.1-1.	6
Figure 1.3.2-1.	11
Figure 1.4.2-1.	14
Figure 1.7.2-1.	23
Figure 1.9.1-1.	25
Figure C-1.	C-1
Figure C-2.	C-2
Figure C-3.	C-3
Figure C-4.	C-4

## LIST OF TABLES

Table 1-1.	2
Table 1-2. AT&T EIS Response – Services and Coverage.	4
Table 1.2.2-1.	9
Table 1.5.1-1.	15
Table 1.6.1-1.	20
Table 1.8.1-1.	24
Table 1.9.1-1.	26
Table 1.9.1-2.	27
Table A-1-1.	A-1
Table B-1-1.	B-1

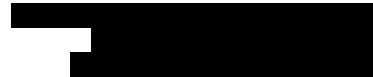
## ABBREVIATION AND ACRONYM DEFINITION LIST

Abbreviation/Acronym	Definition
AA	Access Arrangement
ACS	Audio Conferencing Service
ATQ	Authority to Quote
CBSA	Core Based Statistical Area
CHS	Colocated Hosting Service
CLIN	Contract Line Item Number
CLLI	Common Language Location Identifier
CLONES	Control Location Online Entry System
CONUS	Continental United States
COR	Contracting Officer Representative
CSVS	Circuit Switched Voice Service
CW	Cable and Wiring
DDoS	Distributed Denial of Service
DFS	Dark Fiber Service
DHS	Department of Homeland Security
E-LAN	Ethernet Private Local Area Network
E-LINE	Ethernet Private Line
ETS	Ethernet Transport Service
FAR	Federal Acquisition Regulations
FCC	Federal Communications Commission
FFP	Firm Fixed Price
FISMA	Federal Information Security Management Act
FSSI	Federal Strategic Sourcing Initiative
FTTP	Fiber to the Premises
ICB	Individual Case Basis
ID	Identifier
IDPS	Intrusion Detection and Prevention Service
IP	Internet Protocol
IPS	Internet Protocol Service
IPv4	Internet Protocol version 4
IPv6	Internet Protocol version 6
IPVS	IP Voice Service
IT	Information Technology
ITSM	IT Service Management
IVR	Interactive Voice Response
KPI	Key Performance Indicator
LAN	Local Area Network
LEC	Local Exchange Carrier
LSA	Local Service Agreement
M2M	Machine to Machine
MAN	Metropolitan Area Network
MLAN	Militarized Local Area Network
MM	Managed Mobility
MMC	Monthly Maintenance Charge



Abbreviation/Acronym	Definition
<b>MMS</b>	Multimedia Messaging Service
<b>MNS</b>	Managed Network Service
<b>MPLS</b>	Multi-protocol Label Switching
<b>MPOE</b>	Minimum Point of Entry
<b>MRC</b>	Monthly Recurring Charge
<b>MSRP</b>	Manufacturer's Suggested Retail Price
<b>MSS</b>	Managed Security Service
<b>MTIPS</b>	Managed Trusted Internet Protocol Service
<b>MWS</b>	Wireless Service
<b>N/A</b>	Not Applicable
<b>NOC</b>	Network Operations Center
<b>NRC</b>	Non-Recurring Charge
<b>NSC</b>	Network Site Code
<b>NTP</b>	Notice to Proceed
<b>OCO</b>	Ordering Contracting Officer
<b>OCONUS</b>	U.S. Territories and Possessions Outside Contiguous 48 States
<b>OEM</b>	Original Equipment Manufacturer
<b>OLP</b>	Official List Price
<b>OWS</b>	Optical Wavelength Service
<b>PaaS</b>	Platform as a Service
<b>PCL</b>	Physical Concentration Location
<b>PHub</b>	Pricing Hub
<b>PICC</b>	Presubscribed Interexchange Carrier Charge
<b>PLS</b>	Private Line Service
<b>POP</b>	Point of Presence
<b>POTS</b>	Plain Old Telephone Service
<b>PSTN</b>	Public Switched Telephone Network
<b>PTT</b>	Push-to-Talk
<b>RBAC</b>	Role Based Access Control
<b>RFP</b>	Request for Proposal
<b>SaaS</b>	Software as a Service
<b>SDN</b>	Software Defined Network
<b>SDP</b>	Service Delivery Point
<b>SIP</b>	Session Initiation Protocol
<b>SLA</b>	Service Level Agreement
<b>SMS</b>	Short Messaging Service
<b>SOC</b>	Security Operations Center
<b>SONETS</b>	Synchronous Optical Network Service
<b>SOW</b>	Statement of Work
<b>SRE</b>	Service Related Equipment
<b>SRL</b>	Service Related Labor
<b>SWC</b>	Serving Wire Center
<b>T&amp;M</b>	Time and Material
<b>TDM</b>	Time Division Multiplexing
<b>TECP</b>	Total Evaluated CBSA Price
<b>TIC</b>	Trusted Internet Connection
<b>TFS</b>	Toll Free Service





Abbreviation/Acronym	Definition
TO	Task Order
TUC	Task Order Unique CLIN
UCC	Uniform Commercial Code
UCS	Unified Communications Service
USF	Universal Service Fund
V&H	Vertical and Horizontal
VoIP	Voice over Internet Protocol
VPN	Virtual Private Network
VPNS	Virtual Private Network Service
VTs	Video Teleconferencing Service
WAN	Wide Area Network
WCS	Web Conferencing Service



**VOLUME 6 — PRICE [L.34; L.35; L.8; L.9; L.25(1); L.27.2; M.3; M.4; M.5; B; J.1; J.2.3; J.4; J.16; J.19(6)]**

**1 Price Response [L.34; L.35; L.8; L.25(1); L.27.2; M.3; M.4; M.5; B; J.1; J.4; J.16; J.19(6)]**

Over the full term of the EIS contract, the General Services Administration (GSA) and customer agencies will benefit from AT&T high value EIS offering, enabling delivery of services based on:

- Competitive, market-based pricing for a broad suite of services and support
- Improved agility and price efficiencies through reduced pricing, ordering, and billing complexity
- Modern and highly secure global network providing comprehensive geographic service delivery coverage across Continental United States (CONUS), Outside Contiguous United States (OCOUS), and Non-Domestic locations
- Service integration competencies to define price competitive solutions and free GSA to focus on agency support and agencies to focus on mission accomplishment
- Timely transition to EIS that maximizes initial value to GSA and customer agencies, while maintaining a continuous focus on value enhancements over 15 years

GSA's best value source selection approach clearly communicates the significance of competitive pricing — with equivalence to the tiered combination of the technical, management and past performance factors. We have worked to produce high value across each of these factors. Our price perspective includes the full life-cycle of the service and total cost of service ownership for GSA and the agencies. This volume summarizes the results and value of our competitive pricing efforts, provides a definition

**Investing in the Future of EIS**

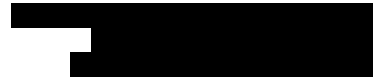
- AT&T invests in network enhancements and service innovations to strengthen future mission success for the agencies which depend on GSA-provided support services
- Technology enhancements will continue to benefit pricing by enabling an efficient internal financial structure through IP-based integrated solutions to connect, protect, virtualize and manage
- From 2009 to 2014, AT&T invested \$140B in our networks in the US enhancing coverage, increasing capacity and improving security
- AT&T holds over 12,500 patents demonstrating our on-going commitment to research benefiting service innovation and network security and capacity/reliability
- AT&T's expanding global presence provides network connectivity and support across voice, text, and data services in over 190 countries

[REDACTED]  
 [REDACTED]  
 [REDACTED]  
 [REDACTED]  
 [REDACTED]

\_\_\_\_\_

Responses.

Country	Year	Value
Algeria	2010	1.00
Algeria	2011	1.00
Algeria	2012	1.00
Algeria	2013	1.00
Algeria	2014	1.00
Algeria	2015	1.00
Algeria	2016	1.00
Algeria	2017	1.00
Algeria	2018	1.00
Algeria	2019	1.00
Algeria	2020	1.00
Algeria	2021	1.00
Algeria	2022	1.00
Algeria	2023	1.00
Algeria	2024	1.00
Algeria	2025	1.00
Algeria	2026	1.00
Algeria	2027	1.00
Algeria	2028	1.00
Algeria	2029	1.00
Algeria	2030	1.00
Algeria	2031	1.00
Algeria	2032	1.00
Algeria	2033	1.00
Algeria	2034	1.00
Algeria	2035	1.00
Algeria	2036	1.00
Algeria	2037	1.00
Algeria	2038	1.00
Algeria	2039	1.00
Algeria	2040	1.00
Algeria	2041	1.00
Algeria	2042	1.00
Algeria	2043	1.00
Algeria	2044	1.00
Algeria	2045	1.00
Algeria	2046	1.00
Algeria	2047	1.00
Algeria	2048	1.00
Algeria	2049	1.00
Algeria	2050	1.00
Algeria	2051	1.00
Algeria	2052	1.00
Algeria	2053	1.00
Algeria	2054	1.00
Algeria	2055	1.00
Algeria	2056	1.00
Algeria	2057	1.00
Algeria	2058	1.00
Algeria	2059	1.00
Algeria	2060	1.00
Algeria	2061	1.00
Algeria	2062	1.00
Algeria	2063	1.00
Algeria	2064	1.00
Algeria	2065	1.00
Algeria	2066	1.00
Algeria	2067	1.00
Algeria	2068	1.00
Algeria	2069	1.00
Algeria	2070	1.00
Algeria	2071	1.00
Algeria	2072	1.00
Algeria	2073	1.00
Algeria	2074	1.00
Algeria	2075	1.00
Algeria	2076	1.00
Algeria	2077	1.00
Algeria	2078	1.00
Algeria	2079	1.00
Algeria	2080	1.00
Algeria	2081	1.00
Algeria	2082	1.00
Algeria	2083	1.00
Algeria	2084	1.00
Algeria	2085	1.00
Algeria	2086	1.00
Algeria	2087	1.00
Algeria	2088	1.00
Algeria	2089	1.00
Algeria	2090	1.00
Algeria	2091	1.00
Algeria	2092	1.00
Algeria	2093	1.00
Algeria	2094	1.00
Algeria	2095	1.00
Algeria	2096	1.00
Algeria	2097	1.00
Algeria	2098	1.00
Algeria	2099	1.00
Algeria	2100	1.00
Algeria	2101	1.00
Algeria	2102	1.00
Algeria	2103	1.00
Algeria	2104	1.00
Algeria	2105	1.00
Algeria	2106	1.00
Algeria	2107	1.00
Algeria	2108	1.00
Algeria	2109	1.00
Algeria	2110	1.00
Algeria	2111	1.00
Algeria	2112	1.00
Algeria	2113	1.00
Algeria	2114	1.00
Algeria	2115	1.00
Algeria	2116	1.00
Algeria	2117	1.00
Algeria	2118	1.00
Algeria	2119	1.00
Algeria	2120	1.00
Algeria	2121	1.00
Algeria	2122	1.00
Algeria	2123	1.00
Algeria	2124	1.00
Algeria	2125	1.00
Algeria	2126	1.00
Algeria	2127	1.00
Algeria	2128	1.00
Algeria	2129	1.00
Algeria	2130	1.00
Algeria	2131	1.00
Algeria	2132	1.00
Algeria	2133	1.00
Algeria	2134	1.00
Algeria	2135	1.00
Algeria	2136	1.



[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]

The compliant services and extensive geographic coverage in AT&T's EIS response are overviewed in **Table 1-2**. Details regarding the CBSA (CONUS/OCONUS) and Non-Domestic coverage for these services are available to GSA in **Section 1.5**.

In response to requirements in RFP Section B, the pricing approach to develop competitive prices for each mandatory and optional service being bid is presented in this volume. For most bid services, this information is provided in subsequent sections of this volume. [Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

For all services being bid, detailed price information complementing the information in this volume is provided via our pricing tables defined in RFP Section B.2, which have been uploaded to GSA's AcquiServe™ portal.

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]



---

[illegible]

\_\_\_\_\_

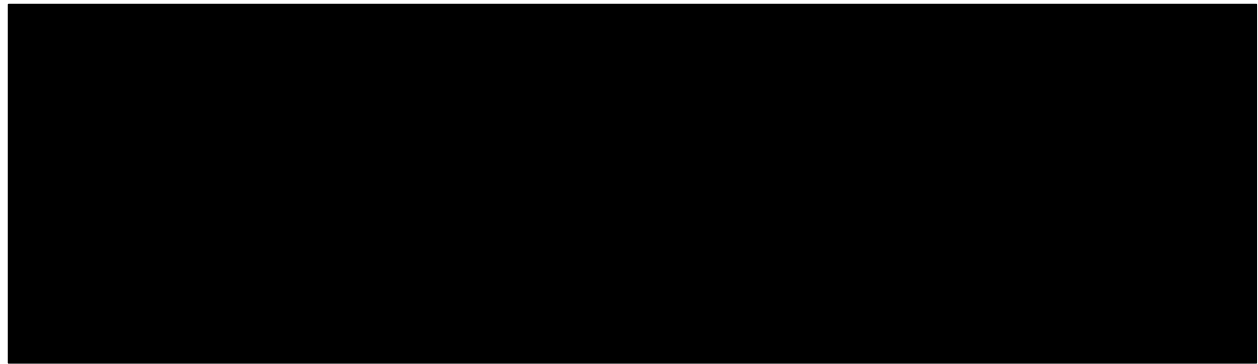


Figure 1-1. Pricing Structures Framework.

## 1.1 Pricing Hubs (PHub) [L.34.1(1); B.1; B.4]

Pricing Hubs (PHub) are group service delivery locations with a common price and access service type to a unique Network Site Code (NSC) identifier for price aggregation.

### 1.1.1 The Pricing Strategy for Assigning Network Site Codes (NSC) to PHubs [L.34.1(1)(a)]

PHubs are used to assign a unique identifier to locations with the same price for the same access service type. This PHub identifier (ID) is used only for pricing purposes and is independent of the physical network. A PHub is required for each access type priced at that location.

PHubs simplify monthly recurring charges (MRC) for access pricing by eliminating the need for modifications when adding new locations to the contract, since new locations can be associated with an existing PHub ID. Access non-recurring charge (NRC) may not vary by PHub, but may vary by Country or Jurisdiction ID.

As a part of the process of assigning NSCs to PHubs, AT&T will make use of the data contained within the iconectiv™ Control Location Online Entry System (CLONES) database. Iconectiv™ is the trusted and neutral provider of telecom registries, clearinghouses, and interconnection.

. AT&T will use GSA Systems, via an informational submission, to update Table B.4.1.7 with the building NSC to PHub ID mapping. AT&T will populate and maintain the relationship between Building NSCs and their respective PHubs in Table B.4.1.7. The PHubs in Table B.4.1.7 will be used in conjunction with the access pricing tables in Section B.2.9 to set access prices.

**Figure 1.1.1-1.**

**Figure 1.1.1-1. AT&T NSC to PHub Process Flow**

### 1.1.2 The Pricing Strategy for Adding NSCs to PHubs Post-Award [L.34.1(1)(b)]

The post-award process for adding NSCs to PHubs for either access type is similar to that discussed above and shown in **Figure 1.1.1-1**. [REDACTED]

[REDACTED] AT&T will use GSA Systems, via an informational submission, to update table B.4.1.7 with the building NSC to PHub ID. The government will reference Table B.4.1.6 to verify that the relationships within Table B.4.1.7 result in fair and reasonable prices as identified in the tables in Section B.2.9. A contract modification is not required if the PHub ID exists in the contract. If a PHub ID does not exist, then the Access Arrangement tables in Section B.2.9.1 will be updated and a contract modification will be requested. [REDACTED]

## 1.2 Physical Concentration Locations (PCL) and Points of Presence (POP) [L.34.1(2); B.1; B.4]

**AT&T provides GSA a series of identifiers for infrastructure and pricing purposes in the EIS proposal.** Two of these identifiers, the PCL and POP, are also identified by



[REDACTED]

the broader government-provided NSC, which pinpoints a physical location with an eight-character CLLI code. PCLs map to all NSCs in the iconectiv™ CLONES database for physical location aggregation. These GSA network infrastructures provide agencies with pinpoint accuracy and service availability information required in the Task Order (TO) provisioning process.

### 1.2.1 The Process for Associating NSCs to PCLs [L.34.1(2)(a)]

[REDACTED]

[REDACTED]. A PCL is any place multiple connections like copper wire, fiber, and coax are aggregated at POPs and SWCs. PCL may refer to the access side or the network side of the service. [REDACTED]

[REDACTED]

[REDACTED]

As orders are placed on the EIS contract, new NSCs may need to be created for new service locations and added to the contract. As required, AT&T will create the new NSC code which will be accessible from the iconectiv™ CLONES database. If an NSC exists, it will detail the physical address, city, state, latitude/longitude, and SWC associated with that NSC. AT&T will submit a contract modification to add the new NSC to the contract. If a new address is required and no NSC has been established, then AT&T requests to have an NSC created through iconectiv™ for the new location. Once the NSC has been created, it will be accessible in iconectiv™ within 24 hours. AT&T will use GSA Systems, via an informational submission, to update table B.4.1.6 with the building NSC to PCL NSC mapping. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

### 1.2.2 The Process for Associating PCLs to POPs [L.34.1(2)(b)]

AT&T will create both CONUS/OCONUS and Non-Domestic POP identifiers. AT&T will maintain and update the CONUS and OCONUS information for GSA in accordance with Table B.4.1.1. This table provides Vertical & Horizontal (V&H) coordinates. Non-Domestic POP identifiers will be maintained in the Table B.4.1.2, which provides Country/Jurisdiction ID and the name of the provider, if it is not AT&T.

**Table 1.2.2-1.**

**Table 1.2.2-1. Example PCL to POP Relationship Table.** *AT&T maps PCLs to POPs with easily understood bandwidth bracket relationships.*



### 1.2.3 The Process for Defining Services Associated with a POP [L.34.1(2)(c)]

Based on RFP Table B.4.1.4 instructions, AT&T categorizes the services themselves according to the following: Virtual Private Network Service (VPNS), Ethernet Transport Service (ETS), Optical Wavelength Service (OWS), Private Line Service (PLS), Synchronous Optical Network Service (SONETS), Dark Fiber Service (DFS), Internet Protocol Service (IPS), Internet Protocol Voice Service (IPVS), Toll Free Service (TFS), and Managed Trusted Internet Protocol Service (MTIPS).

## 1.2.4 The Process for Maintaining and Updating the Tables in Section B.4 [L.34.1(2)(d)]

AT&T will update and maintain all required tables in RFP Section B.4 resident with the exception of those data tables that will be maintained by GSA (i.e., RFP Tables B.4.1.8 and B.4.1.9). All tables maintained by AT&T will contain, at a minimum, the data elements defined in RFP Section B.4. For the PCL, PHub, POP, and other tables that list AT&T pricing and GSA NSCs, AT&T will implement updates to the tables as locations change, services are added, or capabilities enhanced. In addition, AT&T will update and maintain all supporting RFP tables that do not contain prices but contain other information that is required to price services (i.e., RFP Tables B.1.2.11.1, B.1.2.12.1, B.1.2.13.1, and B.1.2.14.1). Such table updates are provided to GSA for their incorporation into GSA Systems.

## 1.3 Individual Case Basis (ICB) CLINs [L.34.1(3); B.1]

ICB CLINs are used for a service that is defined in the contract but its price varies and cannot be set.

### 1.3.1 AT&T Understanding of the Use of ICB CLINs [L.34.1(3)(a)]

ICB CLINs provide unique identifiers for special end-user requirements, for which special arrangements are made with the contractor where fixed pricing could not have been determined or could not apply. Additional unique information is needed to price the service for a particular instance of the service under a particular TO. ICB CLINs are defined for various services on the EIS contract but require additional information to determine the price for the individual case and TO. AT&T provides the information

needed to fully define the ICB CLIN, and are provided to GSA by AT&T for their incorporation into GSA Systems, including:

- **Case Description** — Text description that contains sufficient information to distinguish one case from another of the same CLIN
- **ICB Case Number(s)** — Defined by AT&T to be unique for each CLIN and Case
- **TO Number** — ICB CLIN, Case number, description and price must be associated with a specific TO

ICB CLINs apply when a service line item is not commercially available.

### 1.3.2 The Approach AT&T Will Use to Create a Price for an ICB CLIN [L.34.1(3)(b)]

AT&T will first analyze the requirements to determine an ICB solution.

**Figure 1.3.2-1**

**Figure 1.3.2-1. AT&T EIS ICB CLIN Process.**

We will complete and submit to GSA the ICB CLIN information as required in RFP Table B.1.2.14.1, including the CLIN number, case number, description, NSCs, country jurisdictions, and the start and stop dates.

### 1.4 Task Order Unique CLINs (TUCs) [L.34.1(4); B.1; B.4; J.2.3; J.4.1]

TUCs are for custom solutions that are not otherwise defined or priced on the contract, while ICB CLINs are used for a service that is defined on the contract but its price varies and cannot be set.



#### 1.4.1 AT&T Understanding of the Use of TUCs [L.34.1(4)(a)]

The use of TUCs:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED] AT&T has a long track record of working with and providing custom solutions to GSA and agencies. The newly implemented TUC and ICB contract CLINs will only increase our ability to efficiently deliver custom solutions to agencies.

Agencies, with assistance from AT&T, will determine the EIS service that best satisfies the requirements to be defined using the TUC. Each EIS service includes a predefined TUC to be used by agencies. There are three types of TUCs defined per service: MRC, NRC, and usage-based. The ordering contracting officer (OCO) determines if the price proposed by AT&T is fair and reasonable.

TUCs may be a single CLIN service or a bundling of multiple CLINs into one overarching CLIN that is associated with the appropriate TUC from the basic transport service. TUCs may be used to assist agencies in defining special requirements for ordering and billing purposes. TUCs are appropriate for use where unique TO requirements that are in scope under EIS are not defined and priced, and are not logical additions to the contract under new contract CLINs for a service that is not already on the contract.

TUCs are to be used when an item requested does not match any commercially existing or logical follow-on fixed or Individual Case Basis (ICB) CLINs of a particular service.

TUCs are also used when a custom solution is not otherwise defined and priced on the contract. In this case, one or more pre-defined EIS CLINs, identified as component CLINs within a group, are associated with a single TUC for purposes of ordering the group as though it were a single service with a single price. Component CLINs may be any CLIN type, including contract CLINs, ICB CLINs or TUCs. A new TUC case number must be defined as the overarching CLIN/case combination, and RFP Table B.1.2.12.1 must be completed to associate component CLINs with the overarching TUC.

The use of TUCs promotes timely response to agency Statements of Work (SOW) and for developing prices.

#### 1.4.2 The Approach AT&T Will Use to Determine that an Agency's Requirements Are Best Met by a TUC [L.34.1(4)(b)]

**Figure 1.4.2-1.**

**Figure 1.4.2-1. Process to Assess TUC Solution.**

### 1.4.3 How AT&T Will Maintain the Information for TUCs Based on Combining Component CLINs [L.34.1(4)(c)]

AT&T will populate RFP Table B.1.2.12.1 with the bundled CLINs within a TUC and provide this table update to GSA for their upload to GSA Systems. The appropriate TUC for the basic transport service will be entered along with each of the individual component CLINs.

### 1.5 AT&T Geographic Coverage Strategy [L.34.1(5); M.3; B.1; B.2; B.4; J.1]

\_\_\_\_\_

\_\_\_\_\_

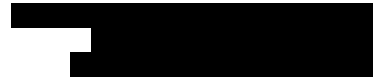
\_\_\_\_\_

[illegible]

\_\_\_\_\_

[illegible]





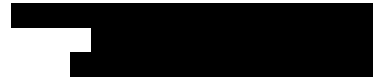
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]				
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]





[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]				
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]





[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]				
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]



<div> <div></div> <div></div> </div>	<div> <div></div> <div></div> </div>	<div> <div></div> <div></div> </div>	<div> <div></div> <div></div> </div>	<div> <div></div> <div></div> </div>	<div> <div></div> <div></div> </div>

\_\_\_\_\_

\_\_\_\_\_

Table 1.5.1-1.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Country	Percentage
United States	~95%
France	~90%
Germany	~85%
United Kingdom	~100%
Canada	~98%
Japan	~88%
the IPVS infrastructure is	~10%

[illegible]

\_\_\_\_\_

\_\_\_\_\_

**Table 1.6.1-1. AT&T IPVS Rationale.**

[REDACTED]	[REDACTED]
[REDACTED] [REDACTED] [REDACTED]	[REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED]	[REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED] [REDACTED]	[REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED] [REDACTED]	[REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED] [REDACTED]	[REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED] [REDACTED]	[REDACTED] [REDACTED] [REDACTED]

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Auto-Sold CLINs will provide GSA and agencies a means to order any of the features associated with those services that include Auto-Sold CLINs naturally bundled for specific services, which accommodates the addition of new capabilities and features as they become available for these services.**

A horizontal bar chart consisting of 10 black bars of varying lengths. The bars are arranged in a single column. The lengths of the bars, from top to bottom, are approximately: 85%, 95%, 95%, 100%, 15%, 85%, 100%, 20%, 90%, and 75%.

The rationale for including auto-sold CLINs is that certain CLINs include automatically applied charges, under well-defined circumstances relative to services ordered. The rationale for selected auto-sold CLINs is most intuitive when discussed by Service Area.



[REDACTED]

- [REDACTED]  
[REDACTED]  
[REDACTED]



[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

## 1.7.2 The Process for Maintaining and Updating Table B.1.2.11.1 [L.34.1(7)(b); B.1.2.11.1]

From a contract administration perspective, auto-sold CLINs are handled like any other EIS CLIN. [REDACTED]



### [REDACTED] Figure 1.7.2 1.

The updated auto-sold CLIN list then becomes part of the overall submission checklist to properly populate every applicable table entry and upload them to GSA.

## 1.8 Managed Network Services [L.34.1(8); B.2.8.1]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

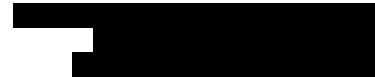
[REDACTED]

[REDACTED]

### 1.8.1 AT&T Approach to Device Size Assignment in Table B.2.8.1.3.2 [L.34.1(8); B.2.8.1.3.2]

[REDACTED]





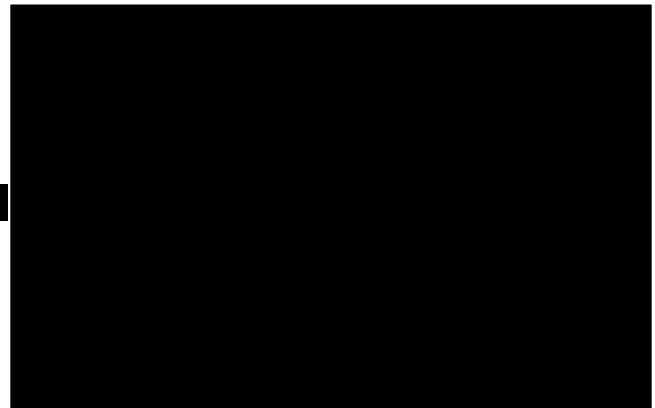
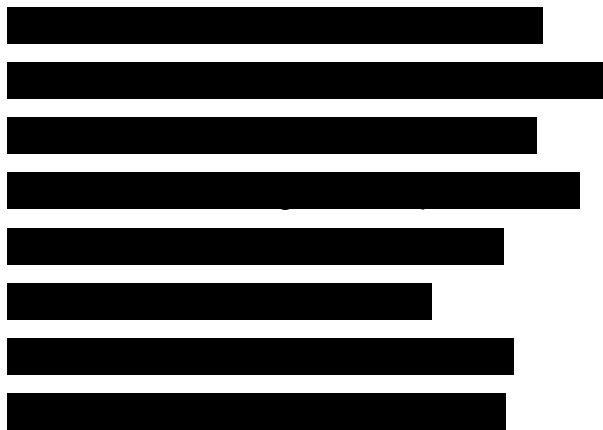

GSA requirements for the inclusion of extra-small and extra-large MNS content in the AT&T adjusted MNS offering have been met as shown in the table above. AT&T has taken its existing standard small and large MNS service offerings and has extended these offerings to meet GSA EIS requirements for extra-small and extra-large service solutions.

## 1.9 Catalogs (Where Offered) [L.34.1(9); M.5; B.1.3; B.1.3.1; B.1.3.2; B.1.3.3; J.4.2]

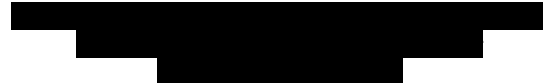
The AT&T Government Center Portal offers the latest in web technology and security for accessing our proposed EIS Catalog, which consists of Cloud, Wireless, MSS, and SRE service offerings. GSA and customer agency users will experience ease of use while selecting discounted, catalog-style offerings.

### 1.9.1 Catalog Description [L.34.1(9)(a)]

The AT&T Government Center Portal, customized for EIS, will provide agencies with access to a user-friendly, web-enabled, Federal Information Security Management Act (FISMA)-compliant catalog of prices for a wide array of EIS services. **Figure 1.9.1-1**



**Figure 1.9.1-1. AT&T Government Center Portal.**



**Table 1.9.1-1**

Table 1.9.1-1. Features of AT&T Online Catalog.

[illegible]

\_\_\_\_\_

© 2006 The Authors  
Journal compilation © 2006 Blackwell Publishing Ltd

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



All potential catalog users will be invited to explore AT&T EIS services and products via the online catalog. Prices will be logically organized by service and feature. Users can search and make comparisons between catalog items. The online catalog constitutes AT&T official source of contract prices for items in the catalog.

[illegible]

[REDACTED]  
 [REDACTED]  
 [REDACTED]  
 [REDACTED]  
 [REDACTED]  
 [REDACTED]  
 [REDACTED]

## 1.9.6 The Approach to Validating OLPs [L.34.1(9)(f)]

### 1.9.6.1 Identification of All Trade Names for the OLPs [L.34.1(9)(f)(1)]

### 1.9.6.2 Method for Independent Government Verification [L.34.1(9)(f)(2)]

## Appendix C,

## 1.10 Meeting Submission and Evaluation Requirements [L.34; L.35; L.8; L.25(1); L.27.2; M.3; M.4; M.5; B; B.1.2.1.1; B.4.1.4; B.4; B.2; B.1.3; J.1; J.4.2; J.16; J.19(6)]

### 1.10.1 Submission of Pricing Information Via the AcquServe™ Portal [L.34.2; L.34.3; J.16 ]

AT&T will submit pricing tables within the Price Volume Submission Matrix through the GSA AcquServe™ tools for all services proposed (mandatory and optional) for the 60-month base contract period. These pricing tables will enable GSA to calculate the Total Evaluated CBSA Price (TECP) for all mandatory services.



#### **1.10.1.1 AT&T Use of the AcquServe™ CBSA Selection Tool for Mandatory Services [L.34.2(1 of 8)]**

AT&T will utilize the AcquServe™ CBSA selection tool to identify the CBSAs for which AT&T is proposing pricing. [REDACTED]

#### **1.10.1.2 AT&T Use of the AcquServe™ Voice Service Selection Tool [L.34.2(2 of 8)]**

#### **1.10.1.3 AT&T Use Of The AcquServe™ Optional Service Selection Tool [L.34.2(3 of 8)]**

AT&T will use the AcquServe™ Optional Service Selection Tool to identify the optional services for which AT&T is proposing pricing.

#### **1.10.1.4 AT&T Use Of The AcquServe™ CBSA Selection Tool For Optional CBSA-Dependent Service Pricing [L.34.2(4 of 8)]**

AT&T will use the AcquServe™ CBSA Selection Tool to identify the CBSAs for which it is proposing CBSA-dependent service pricing. AT&T will only select the CBSAs from those proposed for the mandatory services.

#### **1.10.1.5 AT&T Use Of the AcquServe™ Non-Domestic Selection Tool For Mandatory or Optional Location-Dependent Service Coverage [L.34.2(5 of 8); B Tables]**

AT&T will utilize the AcquServe™ Non-Domestic Selection Tool to identify Non-Domestic jurisdictions for which pricing is proposed. AT&T will also complete and upload the appropriate Non-Domestic RFP Section B tables to the GSA AcquServe™ portal for submission.

#### **1.10.1.6 AT&T Completion Of The Appropriate Section B Tables For Optional CLINs [L.34.2(6 of 8); B Tables]**

AT&T will complete and upload the appropriate Section B tables to the GSA AcquServe™ portal for optional CLINs within mandatory and optional services which AT&T is proposing.

#### **1.10.1.7 AT&T Population Of Table B.4.1.4 Services Offered By Point of Presence [L.34.2(7 of 8); B.4.1.4]**

AT&T will populate RFP Table B.4.1.4 via the GSA AcquServe™ portal to indicate the POP NSC, the mandatory and optional services available (VPNS, ETS, OWS, PLS,

SONETS, DFS, IPS, IPVS, TFS, and MTIPS), and the Bandwidth Group values in RFP Table B.4.1.5.1.

#### **1.10.1.8 AT&T Completion And Submission Of All Cross-Reference Tables Defined in Section B [L.34.2(8 of 8); B; B.4]**

AT&T will complete and submit all cross-reference tables defined in RFP Section B via in the GSA AcquServe™ portal.

#### **1.10.2 Final Submissions [L.35]**

##### **1.10.2.1 Execution of the AcquServe™ Price Error Checker Prior To Final Submission [L.35.1]**

AT&T will execute the AcquServe™ Price Error Checker prior to final submission to eliminate errors and to confirm that AT&T submission meets requirements. The Price Error Checker reports will be submitted automatically.

##### **1.10.2.2 Execution of the AcquServe™ Pricer [L.35.2]**

AT&T will execute the AcquServe™ Pricer and validate that the CLINs, services, and TECPs are correct in the price reports. The Pricer reports will be submitted automatically.

#### **1.10.3 Price Evaluation Process [M.3; M.3.1, M.3.2; J.1.4.1]**

AT&T complies with the price evaluation multi-step process that starts with the mandatory services, advances to the optional CBSA-dependent services, and finally assesses all optional non-CBSA dependent services. Progression through the evaluation requires AT&T to successfully demonstrate that the service prices are fair and reasonable and to meet the minimum CBSA coverage requirements. [REDACTED]

[REDACTED] Optional CBSA-dependent services will only be considered for the mandatory supported CBSAs.

##### **1.10.3.1 Step 1: Minimum CBSA Compliance Qualification for Mandatory Services [M.3.2(Step1); J.1.4.1]**

The GSA will evaluate mandatory services for each proposed CBSA in descending order of bandwidth per RFP Table J.1.4.1. [REDACTED]

[REDACTED] Successful completion of Step 1 will allow AT&T to advance to Step 2.

### **1.10.3.2 Step 2: Detailed Evaluation of CBSA-Dependent Mandatory Services [L.34.3; M.3.2(Step 2); M.3.3; M.3.7; M.3.8; M.4; B.1.2.1.1; J.1.4.1]**

AT&T will provide 60-month base contract period prices for all mandatory pricing elements for all mandatory services identified in RFP Table B.1.2.1.1 and verified through the GSA AcquServe™ portal. These mandatory service prices are fair and reasonable in comparison to the market and enable calculation of the Total Evaluated CBSA Price (TECP). Meeting these criteria will allow AT&T to advance to Step 3.

### **1.10.3.3 Step 3: Determination of Potential EIS Awardees and All Potential CBSAs That Could Be Awarded [M.3.2(Step 3)]**

AT&T understands that the price evaluation for the contract award decisions will be based solely on the evaluation of mandatory services and minimum CBSA coverage. As discussed above in **Section 1.5**, our proposal offers all four mandatory services, and related access arrangements, with coverage in 99 of the top 100 CBSAs. Beyond that, we have presented in our proposal a high value offer that features market-based competitive pricing for our mandatory services.

### **1.10.3.4 Step 4: Detailed Evaluation of Optional CBSA-Dependent Services [L.34.3; M.3.2(Step 4); M.3.4; M.3.7; M.3.8; B.1.2.1.1]**

AT&T will use the GSA AcquServe™ portal to offer 60-month base contract period prices for optional CBSA-dependent services, as identified in RFP Table B.1.2.1.1, within the CBSAs selected for mandatory services. All mandatory pricing elements in the optional services are provided and will be fair and reasonable.

### **1.10.3.5 Step 5: Determination of Award Candidates for Optional CBSA-Dependent Services [M.3.2(Step 5)]**

AT&T understands that any optional CBSA-dependent service that has passed Step 4 is a candidate for award of that service.

### **1.10.3.6 Step 6: Detailed Evaluation of Optional Non-CBSA Dependent Services [L.34.3; M.3.2(Step 6); M.3.5; M.3.7; M.3.8; M.3.6; B.1.2.1.1]**

AT&T will use the GSA AcquServe™ portal to offer 60-month base contract period prices for optional non-CBSA dependent services, as identified in RFP Table B.1.2.1.1. All mandatory pricing elements in the optional services are provided and are fair and reasonable.

### **1.10.3.7 Step 7: Determine Potential Awards [M.3.2(Step 7)]**

AT&T understands that any optional non-CBSA dependent services that have passed Step 6 are candidates for award of those services.

### **1.10.3.8 Evaluation of Mandatory Services [L.34.3; M.3.3; B.1.2.1.1]**

AT&T has provided pricing for all mandatory services as identified in RFP Table B.1.2.1.1 and the prices are fair and reasonable. The submitted prices allow GSA to calculate the TECP for each proposed CBSA and the Voice TECP will be based on IP service, which AT&T is proposing for Voice Services.

### **1.10.3.9 Evaluation of Optional CBSA Dependent Services [L.34.3; M.3.4; B.1.2.1.1]**

AT&T has provided prices for optional CBSA dependent services to allow GSA to evaluate the services by applying the prices to any entries in the Traffic Model for each proposed CBSA.

### **1.10.3.10 Evaluation of Optional Non-CBSA Dependent Services [L.34.3; M.3.5; B.1.2.1.1]**

AT&T has provided prices for optional non-CBSA dependent services to allow GSA to evaluate the services by applying the prices to any entries in the Traffic Model.

### **1.10.3.11 Evaluation of Optional CLINs Optional Locations [L.34.3; M.3.6; B.1.2.1.1]**

AT&T understands that mandatory and optional services may include optional pricing elements consisting of optional CLINS and/or optional locations. [REDACTED]

[REDACTED]. These prices can be evaluated by applying them to the appropriate entries in the Traffic Model.

### **1.10.3.12 Additional Price Analysis [M.3.7; B.1.2.1.1]**

AT&T understands that all mandatory and optional services and features, catalog discount classes, access types, bandwidths, optional pricing elements, and other priced items are subject to the fair, reasonable, and balanced priced analysis that GSA can perform in accordance with Federal Acquisition Regulations (FAR) Part 15.4.

### **1.10.3.13 Traffic and Forecast Sensitivity Evaluation [M.3.8; B.1.2.1.1]**

AT&T understands that the Traffic Model is based on historical data and current trends but is not a projection of future orders. It allows the government to vary the traffic to evaluate risk in the pricing structure.

#### **1.10.4 Optional Services Acceptance [L.34; M.4; M.2.1; M.2.2; M.3; B.2]**

AT&T understands that GSA may, at its discretion, accept any or all CBSA-dependent and non-CBSA dependent optional services based on the RFP Section C.2, RFP Section G, the quality of the response, and the price evaluation.

#### **1.10.5 Acceptance of Catalogs [M.5; B.1.3; B.2; J.4.2]**

AT&T has provided properly populated catalog tables with information that is complete, accurate, defensible and verifiable. The OLP and OLP trade names are accurate and the discount classes are logically structured. The discount classes result in prices that are fair, reasonable, and balanced.

#### **1.10.6 Exceptions and Deviations [L.8]**

AT&T takes no exceptions or deviations.

#### **1.11 Updates to Pricing Methodology Throughout the Life of the Contract [L.34.2; M.3; B.1.2.9; B.2; J.1]**

[REDACTED]

[REDACTED]

[REDACTED] AT&T provides a wide breadth of industry leading communications services over a vast domestic and international network to seamlessly connect GSA and agency locations around the world.

[REDACTED]

[REDACTED]

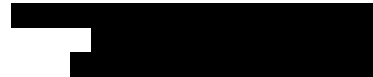
[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

The pricing volume will be maintained throughout the life of the contract. Updates are provided to GSA for their incorporation into GSA Systems to address changes in the pricing elements, such as the introduction of new services and withdrawal of end of life services. AT&T will provide updated pricing tables along with a clear pricing methodology for each submission to enable GSA to understand the presented information.



## **1.12 Compliance with Submission Matrix #6 [L.25(1); L.27.2; M.1.1.2(1); M.1.1.2(2); J.19(6)]**

### **1.12.1 Price Response [L.34.1; M.3; M.4; M.5; B; J.1]**

AT&T Price Response has been submitted within the Price Volume Submission Matrix via the GSA AcquServe™ portal.

### **1.12.2 Pricing Data [L.27.3; L.34.2; M.3; M.4; M.5; B; J.1]**

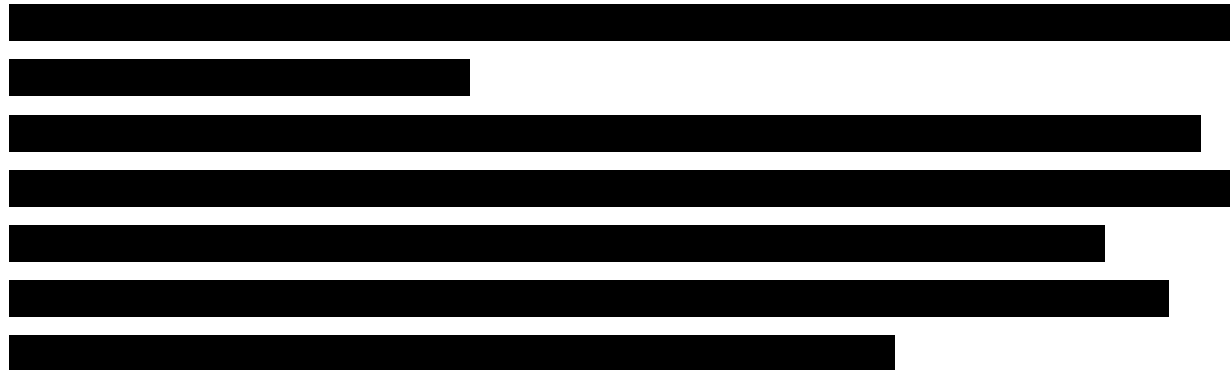
AT&T Pricing Data has been submitted within the Price Volume Submission Matrix via the GSA AcquServe™ tools.

### **1.12.3 Total Evaluated CBSA Price [L.34.3; M.3; M.4; M.5; B; J.1]**

AT&T TECP has been calculated via the Price Volume Submission Matrix within the GSA AcquServe™ portal.

## **1.13 Termination/Cancellation Liability [L.34.1.1; B]**

The AT&T complies with RFP Section L.34.1.1. 





# General Services Administration (GSA)

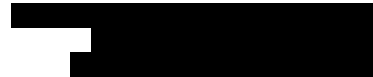
Office of Information Technology Category

Enterprise Infrastructure Solutions (EIS)

GS00Q17NSD3000

**Appendix A — Error Checker Explanation [L.27.2]**





## APPENDIX A — ERROR CHECKER EXPLANATION [L.27.2]

### A-1 Error Checker Explanation [L.27.2]

[REDACTED]

[REDACTED] Table A-1-1. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Table A-1-1. Volume 6 Error Checker Explanation. [REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]





# General Services Administration (GSA)

Office of Information Technology Category

Enterprise Infrastructure Solutions (EIS)

GS00Q17NSD3000

## Appendix B — Assumptions and Conditions

## APPENDIX B — VOLUME 6 ASSUMPTIONS AND CONDITIONS [L.9]

### B-1 Assumptions and Conditions [L.9]

Table B-1-1.

Table B-1-1. Volume 6 Assumptions and Conditions

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]				
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]				
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

[illegible]



[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]				
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
■	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]			
[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

№	Наименование	Вид	Содержание	Ссылка	Ссылка
1	1.1	1.1.1	1.1.1.1	1.1.1.1	1.1.1.1
2	2.1	2.1.1	2.1.1.1	2.1.1.1	2.1.1.1
3	3.1	3.1.1	3.1.1.1	3.1.1.1	3.1.1.1
4	4.1	4.1.1	4.1.1.1	4.1.1.1	4.1.1.1
5	5.1	5.1.1	5.1.1.1	5.1.1.1	5.1.1.1
6	6.1	6.1.1	6.1.1.1	6.1.1.1	6.1.1.1
7	7.1	7.1.1	7.1.1.1	7.1.1.1	7.1.1.1
8	8.1	8.1.1	8.1.1.1	8.1.1.1	8.1.1.1
9	9.1	9.1.1	9.1.1.1	9.1.1.1	9.1.1.1
10	10.1	10.1.1	10.1.1.1	10.1.1.1	10.1.1.1
11	11.1	11.1.1	11.1.1.1	11.1.1.1	11.1.1.1
12	12.1	12.1.1	12.1.1.1	12.1.1.1	12.1.1.1
13	13.1	13.1.1	13.1.1.1	13.1.1.1	13.1.1.1
14	14.1	14.1.1	14.1.1.1	14.1.1.1	14.1.1.1
15	15.1	15.1.1	15.1.1.1	15.1.1.1	15.1.1.1
16	16.1	16.1.1	16.1.1.1	16.1.1.1	16.1.1.1
17	17.1	17.1.1	17.1.1.1	17.1.1.1	17.1.1.1
18	18.1	18.1.1	18.1.1.1	18.1.1.1	18.1.1.1
19	19.1	19.1.1	19.1.1.1	19.1.1.1	19.1.1.1
20	20.1	20.1.1	20.1.1.1	20.1.1.1	20.1.1.1
21	21.1	21.1.1	21.1.1.1	21.1.1.1	21.1.1.1
22	22.1	22.1.1	22.1.1.1	22.1.1.1	22.1.1.1
23	23.1	23.1.1	23.1.1.1	23.1.1.1	23.1.1.1
24	24.1	24.1.1	24.1.1.1	24.1.1.1	24.1.1.1
25	25.1	25.1.1	25.1.1.1	25.1.1.1	25.1.1.1
26	26.1	26.1.1	26.1.1.1	26.1.1.1	26.1.1.1
27	27.1	27.1.1	27.1.1.1	27.1.1.1	27.1.1.1
28	28.1	28.1.1	28.1.1.1	28.1.1.1	28.1.1.1
29	29.1	29.1.1	29.1.1.1	29.1.1.1	29.1.1.1
30	30.1	30.1.1	30.1.1.1	30.1.1.1	30.1.1.1
31	31.1	31.1.1	31.1.1.1	31.1.1.1	31.1.1.1
32	32.1	32.1.1	32.1.1.1	32.1.1.1	32.1.1.1
33	33.1	33.1.1	33.1.1.1	33.1.1.1	33.1.1.1
34	34.1	34.1.1	34.1.1.1	34.1.1.1	34.1.1.1
35	35.1	35.1.1	35.1.1.1	35.1.1.1	35.1.1.1
36	36.1	36.1.1	36.1.1.1	36.1.1.1	36.1.1.1
37	37.1	37.1.1	37.1.1.1	37.1.1.1	37.1.1.1
38	38.1	38.1.1	38.1.1.1	38.1.1.1	38.1.1.1
39	39.1	39.1.1	39.1.1.1	39.1.1.1	39.1.1.1
40	40.1	40.1.1	40.1.1.1	40.1.1.1	40.1.1.1
41	41.1	41.1.1	41.1.1.1	41.1.1.1	41.1.1.1
42	42.1	42.1.1	42.1.1.1	42.1.1.1	42.1.1.1
43	43.1	43.1.1	43.1.1.1	43.1.1.1	43.1.1.1
44	44.1	44.1.1	44.1.1.1	44.1.1.1	44.1.1.1
45	45.1	45.1.1	45.1.1.1	45.1.1.1	45.1.1.1
46	46.1	46.1.1	46.1.1.1	46.1.1.1	46.1.1.1
47	47.1	47.1.1	47.1.1.1	47.1.1.1	47.1.1.1
48	48.1	48.1.1	48.1.1.1	48.1.1.1	48.1.1.1
49	49.1	49.1.1	49.1.1.1	49.1.1.1	49.1.1.1
50	50.1	50.1.1	50.1.1.1	50.1.1.1	50.1.1.1
51	51.1	51.1.1	51.1.1.1	51.1.1.1	51.1.1.1
52	52.1	52.1.1	52.1.1.1	52.1.1.1	52.1.1.1
53	53.1	53.1.1	53.1.1.1	53.1.1.1	53.1.1.1
54	54.1	54.1.1	54.1.1.1	54.1.1.1	54.1.1.1
55	55.1	55.1.1	55.1.1.1	55.1.1.1	55.1.1.1
56	56.1	56.1.1	56.1.1.1	56.1.1.1	56.1.1.1
57	57.1	57.1.1	57.1.1.1	57.1.1.1	57.1.1.1
58	58.1	58.1.1	58.1.1.1	58.1.1.1	58.1.1.1
59	59.1	59.1.1	59.1.1.1	59.1.1.1	59.1.1.1
60	60.1	60.1.1	60.1.1.1	60.1.1.1	60.1.1.1
61	61.1	61.1.1	61.1.1.1	61.1.1.1	61.1.1.1
62	62.1	62.1.1	62.1.1.1	62.1.1.1	62.1.1.1
63	63.1	63.1.1	63.1.1.1	63.1.1.1	63.1.1.1
64	64.1	64.1.1	64.1.1.1	64.1.1.1	64.1.1.1
65	65.1	65.1.1	65.1.1.1	65.1.1.1	65.1.1.1
66	66.1	66.1.1	66.1.1.1	66.1.1.1	66.1.1.1
67	67.1	67.1.1	67.1.1.1	67.1.1.1	67.1.1.1
68	68.1	68.1.1	68.1.1.1	68.1.1.1	68.1.1.1
69	69.1	69.1.1	69.1.1.1	69.1.1.1	69.1.1.1
70	70.1	70.1.1	70.1.1.1	70.1.1.1	70.1.1.1
71	71.1	71.1.1	71.1.1.1	71.1.1.1	71.1.1.1
72	72.1	72.1.1	72.1.1.1	72.1.1.1	72.1.1.1
73	73.1	73.1.1	73.1.1.1	73.1.1.1	73.1.1.1
74	74.1	74.1.1	74.1.1.1	74.1.1.1	74.1.1.1
75	75.1	75.1.1	75.1.1.1	75.1.1.1	75.1.1.1
76	76.1	76.1.1	76.1.1.1	76.1.1.1	76.1.1.1
77	77.1	77.1.1	77.1.1.1	77.1.1.1	77.1.1.1
78	78.1	78.1.1	78.1.1.1	78.1.1.1	78.1.1.1
79	79.1	79.1.1	79.1.1.1	79.1.1.1	79.1.1.1
80	80.1	80.1.1	80.1.1.1	80.1.1.1	80.1.1.1
81	81.1	81.1.1	81.1.1.1	81.1.1.1	81.1.1.1
82	82.1	82.1.1	82.1.1.1	82.1.1.1	82.1.1.1
83	83.1	83.1.1	83.1.1.1	83.1.1.1	83.1.1.1
84	84.1	84.1.1	84.1.1.1	84.1.1.1	84.1.1.1
85	85.1	85.1.1	85.1.1.1	85.1.1.1	85.1.1.1
86	86.1	86.1.1	86.1.1.1	86.1.1.1	86.1.1.1
87	87.1	87.1.1	87.1.1.1	87.1.1.1	87.1.1.1
88	88.1	88.1.1	88.1.1.1	88.1.1.1	88.1.1.1
89	89.1	89.1.1	89.1.1.1	89.1.1.1	89.1.1.1
90	90.1	90.1.1	90.1.1.1	90.1.1.1	90.1.1.1
91	91.1	91.1.1	91.1.1.1	91.1.1.1	91.1.1.1
92	92.1	92.1.1	92.1.1.1	92.1.1.1	92.1.1.1
93	93.1	93.1.1	93.1.1.1	93.1.1.1	93.1.1.1
94	94.1	94.1.1	94.1.1.1	94.1.1.1	94.1.1.1
95	95.1	95.1.1	95.1.1.1	95.1.1.1	95.1.1.1
96	96.1	96.1.1	96.1.1.1	96.1.1.1	96.1.1.1
97	97.1	97.1.1	97.1.1.1	97.1.1.1	97.1.1.1
98	98.1	98.1.1	98.1.1.1	98.1.1.1	98.1.1.1
99	99.1	99.1.1	99.1.1.1	99.1.1.1	99.1.1.1
100	100.1	100.1.1	100.1.1.1	100.1.1.1	100.1.1.1





# General Services Administration (GSA)

Office of Information Technology Category

Enterprise Infrastructure Solutions (EIS)

GS00Q17NSD3000

## Appendix C — Sample Catalog List

Section 1.9.6.2, [REDACTED]

[REDACTED]

[REDACTED] Figure C-1,

[REDACTED] Figure C-2, [REDACTED]

[REDACTED]

[REDACTED] Figure C-3 [REDACTED]

[REDACTED] Figure C-4, [REDACTED]

[REDACTED] Figure C-1, [REDACTED] Figure C-2, [REDACTED], Figure C-3,

[REDACTED] Figure C-4, [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

**Figure C-1.** [REDACTED]

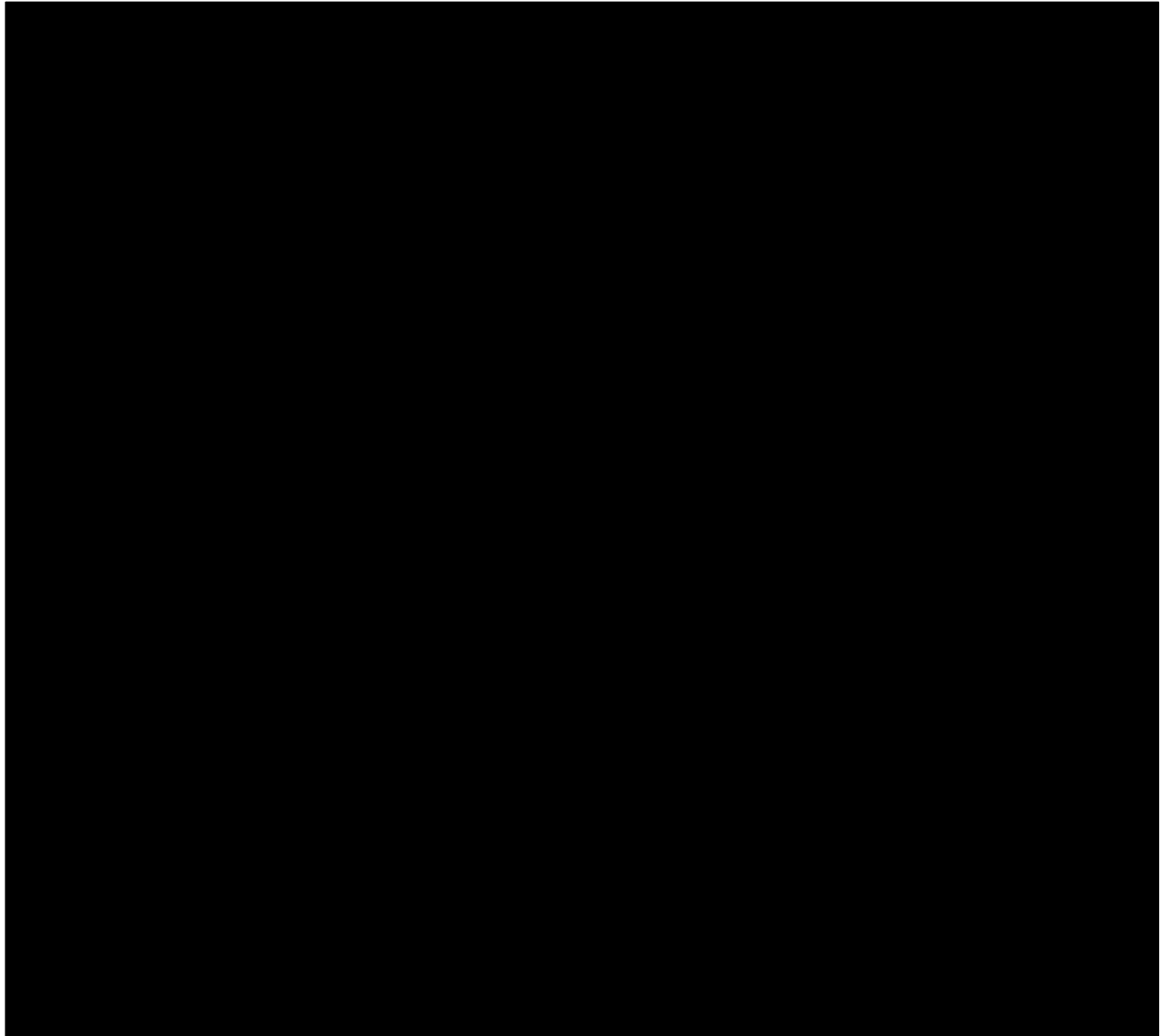


Figure C-2. [Redacted]



[REDACTED]

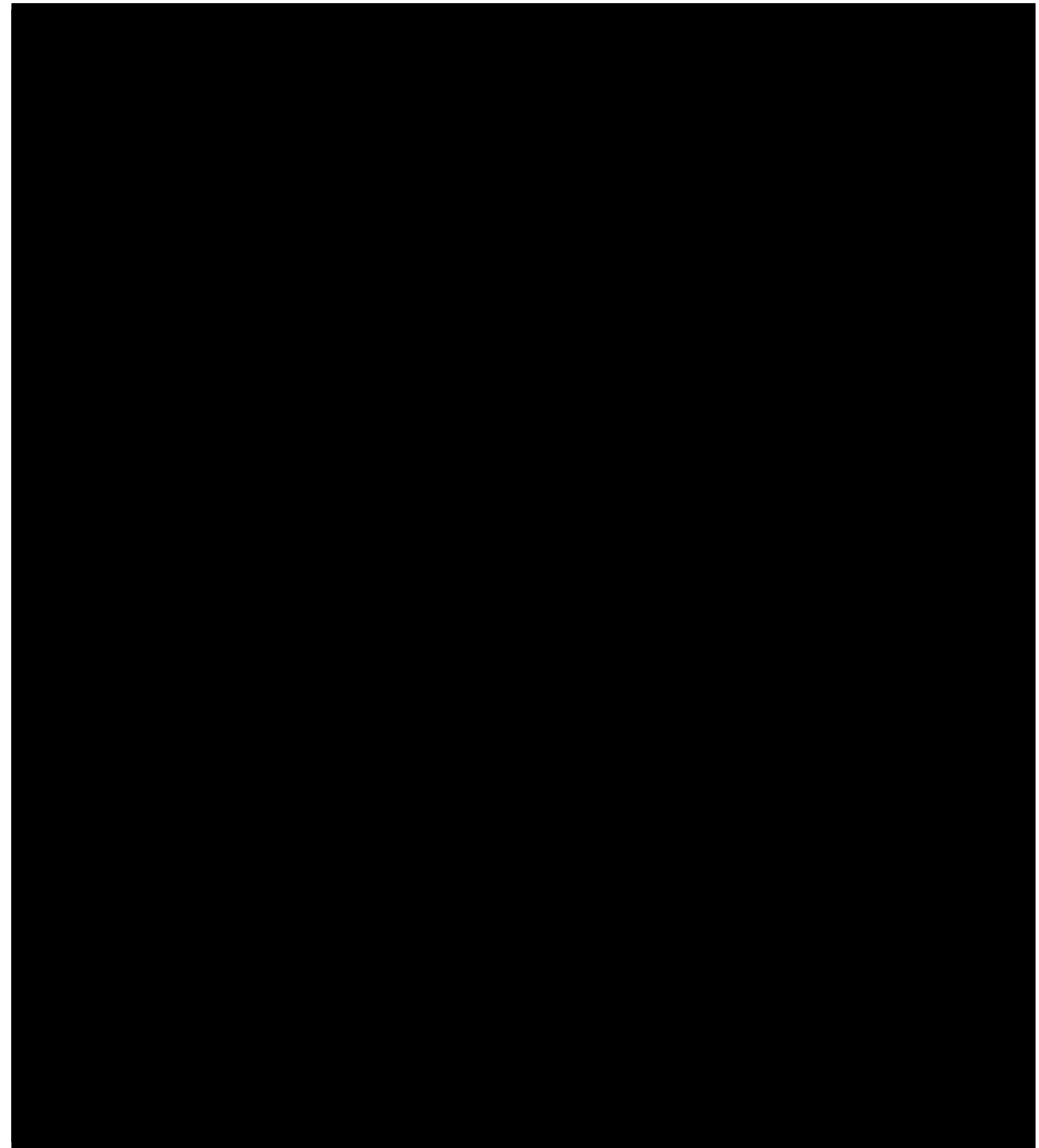


Figure C-3. [REDACTED]



**Figure C-4.** 