Wireless-Cellular & Paging Next Generation Blanket Purchase Agreements

Information Exchange Forum
Session: 2
Army Contracting Command (ACC)

Kari Pelton
ACC-APG, Fort Huachuca, AZ
AGENDA

★ ACC Organization-Contracting Team
★ Wireless Program Elements
★ Blanket Purchase Agreements-General
★ Next Generation Wireless Cellular & Paging BPAs
★ Way Ahead
MISSION
Provide global contracting support to warfighters through the full spectrum of military operations.

VISION
A professional workforce providing quality contracting solutions in support of our warfighters.

• The ACC was established in October 2008 in response to the 2007 Gansler Commission.

• The ACC is a major subordinate command of the Army Materiel Command (AMC).

• The ACC performs the majority of contracting work for the U.S. Army.

• The ACC-APG is one of seven contracting centers under ACC.
What We Do

★ Coordinate – Army, Air Force, I2TS
★ Establish & Administer Wireless Agreements
★ Issue & Administer Call Orders for NETCOM and Ft. Huachuca customers
  • Vision-Centralized Ordering
★ Manage the Wireless BPA web site through AKO
★ Contracting Inquiries from various Contracting Offices across the Army and DoD regarding the BPAs
  • Training
★ Support Contracts – Closeouts & Reporting
Program Elements

★ New-Reporting & Analysis
★ Information systems research, data research, wireless plan analysis, analysis tools, training, and vendor usage reporting data
★ AKO web site to support the wireless program
★ Contains current copies-BPA modifications & conformed BPAs
★ Hot Topics, discussion items, e-mail group notifications, ordering guide, templates
★ Completely revised for easier navigation
ARMY CONTRACTING COMMAND - ABERDEEN PROVING GROUND (ACC-APG)
Commercial Enterprise Solutions

ACC-APG (formerly NCRCC Div C and ITECO West) administers the acquisition of cellular services, including voice and data, as well as the acquisition of multi-functional devices and services.

Cellular Blanket Purchase Agreement (BPA) holders offer Commercial Off-the-Shelf (COTS) wireless devices such as cellular phones, pagers. Service Enabling Devices (SEDs), and accessories include voice only, international, Short Message Service (SMS), SMS with Instant Messaging (IM), Multimedia Messaging Service (MMS), secure voice, and directory assistance. In order to best meet our soldiers and civilians, service area coverage includes the Continental United States (CONUS) (to include Hawaii, Alaska, and U.S. territories) and Outside the Continental United States (OCONUS) are available to the Department of Defense (DoD) and Government contractors ordering on behalf of the Government.

Multi-Functional Devices (MFDs) are defined as office machines with copy, print, and/or scan capabilities. ACC-APG is administering the acquisition of the follow-on and expansion of the Joint Contracting Center East (JCRE) Enterprise BPAs for MFDs, accessories, supplies, and associated support services. Contractors offer Commercial Off-the-Shelf (COTS) multi-functional devices in support of the U.S. Army Network Enterprise Technology Command/7th Signal Command (Theater) [NETCON/7th SC (T)].

Announcements

8 Jun 2011 17:36 GMT - Vendor BPAs & Price Lists folder
The Verizon and Sprint BPAs have been modified to revise the periods of performance to end on 30 June 2011. The updated...

8 Jun 2011 17:20 GMT - Email Audrey Hammond
Since the migration to the DoD enterprise email servers, the BPA general email box does not work. Please DO NOT send email...

8 Jun 2011 17:28 GMT - FY 11 Year-End Information
ACC-APG at Ft. Huachuca is committed to providing timely and quality contracting support to meet your program needs. Pe...

8 Jun 2011 17:26 GMT - Wireless Regional Map
The wireless regional map has been updated. Gary Spears and Joe Clicker have switched regions. The updated map is local...

22 Apr 2011 14:52 GMT
Would you like to become a member of our site and receive important notifications regarding the Army/Air Force Wireless BPAs? If so, please send Tamara an e-mail request by clicking on her name to the right. Note: You must have an active AKO user name.
ACC-APG administers the Blanket Purchase Agreements (BPAs) for the acquisition of wireless services, including voice and data, for contractors ordering on behalf of the Government.

Cellular BPA holders offer Commercial Off-the-Shelf (COTS) wireless devices such as cellular phones, pagers, Service Enabling Message Service (SMS), SMS with Instant Messaging (IM), Multimedia Messaging Service (MMS), secure voice, and directory assistance. Coverage includes the Continental United States (CONUS) (to include Hawaii, Alaska, and U.S. territories) and Outside the Continental United States (CONUS). The current BPA holders are:

0001 0002 0003 0004 0005 0006 0007
Verizon Sprint AT&T T-Mobile Cellhire Worldcell Skytel

Cellular BPAs Community Documents

<table>
<thead>
<tr>
<th>Name</th>
<th>Type</th>
<th>Creator</th>
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<tbody>
<tr>
<td>Air Force-Restricted Access</td>
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<tr>
<td>Service Provider Reports-Restricted Access</td>
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</table>
ACC-APG administers the Blanket Purchase Agreements (BPAs) for the acquisition of wireless services, including voice and data. These BPAs are available to the Department of Defense contractors ordering on behalf of the Government.

Cellular BPA holders offer Commercial Off-the-Shelf (COTS) wireless devices such as cellular phones, pagers, Service Enabling Devices (SEDs), and accessories. Related services include Session Initiation Protocol (SIP), Session Initiation Message Service (SMS), Multimedia Messaging Service (MMS), secure voice, and directory assistance. In order to best meet the needs of the Government, coverage includes the Continental United States (CONUS) (to include Hawaii, Alaska, and U.S. territories) and Outside the Continental United States (OCONUS).

The BPA holders are:

0001  0002  0003  0004  0005  0006  0007  0008  0009  0010
Verizon  Sprint  AT&T  T-Mobile  Cellhire  Worldcell  Skytel  Altitel  USA Mobility  Apria

Vendor BPAs and Price Lists

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★ Not a contract
★ Simplified Acquisition method
★ An agreement of key conditions, clauses and pricing for future contracts
★ A 90% solution-save time
★ Flexibility
★ Maximum Practicable Competition
Blanket Purchase Agreements

★ Need not be with all vendors who can supply the supplies/services
★ Does not preclude the establishment of other BPAs for the same supplies/services in the future
★ Is not the only pool of sources for fulfilling a future need
★ Will be reviewed annually to determine if:
  • Need to address changing market conditions
  • If more are needed
  • That parties are in compliance with procedures
Terminology

• Agreement vs Contract
• Task Order, Delivery Order vs Call Order
• Ordering Period vs Period of Performance
• Amendment vs Modification

Frequently Asked Questions

• Service vs Supply
• COR
NextGen BPAs

★ Ordering Period
★ Not to exceed five (5) years from the date of establishment
★ Separate pricing tables for devices and rate plans
★ Call Order Limit • $6.5 million
★ Established CLIN structure for ease of preparation
★ Period Of Performance • Each Call Order can have one (1) base year and one (1) 12 month option period
Next Generation Requirements

★ Scope-U.S. & Outside of U.S.
  • Voice & Data, Paging Services
  • Service Enabling Devices and Accessories
  • Overages, Universal Fees

★ Authorized Users-Army, Air Force, other DoD contingent upon a DD1144
  • KO, GPC, TSCO\textregistereds
  • Not Contractors

★ Suspension of Service –end of POP
  • 30 Days- Terminate Service

★ Payment- WAWF or GPC
Multiple Agreements Established

Sole Source-Subject to FAR Subpart 13.5

Lowest Price

Best Value

- Determined by a “Tradeoff” of the factors against the Price offered (i.e., are the enhancements worth the cost)
- RFQ not required to state the relative importance assigned to each evaluation factor (FAR 13.106-1(2)). The RFQ will be competed among the providers that are technically capable of meeting the requirement.

Better Buying Initiatives

- 30 Day Requirement
**BPA Call Order Process - Army**

- **End User / RA**
  - Identifies and coordinates the requirement with NETCOM

- **NETCOM**
  - Assists with defining the requirement; Ensures requirements are on DoD UCL; Can request ROM from providers for budget purposes

- **Ordering Contracting Office**
  - Prepares Call Orders; *Appoints CORs

- **Cellular Provider**
  - Responds to ROMs and RFQs within specified period
  - Prepares RFQ

- **End User; COR; TCO NETCOM; Cellular Provider**
  - Receives copy of Call Order

- **Complete Package**
  - Estimate, funding, suggested procurement path (LP, BV, Sole Source) along with supporting documentation, API, NETCOM

- **Ordering Contracting Office & Cellular Provider**
  - Close Out Call Order

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End User / RA

Identifies and coordinates the requirement with NETCOM

NETCOM

Assists with defining the requirement; Ensures requirements are on DoD UCL; Can request ROM from providers for budget purposes

End User / RA

Sends complete package to Contracting Office

Ordering Contracting Office

Prepares RFQ

Complete Package = Estimate, funding, suggested procurement path (LP, BV, Sole Source) along with supporting documentation, API, NETCOM

Ordering Contracting Office & Cellular Provider

Close Out Call Order

Ordering Contracting Office

Prepares Call Orders; *Appoints CORs

Cellular Provider

Responds to ROMs and RFQs within specified period

End User; COR; TCO NETCOM; Cellular Provider

Receives copy of Call Order
### Call Order Sample

**BPA CALL**

- **BPA MASTER NUMBER**: W91RUS-08-A-0003
- **BPA CALL NUMBER**: 0098
- **DATE OF CALL**: 16-Nov-2010
- **ISSUED BY**: NORCOC
- **PAYMENT WILL BE MADE BY**: DFAS ROME
- **CONTRACTOR**: [Redacted]
- **SHIP TO**: [Redacted]

**Line Item Summary**

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<thead>
<tr>
<th>Item</th>
<th>Total Cost</th>
<th>Total Funding</th>
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</tbody>
</table>

See Schedule

**Ordering Office**

[NORCOC Location]
2133 CUSHING, BLDG 61801 RM 3212
FORT HUACHUCA AZ 85613
Way Ahead

- Kick-Off Meetings
- Training-DCO
- Surveys
- Strategic Sourcing Initiative
 ★ QUESTIONS

 ★ Please contact

 ★ Kari Pelton, kari.l.pelton.civ@mail.mil

 ★ Audrey Hammonds, audrey.c.hammonds.civ@mail.mil