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Price

Final Proposal Revision

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1.0 PRICE RESPONSE

1.1 Pricing Hubs

1.1 a) The pricing strategy for assigning Network Site Codes (NSCs) to PHubs

MicroTechnologies, LLC (dba MicroTech) priced all Mandatory Access CLINs for Wireline (including the OC-3c, E1, and E3 mandatory CLIN adjustment) at each NSC where that NSC had a Wireline Access CLIN (in the traffic model) and Ethernet at each NSC where that NSC had an Ethernet Access CLIN (in the traffic model). We created groupings of all NSC' that had the same price, Access Service Type, and for their unique set of Mandatory Access CLINs, and assigned them to unique PHubs.

1.1 b) The pricing strategy for adding NSCs to PHubs post-award

New NSCs will be assigned to their associative PHub using the same methodology as above.

1.2 Physical Concentration Locations (PCLs) and Points of Presence (POPs)

1.2. a) The process for associating NSCs to PCLs.

MicroTech complies with this network reporting process. In accordance with the requirements of Section B.4.1, the PCL is "any place connections (e.g., POPs)" are identified by the eight character CLLI Code (NSC). To complete Table B.4.1.5 and B.4.1.6 the Building NSC is associated with the PCL connected to our POP. Once a Task Order (TO) is issued for a specific CLIN(s) at a Building NSC we will perform an analysis using Table 4.1.8 to validate the Building NSC and interface and use the iconectiv CLONES system to update and maintain NSC data; as well as update Table 4.1.6 with the NSC to PCL relationship as needed. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

1.2. b) The process for associating PCLs to POPs

For pricing purposes we have assigned the PCL's to our core POPs in Table B.4.1.5. [REDACTED]

[REDACTED]

[REDACTED]
[REDACTED]
[REDACTED] We will update and maintain Table B.4.1.5 throughout the life of the contract as we add additional PCLs.

1.2. c) The process for defining services associated with a POP

We offer all mandatory services at our existing core POPs. We will continue to update these relationships in Table B.4.1.4 as we add new POPs. Additionally, as we add these new POPs, different technologies and services may be available from one POP and not another due to hardware capability, network upgrades, or available fiber capacity.

Mileage will be a factor in our analysis to determine the nearest POP CLLI code of our network, but MicroTech's primary goal will remain to limit the cost of the connection.

These factors can determine which POP feeds a PCL.

1.2. d) The process for maintaining and updating the tables in Section B.4

MicroTech maintains network asset records in a telecom industry standard database.

Registrations for CLLI CLONES codes will be requested when required. Reports will be run on a regular basis to monitor network move, add, or change activity. MicroTech network engineers will update network information as required in Section B.4.

1.3 Individual Case Basis (ICB) CLINs

1.3.a) The offeror's understanding of the use of ICB CLINs

An Individual Case Basis (ICB) CLIN is unique in terms of price for that service. The ICB CLIN service may already be defined but additional information may be needed to set the pricing such as service site location, site survey, and any other information needed to price the ICB CLIN. A new ICB CLIN may be required when a new service parameter is defined that requires site-specific information in order to price such service, for example, where ICB prices exist on contract for an OC-12c and/or OC-192c Access but the agency wants an OC-48c Access circuit. Where that price does not currently exist on contract, a new ICB CLIN would be needed in the contract.

1.3.b) The approach the offeror will use to create a price for an ICB CLIN

[REDACTED]
[REDACTED]
[REDACTED]

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[REDACTED] We will work with the agency to include the ICB CLIN(s) in the TO. The agency ordering contracting officer (OCO) determines if the price proposed by the contractor is fair and reasonable. Using an ICB CLIN can be done at the initial Fair Opportunity stage, or later as a modification to the TO.

1.4 Task Order Unique CLINs (TUCs)

1.4.a) The offeror's understanding of the use of TUCs

A Task Order Unique CLIN (TUC) may be used in two situations.

- To assist in defining special requirements for ordering and billing purposes. TUCs are used to provide custom solutions that are not defined and priced on the contract and where the services are unique enough to the specific service request to warrant the creation of a TUC rather than simply combining other CLINs or creating a new ICB CLIN. In this case, the service definition is not in the contract and the parameters of the service itself required service-specific or site-specific pricing to be applied before service pricing can be established for a particular TO.
- It is also a method of combining requested task associated CLINs into a single CLIN to provide a concise inventory for the solution requested. These TUCs cannot contain contrary solutions or contain CLINs with a different billing frequency. A TUC is priced based on the inventory of CLINs/TUCs and specified as an ICB CLIN.

1.4.b) The approach the offeror will use to determine that 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

TUCs are appropriate for use where customized Agency requirements, in scope under EIS, meet these conditions:

- The agency requirements are not defined and priced on the contract.
- The agency requirements are not logical additions to the contract under new contract CLINs.

TUCs are unique to the TO in both service definition and price. Therefore, using an existing fixed-price CLIN is not applicable, creating a new fixed-price CLIN is not applicable, and creating a new ICB CLIN is not warranted due to the uniqueness of the service. MicroTech will assist the agency in determining the EIS service that best

accommodates the requirements to be defined using the TUC. Once determined, that service is used to define the TUC.

1.4.c) How the offeror will maintain the information for TUCs based on combining component CLINs

The information for TUCs based on combining component CLINs will be maintained in Section B Table B.1.2.12.1. TUC's and TUC Pricing are not added to the contract via a contract modification but are incorporated into the contract databases for pricing and billing purposes.

1.5 Geographic Coverage Strategy

Our Geographic coverage strategy is two-fold. First, we have provided CONUS pricing for mandatory CLINs in the Top 25 CBSAs. [REDACTED]

[REDACTED]

MicroTech does have a robust nation and world-wide team, and believes that during contract performance we will be able to expand our services and locations.

Rank	CBSA Name	CBSA Code
1	Washington-Arlington-Alexandria, DC-VA-MD-WV	47900
2	Baltimore-Columbia-Towson, MD	12580
3	Durham-Chapel Hill, NC	20500
4	Dallas-Fort Worth-Arlington, TX	19100
5	Chicago-Naperville-Elgin, IL-IN-WI	16980
6	San Jose-Sunnyvale-Santa Clara, CA	41940
7	Salt Lake City, UT	41620
8	Kansas City, MO-KS	28140
9	Atlanta-Sandy Springs-Roswell, GA	12060
10	Virginia Beach-Norfolk-Newport News, VA-NC	47260
11	St. Louis, MO-IL	41180
12	Nashville-Davidson--Murfreesboro--Franklin, TN	34980
13	Chattanooga, TN-GA	16860
14	Denver-Aurora-Lakewood, CO	19740
15	San Diego-Carlsbad, CA	41740

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Rank	CBSA Name	CBSA Code
16	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	37980
17	New York-Newark-Jersey City, NY-NJ-PA	35620
18	Houston-The Woodlands-Sugar Land, TX	26420
19	Richmond, VA	40060
20	Memphis, TN-MS-AR	32820
21	Huntsville, AL	26620
22	Orlando-Kissimmee-Sanford, FL	36740
23	Gulfport-Biloxi-Pascagoula, MS	25060
24	Hagerstown-Martinsburg, MD-WV	25180
25	San Antonio-New Braunfels, TX	41700

1.6 Voice Approach

Our Voice Strategy is to initially offer IPVS. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

1.7 Auto-Sold CLINs

1.7.a) The rationale for the CLINs provided in Table B.1.2.11.1

We specify two Mandatory services that require the use of Auto-Sold CLINs. Section B.1.2.11.2 specifies the CLIN to Auto Sold CLIN relationship for these services. For burstable bandwidth CLINs (Port), the monthly overage is calculated using the corresponding Auto-Sold CLIN (Mbps) in accordance with Section B.2.1.1.3.2 (for VPNS) and Section B.2.1.2.4.2 (for ETS). This pricing requirement requires 5-minute monitoring at the “switch or router” and the top 5% of the monthly data discarded. Therefore, monthly billing of that Auto-Sold CLIN is for sustained overage Mbps at the 95th percentile. With regard to billing, an auto-sold CLIN is not billed unless the customer utilizes the CLIN. In addition, the CLIN is not billed nor usable by the customer if the auto-sold CLIN is disabled and the CLIN has not been ordered.

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1.7.b) The process for maintaining and updating Table B.1.2.11.1

We anticipate adding new Auto-Sold CLINs to the contract via a contract modification IAW Section B.1.2.11 of the RFP. If an auto-sold CLIN is added to the contract via modification, we work with each agency to modify the task order where applicable to incorporate this contract change. However, these new Auto-Sold CLINs will not be added to existing TOs without approved agency TO modification. If a TO modification is issued, we will issue New Service Order Completion Notices (SOCNs) for all applicable provisioned orders under that TO in accordance with Section G.3.3.1.2. If the TO modification is not requested by us or not approved by the agency we will update Table B.1.2.11.1 to indicate that the new auto-sold CLIN is disabled for the specific task order. To disable an Auto-Sold CLIN we will update Table B.1.2.11.1 with each TO associated with that Auto-Sold CLIN.

1.8 Managed Network Services

MicroTech used a straight forward approach to device size assignment per Table B.2.8.1.3.2 by tying the size assignment to the number of devices to be attached to the network as follows:

- Extra Small applies to 1-9 devices
- Small applies to 10-24 devices
- Medium applies to 25-74 devices
- Large applies to 75-249 devices
- Very Large is any network over 250 devices.

While this is how MicroTech will generally determine the appropriate size assignment, there are some other factors, beyond the number of devices, that could impact the size assignment. In addition to the number of devices, MicroTech will analyze the locations involved, the bandwidth requirements, any redundancy requirements, and failover requirements. Lastly, MicroTech will need to assess the security requirements, any physical limitations that may impose constraints at the location and the LAN or WAN architecture of the individual sites to properly size and assign the devices.

1.9 Catalogs

Team MicroTech will not be providing any catalogs with our pricing submission; however, we have experience developing and maintaining the necessary catalogs for

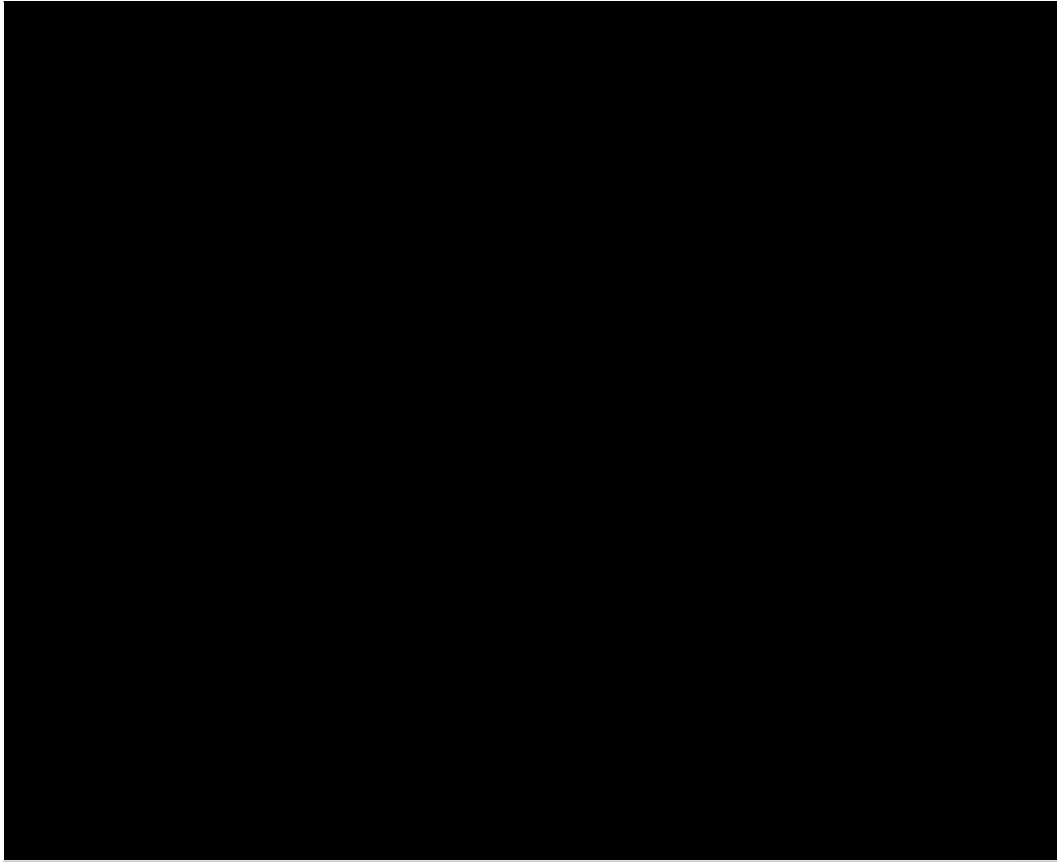
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SRE and Service Related Labor in accordance with Sections B.2.10 & B.2.11. As an experienced hardware and software products reseller who uses on-line catalogs for a number of other contracts, MicroTech can group products and offer discounts in a manner that will be the most cost effective for the Government.

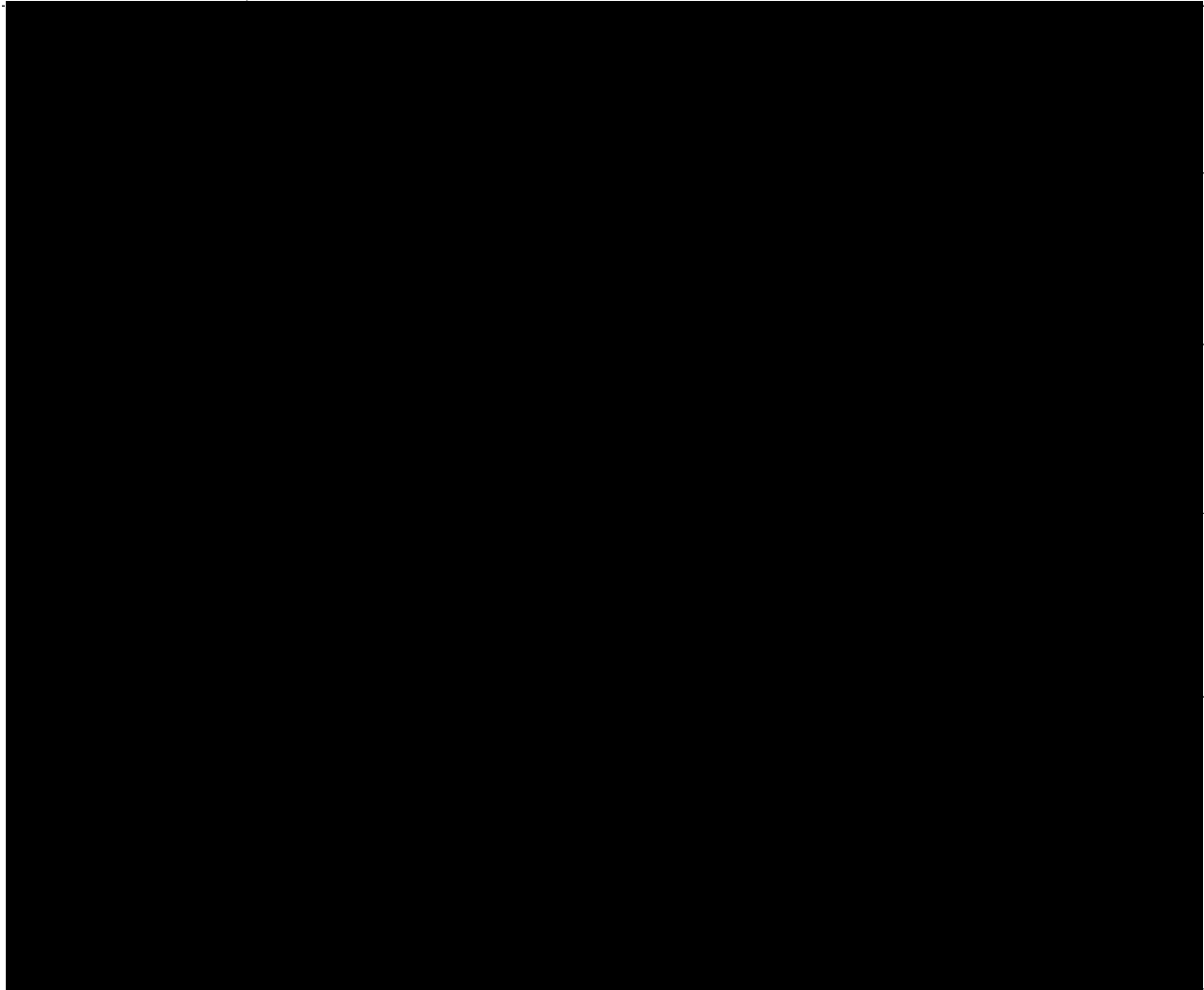
[REDACTED]

[REDACTED]

We follow proven process for establishing and developing catalog systems. The process below summarizes our strategy for this process.



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[Redacted]

Suppliers, vendors, and their catalogues of products, services, and solutions are submitted into the system for onboarding and verification. [Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

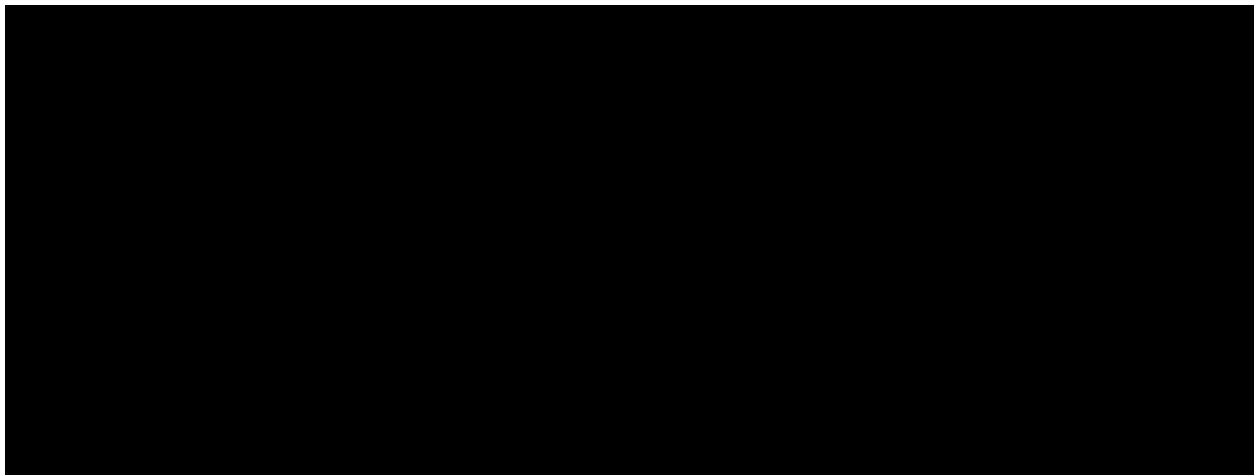
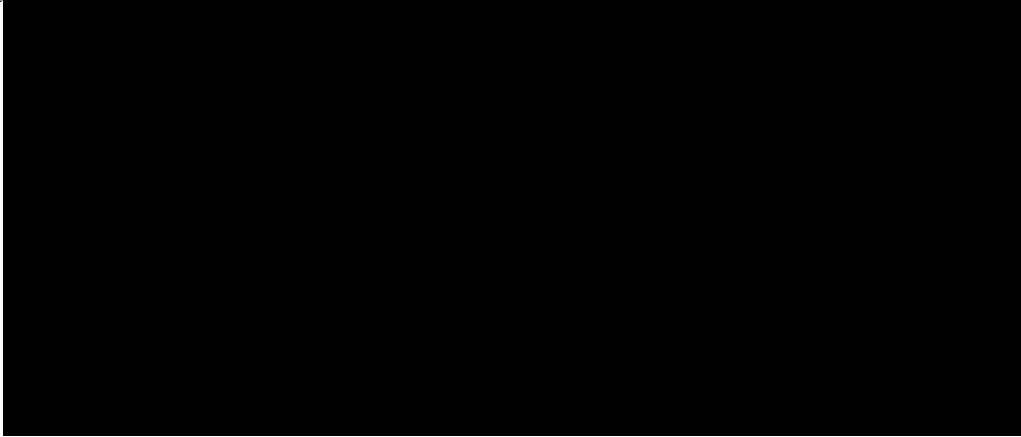
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[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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2.0 PRICE TABLES

MicroTech has complied with this requirement.