



Volume 6 - Price Proposal

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Submitted by: Core Technologies, Inc.

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1.0 PRICING VOLUME (L.34) [Redacted]

1.1 PRICE RESPONSE (L.27.2 TABLE (2), L.28, L.34.1)

1.1.1 Pricing Hubs (PHUBS) (L.34.1 (1)) [Redacted]

[Redacted text block]

[REDACTED]

**1.1.2 Physical Concentration Locations (PCLS) & Points Of Presence (POPS)
(L.34.1 (2))**

1.1.2.1 Associating NSCs to PCLs (L.34.1 (2a)) [REDACTED]

[REDACTED]

Table 1: [REDACTED]

[REDACTED]

[Redacted text block]

[Redacted text block]

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1.1.2.2 Associating PCLs to POPs (L.34.1 (2b)) [Redacted]

[Redacted text block]

[Redacted text block]

B.4.1.5 – [Redacted]

[Redacted text block]

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[REDACTED]

[REDACTED]

1.1.2.3 Defining Services Associated with a POP (L.34.1 (2c)) [REDACTED]

[REDACTED]

[REDACTED]

POP NSC*	POP V&H		Start Date	Stop Date
	Coordinates			
	V	H		

B.4.1.1 – Domestic Points of Presence Table

Country/ Jurisdiction ID in which POP is Located*	Non- Domestic POP NSC**	Name of Carrier or Entity Operating Non-Domestic POP, if not the Contractor	Start Date	Stop Date

B.4.1.2 – Non-Domestic Points of Presence Table

Non-Domestic NSC	Non-Domestic POP NSC	Bandwidth Group*	Start Date	Stop Date

B.4.1.3 – Non-Domestic Site to Point of Presence Relationship Table

Bandwidth Group	Bandwidth Group Name	Minimum Bandwidth (Mbps)	Maximum Bandwidth (Mbps)
1	Wireline <=T1	0	1.54
2	Wireline >T1 and <=T3	1.55	44.74

B.4.1.5.1 – Bandwidth Groups Table

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

Pursuant to the requirements in Section L.34.1, paragraph 2, CTI shall describe the process for maintaining and updating the tables in Section B.4. Tables B.4.1.1 through B.4.1.11 provide the formats to list and identify domestic and non-domestic POPs, PCLs, PHubs, NSCs and their service relationships. Each POP shall be separately described by its physical location, as required by the individual table. CTI shall keep these tables up to date as POPs, PCLs, PHubs, NSCs, and service relationships are added, deleted, and changed

B.4.1 Tables that must be maintained	Responsible for maintaining the table

B.4.1.1 - Domestic Points of Presence Table	CTI
B.4.1.2 - Non-Domestic Points of Presence Table	CTI
B.4.1.3 - Non-Domestic Site to Point of Presence Relationship Table	CTI
B.4.1.4 - Services Offered by Point of Presence Table	CTI
B.4.1.5 - Domestic Physical Concentration Location to Point of Presence Relationship Table	CTI
B.4.1.5.1 - Bandwidth Groups Table	CTI
B.4.1.5.1.1 - Example Bandwidth Group IDs for PCL to POP Relationship Table	CTI
B.4.1.6 - Network Site Code PCL Relationship Table	CTI
B.4.1.7 - Network Site Code to Pricing Hub Relationship Table	CTI
B.4.1.8 - Network Site Codes Table	Government
B.4.1.9 - Network Site Code/Address Correspondence Table	Government
B.4.1.10 - Domestic Private Line Service Gateways Table	CTI
B.4.1.11 - Domestic Private Line Service Gateway to OCONUS/Non-Domestic Country/Jurisdiction Relationship Table	CTI

Table 4: B.4.1 Tables that must be maintained

1.1.3 Individual Case Basis (ICB) CLINs (L.34.1 (3)) [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[Redacted text block]

[Redacted text block]

CLIN	Case Number	Case Description*	Task Order Number	Unit ID	Originating NSC**	Terminating NSC***	Originating Country/ Jurisdiction ID**	Terminating Country/ Jurisdiction ID****	Start Date	Stop Date

B.1.2.14.1 – General ICB Information Table

[Redacted text block]

1.1.4 Task Order Unique CLINs (TUCs) (L.34.1 (4)) [REDACTED]

[REDACTED]

In compliance with Section L.34.1, paragraph 4, CTI understands and will comply with the following requirements regarding the use and bundling of TUCs:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

CTI configures the TUC utilizing table B.1.2.12.1 and other (tables) as appropriate.

There are some basic rules that must be followed when creating TUCs:

[REDACTED]

[REDACTED]

[REDACTED]

CTI personnel will maintain the following table:

CLIN*	Case Number	Task Order Number	Component CLIN**	Component CLIN Case Number***	Component Access PHub ID****	Component SRE Pricing Element***	Component CLIN Quantity	Start Date	Stop Date

B.1.2.12.1 – TUC Combined CLIN Component Table

1. * From the appropriate TUCs of the basic transport service for the combined CLIN set (e.g., VPNS)

** Component CLINs associated with the combined TUC. A separate row shall be used for each component CLIN

*** Where applicable, otherwise “-1”

2. **** Where applicable, otherwise null

1.1.5 CONUS & OCONUS CBSAS (L.34.1 (5)) [REDACTED]

[REDACTED]

CTI is a US based company, with network partners and vendors throughout the CONUS 48 states, hence the selection of all 48 CONUS states for the EIS proposal..

1.1.6 Voice Services (L.34.1 (6))

Of the voice services, CTI chose IPVS for its mandatory selection [REDACTED]
[REDACTED]

- [REDACTED]
[REDACTED]
[REDACTED]
- [REDACTED]
[REDACTED]
[REDACTED]
- [REDACTED]
[REDACTED]

1.1.7 Auto-sold CLINs (L.34.1 (7)) [REDACTED]

In certain instances, some services will include other CLINs that CTI automatically includes with those services. For example, conferencing customers may request any of the features associated with CTI's specific conferencing services. So, basically, if a service is offered and there are supporting or additional necessary CLINs that need to be included to make the service fully functional, then these CLINs will be automatically included as part of the sale to the customer.

A complete list of auto-sold CLINs (which may include catalog items) will be incorporated into Table B.1.2.11.1.. As new capabilities and features are added to the contract for the services that have auto-sold CLINs (such as Audio, Web and Video Conferencing), CTI shall update Table B.1.2.11.1 as appropriate. CTI shall populate Table B.1.2.11.1 with, at a minimum, the CLIN-to-Auto-sold CLIN relationships listed in reference table B.1.2.11.2 the following:

- **VPNS and ETS**
- **IPS, if the optional service IPS is offered**

CLIN*	CLIN Case Number**	Auto-Sold CLIN***	Auto-Sold CLIN Case Number**	Task Order Number****	Start Date	Stop Date

B.1.2.11.1 – Auto-Sold CLINs Table

Service ID	CLIN	Auto-Sold CLIN
VPNS	VN30001	VN30009
VPNS	VN30002	VN30009

B.1.2.11.2 – Auto-Sold Mandatory Relationships Reference Table

1.1.8 Managed Network Services (L.34.1 (8))

CTI will size devices based on the number of people served at the specific government location. This method will accurately measure the required bandwidth needed to provide an adequate network response time for peak hours of utilization. The devices are scaled according to the following criterion:

NRC CLIN	MRC CLIN	Charging Unit	Size	Minimum Users	Maximum Users
MN11001	MN10001	Device	Extra-small	1	10
MN11002	MN10002	Device	Small	10	100
MN11003	MN10003	Device	Medium	100	1,000
MN11004	MN10004	Device	Large	1,000	100,000
MN11005	MN10005	Device	Extra-Large	100,000	1,000,000

Table 6: Device Size Assignment Table (B.2.8.1.3.2)

1.1.9 Catalogs (L.34.1 (9))

1.1.9.1 The Catalog (L.34.1 (9a)) [REDACTED]

Access to pricing information in a timely and accurate environment is critical to efficient management of the Government's EIS services. CTI is offering web based catalogs in the Cloud Services and Service Related Equipment sections at this time. The web portal catalog solution can be securely accessed through [REDACTED], an easy-to-use, web-based portal. Within this portal, the Government can view up to date information related to catalog items. For example, this would include the following type of data for a Cloud Service catalog: CLIN, Manufacturer, Vendor Unique ID (e.g., SKU), Description, OLP, discounted price and other required information for the specified item as found within B.2.5. Similarly, a Service Related Equipment (SRE) catalog might include: Case Number, SRE Type, Manufacturer, Description, OLP, discounted price, month and year of model introduction and other required information for the specified item as found within Section B.2.10.

Agencies with detailed requirements can secure their specified catalog items, within a given

Section, with confidence knowing that discounts have been defined and offered accordingly and with the knowledge that the pricing provided is the best price and does not vary by geographic location. Where possible, CTI can offer further discounts on TOs.

[REDACTED] will be updated and maintained in accordance within EIS standards found in B.1.3.1 as well as Section 508 requirements in Section C.4. Pricing will reflect the most up to date pricing available in accordance with all available information sourced from each of CTI's suppliers and based on their latest offerings.

1.1.9.4 Grouping Discount Classes (L.34.1 (9d)) [REDACTED]



Currently CTI has submitted only the OPL and will be adding appropriate standard discounts for all government users utilizing [REDACTED]. Discounts will be applied to the OLP based on the Service Class. For example, within the Cloud Service Class, this process is determined by referencing Section B.2.5.2.2 with regard to Service Class ID (range of 1000-1999), Service Class Description, Task Order Number, Percentage Discount from OLP, Start Date and Stop Date. Within classes, discounts defined by a Service Class ID are generally determined based on a full understanding of the manufacturer item, the items current pricing structure within the general marketplace, and other pricing factors deemed acceptable including, but not limited to, MSRP (manufacturer suggested retail price) and MAP (minimum advertised price). As always by requirement, the discount and catalog price will not vary by geographic location. Each item found within a catalog will only belong to a single discount class.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

1.1.9.5 Discount Structure (L.34.1 (9e)) [REDACTED]

Although discounts are grouped according to classes, there are general guidelines regarding discount structures to be applied by CTI. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

1.1.9.6 Validating OLPs and the Method for Independent Government

Verification (L.34.1 (9f)) [REDACTED]

For each item found within [REDACTED], the description will be identifiable when compared against all currently available information provided by the manufacturer including, but not limited to: 1) marketplace catalogs found online for the manufacturer, 2) print catalogs as available to be provided upon request and 3) links provided on [REDACTED] to appropriate manufacturer sites where OPL information is provided and updated.

Where possible, trade names will be utilized in item listings related to the manufacturer. Additionally, where possible, items found within the catalog will have item image(s) for specific reference enabling the government to verify the accuracy of the item description in terms of capabilities, limitations as well as other distinguishing characteristics including color and cosmetic features.

The government can request and expect to be provided soft copies of any catalog item list found within [REDACTED] for offline validation of any OLP related to any item across all service classes found within any CTI provided catalog.

1.2 TERMINATION/CANCELLATION LIABILITY (L.34.1.1)

2.0 PRICING DATA (L.12, L.27.2 TABLE (2), L.34.2) [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

2.1 TABLES

2.2 TOTAL EVALUATED CBSA PRICE [L.34.3]

3.0 SUBMISSION MATRIX [L.25(1), L.27.2 TABLE (6)]

[L.27.2 Table(6)]

Volume Number	Volume Name	Maximum Pages
6	Price Volume	
	1) Price Response	40
	2) Price Tables	Unlimited
	3) Submission Matrix	Unlimited