



## **General Services Administration NS2020 Enterprise Infrastructure Solutions (EIS)**

### **Volume 6: Price**

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#### **Verizon Bidding Entity:**

Verizon Business Network Services Inc. on behalf of MCI Communications Services, Inc. d/b/a Verizon Business Services and any additional Verizon entities providing service to the Government for this project (individually and collectively, "Verizon"). Local services are performed by the Verizon ILEC or CLEC in the jurisdiction where services are provided. International services are performed by the appropriate Verizon operating company in the foreign jurisdiction.

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# 1 Price Response [L.34]

## 1.1 Pricing Hubs (PHubs) [L.34.1(1)]

### 1.1.1 Strategy for assigning Network Site Codes (NSCs) to PHubs [L.34.1(1)(a)]

Verizon understands GSA's intent to accommodate the pricing for legacy services while allowing for the evolution of more flexible pricing for newer technologies. [REDACTED]

[REDACTED]

[REDACTED] Verizon has followed established industry practices in order to assure optimal pricing and implementation.

[REDACTED]





[REDACTED] As technology matures to virtual routing, this mapping could change [REDACTED]

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

The PCL to POP structure will follow Verizon's current commercial standards [REDACTED]

### 1.2.3 Process for defining services associated with a POP [L.34.1(2)(c)]

Verizon offers a wide range of services at many of its POPs; this is represented in the POP-availability-by-service reference tables submitted with Verizon's pricing data. [REDACTED]

Verizon continually projects customers' needs through both business and network forecasting and customer meetings to help ensure service will be available wherever and whenever our customers will need it. This ongoing evaluation and analysis is collaborative effort between Verizon's Network Engineering, Sales, Program Management and Carrier Management organizations. The result is that Verizon's network is continually optimized to enhance service, offerings, bandwidth availability, and geographical coverage. As new services come online, Verizon will assign these services to the appropriate Points-of-Presence.

Verizon is committed to providing the best and most secure interconnections between the customer site (NSC), aggregation points, and ultimately the Verizon service POP. Verizon conducts extensive evaluations of partners related to security in the network, the ability to provide diverse routes, financial stability, and timeliness of service installation and restoration. Verizon has well-established and direct relationships with every major ILEC and [REDACTED] competitive carriers, many of which qualify as small carriers.

#### **1.2.4 Process for maintaining and updating the tables in RFP Section B.4 [L.34.1(2)(d)]**

Verizon will maintain tables to align with changes in customer requirements, service availability, bandwidth availability and physical infrastructure, and to provide best value to the Government. This is a continuous activity, driven by customer demand, network topology and new service availability. Regular network security reviews also could result in revisions and adjustments to tables to help ensure that Government traffic is transmitted safely and securely.

### **1.3 Individual Case Basis (ICB) CLINs [L.34.1(3)]**

#### **1.3.1 Verizon's understanding of the use of ICB CLINs [L.34.1(3)(a)]**

Verizon understands that ICB CLINs were not to be priced in this initial proposal submission but will be priced and become part of the contract as part of a Task Order (TO). As unique requirements are received, they will be priced and added to the contract with unique identifiers. Specific requirements will then be provided to GSA, including CLIN, ICB case number, a unique Case Description, Charging Unit, and where applicable such as in the case of ICB access, the NSC and jurisdiction country ID.

#### **1.3.2 Verizon's approach to creating a price for an ICB CLIN [L.34.1(3)(b)]**

Verizon anticipates that ICB pricing will be required for many task orders. The competitive marketplace will drive competitive pricing practices for such task orders. In cases where ICB pricing is required after award of a task order, Verizon will offer fair

and reasonable ICB pricing and will provide the Government with comparable pricing for price analysis purposes.

#### **1.4 Task Order Unique CLINs (TUCs) [L.34.1(4)]**

##### **1.4.1 Verizon's Understanding of the Use of TUCs [L.34.1(4)(a)]**

Verizon anticipates that task orders will include requirements not explicitly defined in the master contract. To deliver such services, the use of TUCs will be necessary. Alternatively, Verizon anticipates that TUCs could be requested by customers who seek to bundle several master contract CLINs or combine master contract CLINs and unique requirements into a single new line item. Billing complexity should be greatly diminished and government forecasting accuracy should be greatly enhanced.

##### **1.4.2 Verizon's approach to determining when a TUC is needed [L.34.1(4)(b)]**

Verizon will evaluate the agency requirement [REDACTED]

If an agency has a requirement that is not met by existing CLINs and includes services Verizon would like to offer to other agencies, Verizon will work to modify the master contract to include the new CLINs. If the agency's requirements are for services that will not be offered to other agencies, Verizon would use a TUC.

Verizon would create a new ICB CLIN in the case where Verizon desires to offer the CLIN to all EIS customers. The applicability for that CLIN could be limited to the task order.

##### **1.4.3 How Verizon Will Maintain Information for TUCs Based on Combining Component CLINs [L.34.1(4)(c)]**

In the case of TUCS that combine component CLINs, Verizon will use RFP table B.1.2.12.1 TUC Combined CLIN Component Table to identify the TUC combined CLIN number as well as each of the component CLINs that constitute that combined CLIN.

## 1.5 Geographic Coverage Strategy [L.34.1(5)]

Verizon has selected and proposed [REDACTED] CBSAs via AcquiServe.

## 1.6 Voice Approach [L.34.1(6)]

[REDACTED]  
[REDACTED]  
[REDACTED] Verizon will offer CSVS service throughout CONUS as well all OCONUS sites within the defined CBSAs. [REDACTED]  
[REDACTED]

## 1.7 Auto-Sold CLINs [L.34.1(7)]

### 1.7.1 Rationale for the CLINs provided in Table B.1.2.11.1 [L.34.1(7)(a)]

Verizon has identified a number of CLINs that are required to deliver a complete service or to offer the best customer experience. [REDACTED]  
[REDACTED]

[REDACTED] To support these capabilities, Verizon will automatically include these “Auto-Sold” CLINs on orders for these services that contain the requisite CLINs.

### 1.7.2 Process for maintaining and updating Table B.1.2.11.1 [L.34.1(7)(b)]

The process for maintaining and updating Table B.1.2.11.1:

1. If Verizon seeks to add new auto-sold CLINs to the EIS contract (as new capabilities and features are added to the contract for the services that have auto-sold CLINs), Verizon will do so only with GSA’s approval, which will be discussed during the GSA program meetings. Such newly added auto-sold CLINs will not be applicable to any previously issued TO unless specifically added via a TO modification.

2. As needed, Verizon will maintain and update auto-sold CLINs on an ongoing basis via updates to table B.1.2.11.1.

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

3. Updates to table B.1.2.11.1 will be passed to GSA systems accordingly.

If Verizon’s solution to an agency requirement includes services with one or more auto-sold CLINs, Verizon will include those CLINs in any proposal or quote as though they had been expressly requested and ensure they are on the TO. Also, any applicable auto-sold CLINs will be listed in all notifications and deliverables associated with a service order.

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

Verizon currently delivers Managed Network Services both commercially and through our federal contract vehicles (e.g., Networx). [REDACTED]

[REDACTED]

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

Verizon recognizes that the EIS contract spans 15 years. Over time, Verizon may modify its rationale for sizing, ensuring that sizing in support of EIS is consistent with its standard commercial practices.

## **1.9 Catalogs (where offered) [L.34.1(9)]**

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

Verizon's catalogs are lists of rate sheets that will be available to review on the Verizon [REDACTED] web portal. Orders will be placed using regular ordering procedures.

### **1.9.2 Process for setting up user access [L.34.1(9)(b)]**

Every user entitled to access the [REDACTED] web portal will have access to the catalog. Access to the catalogs will be done utilizing Role Based Access Control as described in section 1.1.4.3.3 of Verizon's Management response.

### **1.9.3 User Interface [L.34.1(9)(c)]**

Access to the catalogs will be provided within the Document Management System tool accessed through the [REDACTED] web portal. Users will be able to open individual catalogs within the tool and browse through the available options. Verizon will comply with the catalog requirements as specified in Section B.1.3.1 of the EIS RFP.

### **1.9.4 Discount Classes [L.34.1(9)(d)]**

[REDACTED]

### **1.9.5 Discount Structure [L.34.1(9)(e)]**

Verizon has benchmarked its EIS equipment catalog pricing [REDACTED] [REDACTED] to ensure its proposed pricing will be deemed fair and reasonable. Verizon continually conducts market research and benchmarks its price catalog against competitive government contract pricing.

### **1.9.6 Validating OLPs [L.34.1(9)(f)]**

For Service Related Equipment (SRE), all OLPs were provided to Verizon by the equipment manufacturers. Verizon has provided these official manufacturer commercial price lists to the Government [REDACTED]

## 2 Pricing Data [L.34.2]

Verizon has submitted completed pricing tables containing its entire price structure and prices for the 60-month base period using the AcquServe portal. For each CBSA Verizon has proposed, Verizon has provided all information necessary to price mandatory traffic and mandatory CLINs, as required in RFP Section B and RFP Section J.1. Verizon has submitted prices for the mandatory services and access arrangements in at least 25 of the top 100 CBSAs. For optional services, Verizon has provided all information necessary to price the traffic and mandatory CLINs for the optional services, as required in RFP Section B and RFP Section J.1.

### **3 Total Evaluated CBSA Price [L.34.3]**

Verizon understands that for each CBSA proposed, Verizon's submission using the AcquiServe portal will be used to develop the government's Total Evaluated CBSA Price (TECP) for mandatory services.