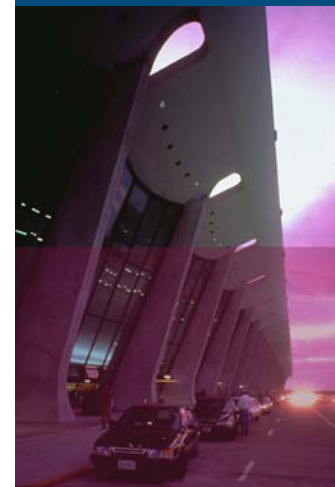


# Preproposal Conference for RFP I-09-C015

## Airport Communications System Support

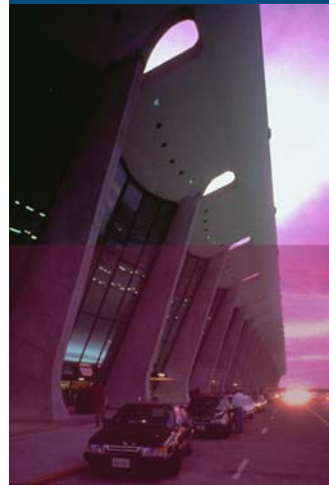
May 20, 2009



# Disclaimer

The information contained in this presentation is for informational purposes only.

In the event of a discrepancy between the information contained herein and the RFP documents, the RFP documents will take precedence.



# LDBE Participation Requirements

This RFP has a **30% Local Disadvantaged Business Enterprise (LDBE)** participation requirement. Firms located within a 100-mile radius and whose 3 year average gross receipts, including all affiliates, do not exceed the specified size standards are eligible for consideration.

For any LDBE/MBE/WBE information, including other LDBE size standards, contacts the Equal Opportunity Programs Department at **703-417-8367, Anne Lewis**



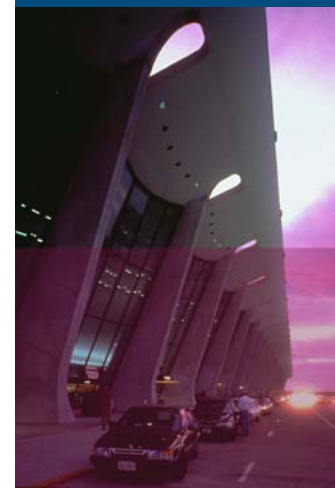
# LDBE Participation Size Standards

<u>NAICS Code</u>	<u>Type Of Work / Service</u>	<u>LDBE Size Standard</u>
238210	Electrical Contractors	\$ 14 Million
334210	Telephone Apparatus Manufacturers	1,000 Emp.
541512	Computer Systems Design Services	\$ 25 Million
561210	Facilities Support Services	\$35.5 Million
541618	Telecommunications Consulting	\$ 7 Million
541613	Marketing Consultants	\$ 7 Million



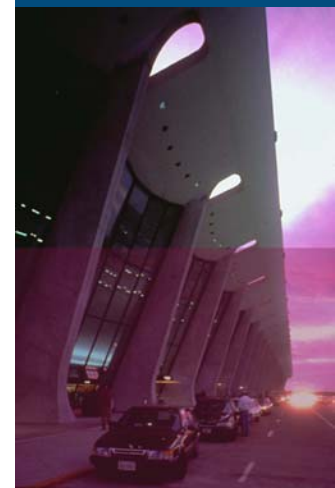
# Estimated Cost and Contract Duration

- \* The Estimated Cost is between **\$2,000,000 and \$4,000,000 annually**
- \* Performance Period: Fourteen Months (14) months from date of award, with Four one-year options
- \* Anticipated award date: Mid-September, 2009
- \* Terms and Conditions of the Solicitation/Contract are not negotiable in any material way
- \* This will be a fixed price contract



# Requirements

- ✦ A 100% Performance Bond is required from the successful contractor
- ✦ Proposals are currently due on July 2, 2009 at 2:00 PM local time at the address indicated on the solicitation
- ✦ Price is only one of several criteria upon which proposals will be evaluated. Reference Attachment 02 for documentation and information required by, or in support of the evaluation criteria.



## Proposal Submissions Part I – Representation Package

- \* Submit an original and one (1) copy of the following documents:
  - \* Solicitation Offer and Award Page
  - \* Representations and Certifications, Section IV
  - \* Section VI, Special Provisions, Use of Contract by Other Jurisdictions  
(Failure to extend a contract to any participating jurisdiction will have no effect on consideration of proposals)
  - \* LDBE Certification Exhibits as applicable:
    - \* Exhibit A, Voluntary Efforts to Obtain MBE/WBE Participation
    - \* Exhibit F, LDBE Certification Application or proof of certification
    - \* Exhibit G, Application for Joint Venture Eligibility
    - \* Exhibit H, Request for Waiver
  - \* References. Three (3) - Name of the organization, address, telephone number, name and title of the organization's representative for whom work was provided



# Proposal Submissions

## Part 2 – Price Proposal

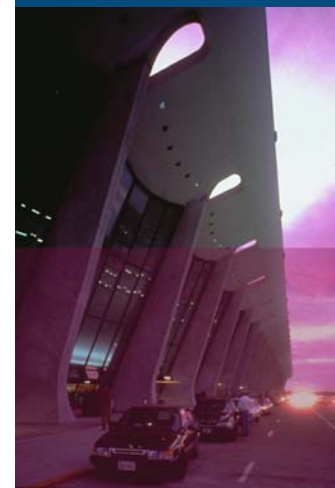
- \* Submit an original and one (1) copy of the following documents:
  - \* Price Schedule, Section III  
(Must be submitted in hard copy and on CD-ROM)
  - \* Exhibit D, Contract Participation Form



# Proposal Submissions

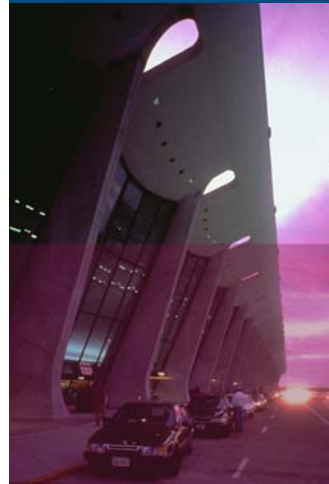
## Part 3 – Technical Proposal

- \* Submit an **original** and four (4) copies
  - \* Do not include any reference to price.
  - \* Submit on typewritten 8 ½ x 11” plain white paper.
  - \* Assemble in a three ring binder. No other binding methods are acceptable.
  - \* Do not exceed fifty (50) single sided pages. Exhibits and samples of previous work are not included in the 50-page limit.
  - \* Address the evaluation criteria in the order they are presented.



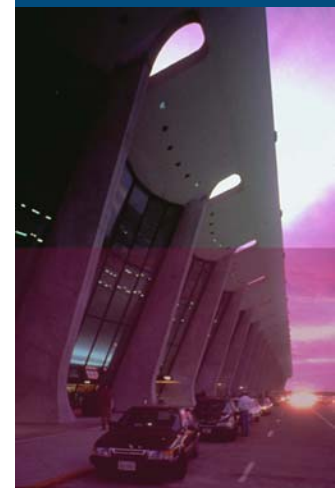
# Site Visits

- ✦ **June 10, 2009, Wednesday 9:00 am – 12:00 pm**  
45045 Aviation Drive, Conference Room B/C/D, Second Floor,  
Dulles Airport
- ✦ **June 11, 2009, Thursday 9:00 am – 12:00 pm**  
1 Aviation Circle, Conference Room 1A/1B/1C National Airport
- ✦ All reservations for Site Visits must be completed by **June 5, 2009** to: [daniel.iadevaia@mwaa.com](mailto:daniel.iadevaia@mwaa.com)
- ✦ All individuals planning to attend the site visits will be required to complete and sign a Non-Disclosure Agreement. A valid photo ID is also required to participate.



# On-Line Resources

- ✦ The Preproposal Conference Attendees List and this presentation will be posted to the Airports Authority website, <http://www.mwaa.com>
- ✦ All questions must be submitted through the Airports Authority website by 3:00 PM June 12, 2009
- ✦ Answers to all questions received will be posted on-line, and all registered Planholders will be notified



# Planholder List: <http://www.mwaa.com/contracting>

http://www.mwaa.com/\_/File/\_/1-09-C015\_Planholders.pdf - Microsoft Internet Explorer

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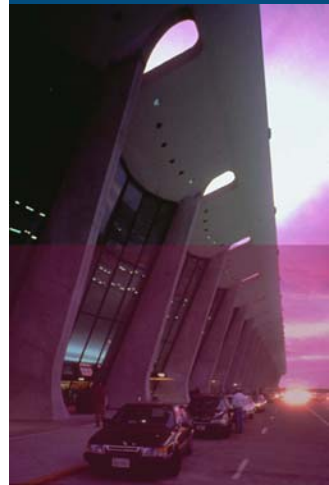
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## PLANHOLDER LIST FOR SOLICITATION 1-09-C015 MANAGE AIRPORT COMMUNICATIONS SYSTEM, DCA & IAD

CONTRACTOR NAME	PRIMARY CONTACT	STREET ADDRESS	CITY, STATE, ZIP	PHONE NUMBER	FAX NUMBER	HOW FIRM INTENDS TO PARTICIPATE IN SOLICITATION				
						PRIME	J.V.	SUB	SUPPL.	OTHER
1. ADVENT COMMUNICATIONS GROUP, INC.	FARZIN S. YAZDANI	1004 JEFF RYAN DRIVE	HERNDON, VA 20170	571-212-0936	503-218-0936	X	X	X		
2. ARINC	ADRIENNE TARPLEY	2551 RIVA ROAD	ANNAPOLIS, MD 21401	480-457-0519	480-548-2653	X	X	X	X	
3. ASIS TELECOMMUNICATIONS CONSULTING, LLC	STEVEN W. JOHNSON	1300 MERCANTILE LANE #134C	LARGO, MD 20774	703-919-4231	240-525-1050	X	X	X		
4. A&T SYSTEMS, INC.	ADAM NOURAVARSAANI	12200 TECH ROAD, SUITE 100	SILVER SPRING, MD 20904	301-384-1425	301-384-8661	X				
5. BOOZ ALLEN HAMILTON	CRAIG PICKERING	8255 GREENSBORO DRIVE, EDWIN BUILDING ROOM 4042	MCLEAN, VA 20170	703-917-2654	703-902-3416	X		X		
6. C2 COMPUTER INFORMATION SYSTEMS, INC.	SAMUEL SMITH	3235 M STREET, S.E.	WASHINGTON, DC 20019	202-436-1999	800-749-7359				X	
7. CALNET, INC.	TIMOTHY LAEL	12359 SUNRISE VALLEY DRIVE, SUITE 270	RESTON, VA 20191	703-547-6800	703-547-6805	X				
8. CATALYST NETWORK	CHARLES ALBO	6005 GREELEY BOULEVARD	SPRINGFIELD, VA 22152	571-212-6465	703-569-6394				X	
9. CENTRAL BUSINESS CORPORATION	KEVIN XU	14008 FALCONCREST ROAD	GERMANTOWN, MD 20874	240-645-7450	720-293-9420	X	X	X	X	
10. CHARLES ENTERPRISES, SP	CHARLES SANDER	39525 CHARLESTOWN PIKE	HAMILTON, VA 20158	703-717-3081	540-882-4991			X		
11. COMMUNICATION TECHNOLOGIES, INC.	WALT ADAMS	14151 NEWBROOK DRIVE, SUITE 400	CHANTILLY, VA 20151	703-961-2121	703-961-1330	X				
12. COMTEK	TODD LAMONIA	14151 NEWBROOK DRIVE, STE 400	CHANTILLY, VA 20151	703-961-9080	703-961-1330	X				
13. CONSTRUCTION JOURNAL	PAMELA EXTON	759 SOUTH FEDERAL HIGHWAY, SUITE 300	STUART, FL 34994	800-785-5165	888-825-6297					X
14. CONVERSE IT SOLUTIONS, LLC	JAMES DeVANE	8708 MOUNT CLAIR COURT	CLINTON, MD 20735	301-861-3378	240-241-5495			X		
15. DISYS CORP.	AMARJIT S. TIWANA	4151 LAFAYETTE CENTER DRIVE, SUITE 500	CHANTILLY, VA 20151	703-234-6273	703-802-0798	X	X	X	X	
16. DOLPHIN TACTICAL, LLC	DOUGLAS LINDSEY, JR.	10209 SEA PINES DRIVE	MITCHELLVILLE, MD 20721	301-336-3973	301-336-3973	X	X			
17. EMERGING TECHNOLOGY INTEGRATORS	ZACHARY GOSTLIN	6230 BUSCH BOULEVARD, SUITE 400	COLUMBUS, OH 43229	614-431-7242	614-431-6474	X	X	X		
18. GL COMMUNICATIONS, INC.	VANGAL RAVI	818 WEST DIAMOND AVENUE, THIRD FLOOR	GAITHERSBURG, MD 20878	301-670-4784	301-670-9187				X	
19. HENKELS & McCOY	GARY LENNON	8634-V TERMINAL ROAD	LORTON, VA 22079	703-550-0450 x2025	703-550-0438	X	X	X		
20. HHW GROUP, LLC	RJ HAYLING	ONE BRIDGE PLAZA NORTH, SUITE 275	FORT LEE, NJ 07024	201-849-4406	201-608-6914			X		
21. INFINITY SOLUTIONS, INC.	TINA RAMONA HARRISON	1101 PENNSYLVANIA AVENUE, N.W., 7th FLOOR	WASHINGTON, DC 20004	202-756-2235	202-756-7323	X				
22. IYKA ENTERPRISES, INC.	POONAM GUPTA	P. O. BOX 3534	ST. CHARLES, IL 60174	630-372-3900	214-593-4549	X	X	X		
23. LESMAXXIS INCORPORATED	IRVING L. LEE	P.O. BOX 63451	WASHINGTON, DC 20029	202-396-0270	202-396-0271					X
24. L. ROBERT KIMBALL & ASSOCIATES, INC.	LAURA CROSS	328 INNOVATION BOULEVARD, SUITE 222	STATE COLLEGE, PA 16803	814-957-4566	321-733-4448	X	X			
25. MacARTHUR AND BAKER INTERNATIONAL, INC.	DAVID RIVES	7200 WISCONSIN AVENUE, SUITE 702	BETHESDA, MD 20814	301-986-1595	301-986-1464	X	X	X		
26. MANAGED BUSINESS SOLUTIONS, LLC	WALTER PORTER	12325 ORACLE BOULEVARD, SUITE 200	COLORADO SPRINGS, CO 80920	719-314-3408	719-213-2803	X				
27. MANSAI CORPORATION	R. S. VENKATACHALAM	7335 HANOVER PARKWAY, SUITE A	GREENBELT, MD 20770	301-441-1011	301-441-1172	X	X	X		
28. MBI CONSULTING	JAMES KABONGE	7200 WISCONSIN AVENUE, SUITE 702	BETHESDA, MD 20814	301-986-1595	301-986-1464				X	
29. NETVISION RESOURCES, INC	VISHNU SERI	14301 SULLYFIELD CIRCLE, SUITE 205	CHANTILLY, VA 20151	703-379-5146 x105	703-379-5147				X	
30. NEXTGEN	ROSS SHARIATI	4031 UNIVERSITY DRIVE	FAIRFAX, VA 22030	703-980-1742	528-962-2138	X				
31. ORION TECHNOLOGY	LEON BURNETTE	305 CHURCH	HUNTSVILLE, AL 35801	256-525-1203	256-525-1203	X				
32. RCC CONSULTANTS, INC.	DANIEL DRAUGHN	4900 COX ROAD, SUITE 235	GLEN ALLEN, VA 23060-6509	434-259-9700	804-353-8059	X	X	X		

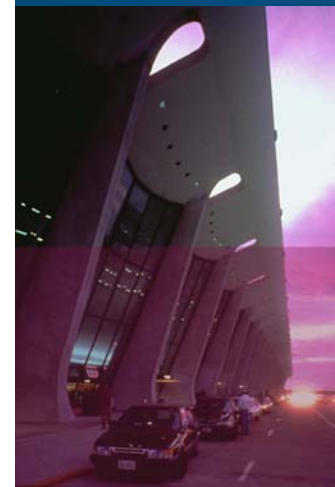
# Key Concepts in the ACS Services

- ✦ The Airports Authority Telecommunications Support is provided by the Office of Telecommunications (MA-620)
- ✦ The ACS is an Airports Authority owned copper and fiber distribution network covering both airport campuses to include respective SONET rings for redundancy at each airport campus.
- ✦ The ACS voice service offerings are primarily supported by a network of Nortel Meridian PBX's interconnected by an OC-12 SONET ring.
- ✦ The services requested have been structured into two distinct areas:
  - ✦ Base Services
  - ✦ Supplemental Services



# ACS Base Services

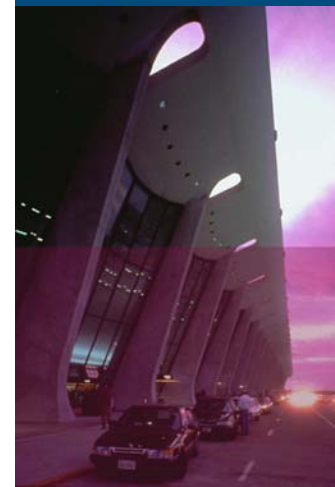
- ✦ The Contractor's primary responsibility is to ensure the efficient operation and maintenance of the ACS. This consists of, but is not limited to, performing services such as training, switch and Synchronous Optical Network (SONET) maintenance, move/adds/changes (MACs), new subscriber installations and operation of the ACS Management System.



# ACS

## Base Services

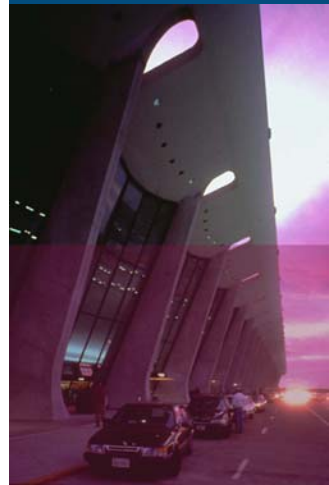
- \* ACS Services provide the following:
  - \* Help Desk
  - \* NOC
  - \* Accounts Receivable
  - \* Project Management Group
  - \* Technical Staff



# ACS

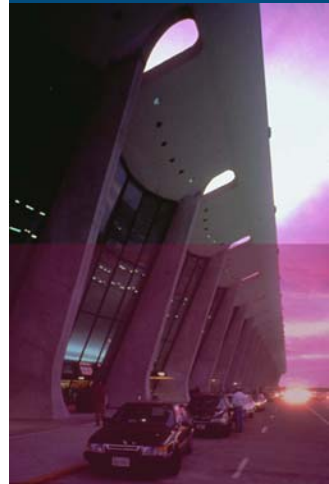
## Supplemental Services

- ✦ Any One-Time Telecommunications Project or Other Telecommunications Services that are not Covered in Base Services
- ✦ Work activities will include, but are not limited to, installation of fiber optic or copper cable to support airport construction projects, installation of Local Area Network (LAN) drops to support the Airports Authority Local Area Network, overseeing Cable TV and Paging systems requirements, etc.



# ACS Standards

- ✦ The Airports Authority Telecommunications Departments adhere to the Airports Authority Engineering Design Manual

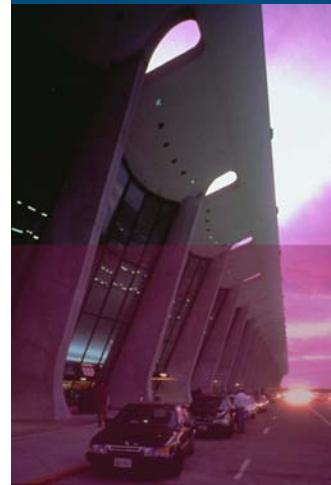
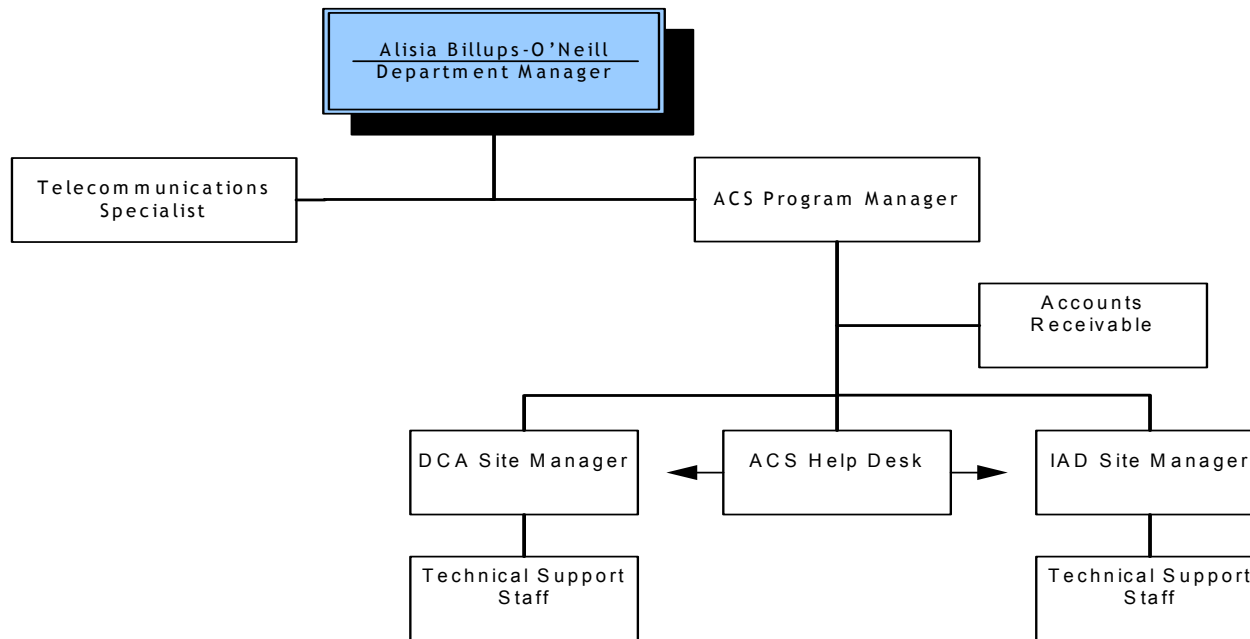


# Organizational Chart

## Telecommunications Systems

MA-620

as of 05/18/09



# QUESTIONS

