The Pre-Solicitation Conference met via Video Teleconference, at 1:30 p.m. EST, Mary Gartland, Director, presiding.

GENERAL SERVICES ADMINISTRATION

MARY GARTLAND, Director, City Pair Program

ANDREA ANDERSON

JEWELL ANDERSON

JEROME BRISTOW

JENNIFER BURDETT

EBONY WHITE
CARRIERS PRESENT:
AMERICAN AIRLINES:
   MARK DANIS
   LEANNE DAVIDSON
   MEGHAN LUDTKE
   PATRICK SANDERS
   KEITH VOGELGESANG

ALASKA AIRLINES:
   ALICE TAM
   AGNES ZAJAC

BRITISH AIRWAYS:
   DERRICK SURRATT

DELTA AIR LINES:
   NORMA DEAN
   JIE DONG
   JOSHUA JENNINGS
   DEVIN KANAI
   JOHN LOTT
   BENJAMIN VANDERHORST
   BARBARA WOBROCK

EASTERN AIRLINES:
   MORGAN KELLERMeyer

EMBARK AVIATION:
   CLINT OSTLER

HAWAIIAN AIRLINES:
   AARON GOTTLIEB
   STEVE HARGIN
   MICHAEL KEDZIE
   JERMAINE LEE
   AARON SACHARSKI
   BENJAMIN WILLIAMS

JETBLUE AIRWAYS:
   MICHELLE DE VERA
   EVAN JARASHOW
   RYAN METZGER
   KIMBERLY PARKER
SILVER AIRWAYS:
   ALBERTO BURGOS
   MARILYN MANRIQUE

SOUTHWEST AIRLINES:
   RADHIKA CHINOY
   JUSTIN SCHIFFNER

UNITED AIRLINES:
   AARON ADAMS
   MIKE BEAUCHAMP
   PETE LUCS
   MARK REYNA

AGENCIES PRESENT:

DEPARTMENT OF AGRICULTURE:
   JEFFERY BOUDREAUX
   ELVIS TULL

DEPARTMENT OF COMMERCE:
   CECILIA KIZER

DEPARTMENT OF DEFENSE:
   STEVE COMEAUX (TRANSCOM)
   STEVEN GRAY (AMC)
   KEVIN SASIELA (AMC)

DEPARTMENT OF ENERGY:
   SEAN MITCHELL
   TERRY WILLIS (SWPA)

DEPARTMENT OF HOMELAND SECURITY:
   DARRYELL FORTIER
   RINDA SMITH (FEMA)

DEPARTMENT OF INTERIOR:
   VIJAYA RAMPHAL LANE

DEPARTMENT OF JUSTICE:
   RACHEL WHITEHURST (DEA)
DEPARTMENT OF STATE:
  MARK DELLINGER
  ERIC MILLER

GENERAL SERVICES ADMINISTRATION:
  DALLAS BREWER
  VICKY NIBLETT
  EMIL NIEVES

INTERNAL REVENUE SERVICE:
  CHUAN-CHI BRENDA YANG

MILLENNIUM CHALLENGE CORPORATION:
  JEANETTE POWERS

NATIONAL AERONAUTICS AND SPACE ADMINISTRATION:
  SANDRA DUNCAN

NATIONAL SCIENCE FOUNDATION:
  SHENITA BOYD

SOCIAL SECURITY ADMINISTRATION:
  MICHAEL BOYLE

ALSO PRESENT:

TECHFLOW, INC:
  STEPHEN BIVONA

GOLDSPRING CONSULTING, LLC:
  NEIL HAMMOND
  JULIE SIMPSON
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P-R-O-C-E-E-D-I-N-G-S

1:36 p.m.

MS. GARTLAND: I'm Mary Gartland. I'm the Director of the City Pair Program. The CPP wants to thank you for being here today even virtually.

I have a lot of my team on the call. We have Ebony White, our Program Manager; Jennifer Burdette, our Program Analyst; Jewell Anderson, our Data Analyst; now we have Andrea Anderson, she is our Contract Specialist; and our Contracting Officer Corey Gerst is out sick today, so I know he will be missed dearly, but Andrea will take the reins on his slides and any due-outs there.

I just want to get started with talking about this past year basically has been full of surprises and challenges as we all know that I don't think any of us were prepared for, both professionally and personally. In regards to our industry, because of a big hit in the travel industry, and there was a big decline in
demand, but the airline industry has taken many steps to overcome this crisis with many short-term and long-term solutions.

So as we look to the path forward, with the availability of the vaccine and successful testing, we look to it with hope and recovery and a smooth journey for those who get to fly.

So just opening up, you can see our agenda here. It's pretty straight forward.

Next slide.

At CPP, we really value the partnerships and relationships we've built with our suppliers and customers over the years and we hope to continue to build that on the foundation we have built moving forward, especially the new folks that have come on board this year and the past year.

Our partnership values embodies the supplier and customer relationship methods and model. In our partnership values we really look to our award resilience. Each year we work with
everyone to refine the solicitation to meet the requirements of our agencies and then we stay flexible with our industry behaviors. I think COVID might be a great example. We truly try to have compliance to award carrier during COVID even with the schedule changes and keeping those awards in place at the same time.

We also really value our data strategy and take that very seriously. We are very rich in data and we source that to make sure that those data sources are being used to make the best decisions for our contracts and programs and agencies and suppliers as well.

Transparency. We continue to try to streamline the bidding process and make it easier on our suppliers to bid or even do administrative items, so we're always looking to make that easier, more efficient. We continue to try to share information and data with all those rich data sources I was talking about, especially in our partnership meetings throughout the year. We have gov travels coming up, so we're always
looking for those opportunities to share the data with our suppliers and our customers.

We've kind of hit a good spot in our time line with the early access to fares to encourage increased usage and compliance. So I think maybe the past two to three years we've really hit that mid-July award point that we try to stick to and is our goal every year.

Collaboration. We continue to look to our customers and our suppliers to expand our market options and our service options. Over the past two to three years we added Group 3 that expanded some markets, added all non-stop service where available, and where our customers travel.

We continue to have spring, summer, and fall meetings with our suppliers to try to exchange ideas to make sure we're in tune to the industry. And we also have partnership meetings with our customers to stay in tune with our agency customers and make sure that our procurement strategy is including ideas and information that is needed to make the best
strategy moving forward for the fiscal year.

We collaborate with several working
groups with our customers and suppliers. We're
looking forward to maybe having one this year
that would include another class of service
working group. We'll see how that goes.

And then obviously, I think incumbent
to everything that I just discussed, we really,
truly want to incorporate the voice of our
customers and our industry and the decisions that
we're making each fiscal year.

Our annual contract is one of the
prized possessions of it. We can cut something
out or include something new and make sure that
we're staying in tune with the industry and our
customers.

So I will let my Program Manager,
Ebony, take over the reins on this presentation
and I just truly want to thank you guys for being
here today.

MS. WHITE: Thank you, Mary. I would
like to just double check and make sure everyone
can hear me.

MR. SURRATT: Yes, we can hear you.

MS. WHITE: All right. So moving on to program management improvements. So this year in FY 22, going into the next fiscal year, the program office is really looking at where we can subscribe and streamline and provide program improvement that will not be offset by the impact from COVID, obviously. We're still going through the data and seeing how it's impacting folks' travel globally and the actions that we can take within the program.

So this year we are looking at minimum passenger count reduction, international non-extended connections with business class expansion, increased number of markets solicited, reducing administrative burden, and we have a new MFA requirement, accessing GSA systems. So there is a small impact.

So looking at minimum passenger count reduction, so our data analysis allows us to look at where we're traveling government-wide and
passenger counts throughout the year. And so what we see is that there are opportunities for the program to incorporate markets that have a smaller level of passengers traveling every year, but they are needed destinations. The Program Office decided incorporate some of those markets into the program by reducing our minimum passenger count. So year over year, our minimum passenger counts for connect markets was a minimum of 40, but of course, we still solicit any market that has a minimum non-stop requirement for our travelers. But for the connect markets, we reduced that down to 30 from 40. So not a big change as far from a traveler's perspective, but it does incorporate new markets that you may not have seen previously in the program.

For international non-extended connections with business class -- so you may recall that our program had already incorporated approximately 80 or so markets that were a part of the evaluation and our evaluation criteria in
order for the markets to be evaluated with both
the YCA and _CA and business class fares to be
considered. And so this year, we wanted to
incorporate some new markets that may have
already been solicited, but did not incorporate
the international business class fare. And so in
order to this because they weren't considered
extended connect, we created a separate class or
section within the evaluation that would
incorporate these markets. There are
approximately 20 or so additional markets and
what they will be considered is international,
non-extended connection with business class. So
these will have a different evaluation weight
separate from the ones that were previously
solicited under the extended connect. So you'll
see that when you look through the solicitation
and they are clearly defined separate. They will
have a separate class because they will be
evaluated differently based on actual travel.

Next, we're going to look at increased
number of markets solicited. So year over year
we do keep track of the markets that we are both
including or may pull out of the solicitation due
to various reasons, non-travel or unavailability,
routing changes, things like that.

And in FY22, we will see an increase
in markets solicited, approximately 639 markets
are being looked at that were not incorporated
into the FY21 solicitation. When we do our
analysis on our markets, again, we're looking at
where our travelers have a need to travel. We
are looking at the types of services that are
available in those markets, and then frequency so
that we can select the best requirements for that
particular market selection.

We do consider COVID's impact in FY22.

We wanted to look at how service changes in
response to COVID impacted how our travelers
would previously travel and how they may be
moving projected impact by '22. So all of that
was incorporated in the selection of these
particular markets and we anticipate meeting the
needs of our travelers both pre- and post-COVID.
Reducing administrative burden. Mary brought this up earlier. We want to consistently look at ways to improve not only how we solicit, but off of the actions that our carrier or industry partners have to go through in order to participate in the program. So we have made steps this year to reduce some of the reporting requirements. Last year, we deleted the usage report. This year, we looked at the auto-cancellation report and determined that it's not something that we require on a quarterly basis, so we are changing the language to read as needed. So again, this report is still required as a part of the contract, but it does not have to be readily available and submitted to the contracting officer every quarter. It will be done on an as-needed basis. So this again, reduces some of the documentation and paperwork that's required in order to participate in getting the contract.

And then the last improvement for this year, GSA has implemented a lot of security
requirements over the past year. And so one of
the improvements that will assist us in our
program is the multi-factor authentication. And
so this improves the security, obviously in two
ways. It reduces the usage of a user name and
password, but it also allows our partners to
access the system from multiple systems without
having to download any particular software and
the MFA requirement is something that's becoming
our standard, so we're going to streamline our
process and access less systems to do the same,
so this is an improvement from a security
perspective.

All right, moving on to our general
solicitation updates.

Andrea, are you on? All right, she is
on, but she cannot hear us.

MS. ANDERSON: Ebony, can you hear me?

MS. WHITE: Yes.

MS. ANDERSON: Good afternoon,
everyone. I just want to start by thanking all
of you for your involvement and participation in
the program. For those of you who don't know who
I am, my name is Andrea Anderson. I am the
Contract Specialist for the City Pair Program.

So here we have some important
reminders. As you know, if you want to conduct
business with the Government, you have to have an
active SAM.gov account. And every year you have
to re-certify.

This year, Section 889 will be added
to your re-certification. So basically it will
just require the carriers to represent if it does
or does not provide banned telecommunications
equipment or services in their offering.

Another reminder is that before we
award, we always run your SAM account report just
to make sure that everything is current, so
please make sure that your SAM account is current
and active.

Another reminder I have was to please
review your COPS submissions and address any
errors you may have. I will go into the COPS
information in the later slides.
Can you hear me?

MS. WHITE: Yes.

MS. ANDERSON: Okay. All right. If you can go to the next slide. Just let me know if you can still hear me. We're good? Okay.

Here are some important dates. We have the -- I'm sorry. So the draft solicitation was posted last week by Corey. He posted the draft RFP with eight attachments. If you have any questions regarding the draft solicitation, you have until tomorrow at 3:00 p.m., Eastern Standard Time, to submit your questions. Please make sure that you submit the questions to Corey, cc me, and cc onthego@gsa.gov. Please make sure that you're using the attachment 7 which is the template that we're going to be using for the Q&As.

We plan on having the responses back to you by next Friday, January 29th, but that depends on how many questions we get. So if we get anything less than what we're expecting, we can post those Q&As sooner than later.
Everything will be posted on beta.SAM.gov. So if we have an amendment to the draft RFP or final RFP or Q&As, everything will go through this website. Please make sure that you keep an eye out on beta.SAM.gov.

I should also mention that you will have another opportunity to submit your questions to us when the final RFP goes out and that should be in mid-February.

All right, does anybody have any questions? All right, if you could go to the next slide, please.

All right, so we have a lot of new faces this year. And for those that are new to COPS, COPS is a web-based application. It provides the carriers a secure website where they can prepare and submit their offers electronically. The COPS manual was posted last week with the draft RFP and in the manual it states that you -- they ask you to use Internet Explorer Version 11.0 or higher. If you use anything less than that, you might lose some of
the -- some features might be disabled.

So last week, I sent out an email to
the carriers asking them to submit the COPS user
names for their companies. Essentially, it will
be the person who will be uploading your offer.
If you haven't submitted that information to me
yet, please do so by tomorrow, by 3 p.m., if
possible. If you haven't received the email or
if you just haven't had a chance to send me that
information, please do. I also wanted to --
right here on this slide, we have the COPS
schedule.

The COPS testing period will -- we
will open COPS testing on February 1st through
February 12th. This is a time where all users,
especially the new COPS users, you guys can go
into the system, learn it, test it out, let us
know if you guys have any feedback. If you see
something that we could do better, please let us
know.

I should mention something about the
name. So in the past, I've been the one that
sent out the COPS user IDs and I've been the one that sent out the passwords, but this year, that part will be handled by COPS. So once I get the user name from the carrier, I will create an account and the COPS user will receive an email and in the email, the COPS user will be prompted to activate their account and they will also be prompted to create their passwords.

Your COPS user ID will be your email address. So please make sure you take note of that.

As Ebony mentioned, this year we have a new process to log into COPS. We are using a multi-factor authentication process to validate each user.

All right, so here we have the COPS target dates. As I mentioned earlier, COPS testing is for two weeks, February 1st through February 12th. For your Group 1 offers, we will open COPS on February 19th through March 19th. For your Group 2 offers, we will open COPS on March 24th through April 14th. For your Group 3
offers, we will open April 19th through April 23rd.

I would recommend that you don't wait until the last minute to upload. You want to make sure you give your folks enough time to upload and if you get an error message, you have enough time to fix it and if you need to reach out to us, we have enough time to help you.

In the past, there have been instances where we get emails from the carriers on the day of and it can be very stressful for the carrier. It can be very stressful for us because we might not be available right away or if you need to get a hold of COPS -- somebody in COPS, they might not be available right away, so it can be very stressful for everybody. So again, I recommend that you please upload your offers before the deadline.

This year, Ebony and I will be the points of contact for COPS, so if you have any issues or if you need to be added to COPS, let us know.
Also, this year, we will be having two training sessions and I'll go over that in the next slide. Does anybody have any questions?

All right, if we could go to the next slide, please.

All right, so for COPS training, we will have two training sessions. The two training sessions will take place during that testing period. So the first training will be on February 4th. The COPS team will be going over the manual. They will also do a live demo.

For February 10th, the COPS team will conduct a Q&A session. So if you can, please attend. This is when you can ask your questions. You will have the COPS experts on the call. You can ask anything you want to ask. They will be there to help you.

I will be sending out the invitations to these training sessions next week to all of the COPS users. All interested parties can attend, so even if you're not a COPS user, you can send us an email. Just send an email to me.
or Ebony and we can add you to these training sessions.

We just want to make sure that you have all the tools necessary to properly submit your offer. So again, please take advantage of all these opportunities. Any questions?

All right, if we could go to the next slide, please.

All right, so here we have the upcoming request for proposal dates. We are hoping to release the final RFP in mid-February. Again, Group 1 will close on March 19th. Group 2 will close on April 14th. And for Group 3, COPS will close on April 23rd.

The special board is tentatively scheduled to convene in early to mid-April. We will conduct the final proposal revisions in mid-May and the special board final review will be done in early June. We're hoping to award the FY22, City Pair contract in mid-July. So this is the timeline and we're doing our best to stay within this timeline.
Does anybody have any questions? All right, I'll hand it over to Ebony.

MS. WHITE: Thanks, Andrea. So moving on, we're going to look at some significant changes by section. So we're going to break down where the changes for the FY22 solicitation occur.

So the first one is going to be in our definitions. Now if you've already reviewed the draft RFP, this information is included in the RFP, but we did not add it to the year-over-year changes. We will make sure that is updated for the final, the changes. We weren't sure if we wanted to include it at the time, but we're going to do so now.

So the definition change, so earlier, I mentioned one of the improvements that we incorporated was an international non-extended connection with business class line items that we're going to solicit. So what we decided to do is incorporate definitions for both extended and non-extended, so that we're clear on definitions.
identified forms.

So for the international extended connection with business class line items, these are the 80 or so line items that we previously solicited that incorporated the business class fare in the evaluation. So this breaks down what the definition is. I'm not going to read it verbatim because obviously it's on the screen. I don't want to be redundant. But the biggest takeaway here this definition consolidates the international business class and the extended connect definition. So we did not add any new language to those two. We just consolidated so that we had a definition for both the international extended connect and the non-extended connect.

Here's the definition for the non-extended connection with business class line items. This one again is an addition. We did not previously solicit, so now that we are, we want to make sure we clearly define. The difference with the non-extended connection --
these are non-extended connection markets, but they do incorporate the business class fare in the composite fare calculation.

Both extended and non-extended connect international business class are solicited and they are included in Attachment 4 which includes all Group 1 markets, line items, excuse me.

Next we have B.3 which is our line item requirement. Again, previously it's discussed that we were incorporating a lower passenger count so that we can include some of the smaller passenger count markets in slide 22. So in order to do this, we adjusted our passenger levels for F and G. So for G, last year it was 1 through 39. And then F was 40 and up. And this year F is now 30 and then G will be 1 through 29. So again, that was the difference of about ten passenger counts.

Next is C.3, technical requirements. So this area we're looking at a language change to the requirements for submission in both our domestic and our international line items. So the
latest change for the domestic and international
applies to Group 2 and 3 only. So currently the
information that we require for Group 1 was
always separated from Group 2 and Group 3.

This year, we want to simplify the
number of fields that are being required in the
Excel attachment when you upload your bid. So we
have incorporated offerors shall list all
required information including the number of
total nonstop flights, direct, and connect
flights available in each direction. So this
information is already submitted for Group 1. It
is being added for consistency for Groups 2 and
3.

F.6 is auto cancellation, again to
improve the redundancy in some of our
administrative requirements. We looked at our
reports and decided that the auto cancellation
report is necessary, however, it is not required
on a quarterly basis. So this report will change
to upon request by the CO or the PMO.

The next one is going to be in J.4
Attachment 4 which is our Group 1 line items.

Again, adding the international, non-extended connect market for business class. We needed to add a separate tab so that way you are clearly aware of which line items will incorporate the business class fare into the composite fare calculation. So now we have a Group 1, international non-extended connection with business class line items. These are separate from the previous international extended connect with business class line items. They will have their own evaluation scoring. We will cover that in a later slide.

M.5, our price evaluation for Group 1 lists the technical and price tradeoff factors. So previously the extended connect with business class was the only area in which we incorporated the business class fare into our composite fare. And so we are again going to incorporate the international non-extended connection with business class as a part of our evaluation. And so this is giving you the definition of the
percentage and how the composite fare will be
made up of YCA, _CA where solicited and the
business class fare on the difference between the
non-extended connect and the extended connect.
This is the percentage in which that fare, that
composite fare is incorporated. So 5 percent is
going to be used for non-extended connect and 15
percent will remain for the extended connect
market. There is a fare applied. That will roll
-- I'm sorry, it's at the bottom of the slide in
B. So you'll see where the composite fare
incorporated when there is a YCA and you'll see
the calculation when there is not a YCA made
available.

Also in M.5, the price evaluation for
Group 1, for Group 1 price/technical tradeoff,
the criteria has been adjusted slightly. We
incorporated a new item, our new factor, and we
also reordered them. So you can see on the
screen, FY21 is on the left. FY22 is on the
right. So I'm just going to do a side-by-side
comparison.
So the nonstop service is still Factor No. 1. However, Factor No. 2, last year it was additional flights. This year it's going to be average elapsed time. We felt that in the evaluation criteria, especially with these changing between nonstop services to connect services, there are differences in how that service is being viewed by travelers, and so we wanted to incorporate that. It was always a factor. We just changed the level of importance in our factor ordering.

Factor No. 3 last year was the average elapsed flight time. This year, it is timeband and service distribution. Timeband and service distribution allows us to see how long the flights are. And we wanted to make sure that we are looking at all important factors when we consider our technical tradeoffs.

For Factor 4 was a capacity volume in Group 1 and high volume line items. And that is now the additional flights.

[Factor] 5 is the baggage fees. Last
year, we did not have a Factor 6. This year we
have our capacity volume in Group 1 and the high
volume items and then [Factor] 6 becomes our
[baggage] fee. So again, we incorporated one new
item which is our timeband distribution and then
we reordered our average flight time, the
timeband distribution, and the additional
flights.

Moving on to our market selection and
market information. For this year, you will see
again we had an increase in the total number of
markets that we were soliciting. This gives you
the breakdown of where those changes are. So
Group 1 has over 2,100 markets and the breakdown
was in domestic, international, fifth freedom
air, our non-extended connects business class,
our extended connects, and then our international
and extended connects business class.

For Group 2, there was an increase.
You'll see it's 10,300. The majority of those
are in the domestic area which reduced the
extended connect for domestic and international.
For Group 3, we're at about 1600 markets. Those are just domestic and international. And they would be what's between the domestic and international. Domestic has maybe increased and the international has increased overall.

Last year, we solicited 13,423, so each group had a slight increase in the number of markets.

Looking at the market dynamics for FY22, oh, I misspoke. I'm sorry. Okay, so our markets solicited for this at the end was about 639 markets compared to last year. So a 4.7 percent increase.

Our Group 1, we had a lot of movement, but there is a slight decrease from last year. It's 2129 compared to 2199. For our Group 2, that's where our increase from last year, [roughly] 8,600. This year, 10,300. A lot of those changes again, are due to some of the changes in passenger counts, actual passenger travel from FY20 and service changes.
Group 3, we had a decrease from [roughly] 2500 down to [roughly] 1600 and same changes again. Service was a big area. Group 3, no non-stop or service connecting changes.

Domestic was our increased area, 10,752 and international was an increase to 3,310.

Our numbering for this year, so if you needed to do a quick reference, are attached here for our Groups 1, 2, and 3, again, if you look the attachment 4, 5, 6, you will see the breakout of each of the separate market types that we're soliciting and they will have their own tab and numbering sequence.

All right, moving on, we're going to give you some information. If you can capture, I'll leave this up on the screen for a moment. Here's our contact information for any contract-related issues or questions. We want to make sure that you reach out to onthego@gsa.gov. This email is also attached whenever you send an email to Corey or Andrea. You can speak to them.
specifically to COPS or submission issues.

The program-related issues, if you have a question about a market, if you have a question about service, you can reach out to travel.programs@gsa.gov. I'll leave those up for a moment if you need to jot those down.

All right, moving on to our points of contact within the Program Office and the Contracting Office. Corey Gerst is our Contracting Officer. He is not here today, but you can send him an email or give him a call if you have any follow-up questions. If it's specific to the FY22 procurement, you want to make sure you use Attachment 7 to state questions and also any questions that you may have of the final RFP. Outside of our FY22 procurement, you can reach out to Corey via email or phone or Andrea, who is the Contract Specialist.

If you need to reach the Program Office, Mary Gartland, our Director; myself, Jerry Bristow, Jennifer Burdette, and Jewell Anderson, we can all be reached and here are our
contact information and we can be reached by
email or phone. Again, I'll leave that up for a
moment if you need to jot down anything.

All right, I'm going to leave now the
floor open for questions. I do ask when you
unmute yourself if you will provide your name and
your agency before you ask your question.

MR. SCHIFFNER: Good afternoon, Ebony.

This is Justin Schiffner, Southwest Airlines. A
specific question for you regarding a slide a
little bit earlier that you referenced regarding
the changes to the information you want in C.3
for Group 2 and Group 3 markets. Will any of that
information be used for consideration and award
or will the consideration still be based on
price?

MS. WHITE: The consideration is still
based on price. There's no language change to
the subsection. However, as you know, for some
markets the requirement may be more than say one
flight and so in order to validate that, we need
to have a flight count. So the information yes,
is used for evaluation, but the valuation criteria here have not.

MR. SCHIFFNER: Thank you. That's very helpful. If I could ask just a quick follow-up question, with respect to the passenger counts for FY22, would you mind sharing how those numbers were ascertained or what took place to kind of come up with those?

MS. WHITE: You mean our data source?

MR. SCHIFFNER: Yes.

MS. WHITE: So we used a series of data sources. Of course, we do use our OAG data. We did our TMC data and also the SmartPay data. Those are all our consolidation points. SmartPay data is our primary, as you know. Historically, that goes with a vast passenger count, travels in markets. And then we look at any outliers that we get from our CPP data to match that up. So we used FY20 for that.

MR. SCHIFFNER: Thank you very much.

MS. WHITE: Any other questions?

MS. WOBROCK: Hi, Ebony. This is
Barbara with Delta.

MS. WHITE: Hi, Barbara.

MS. WOBROCK: You had mentioned earlier that the Q&A answers would be on beta.SAM.gov. Is that what I heard you say? Is that correct or would it be on gsa.gov?

MS. WHITE: The questions to -- the Q&A for the draft RFP and the final, they are on beta.SAM.gov. So the same way you fill out the solicitation that Corey posted, there will be an amendment to that and you'll see the questions and answers that came in.

MS. WOBROCK: Okay. Thank you.

MS. ANDERSON: Hey, Barbara, this is Andrea. We will also be sending out courtesy emails to let you know when something has posted.


MS. WHITE: Any other questions? All right, if there are no further questions, I want to turn it back over to Mary if you want to have any closing comments. Otherwise, we want to thank you for your time and your participation.
today in the Pre-Solicitation Conference. We'll make sure that the Q&As are posted in a timely fashion and get the final RFP out as soon as we are able to consolidate any possible changes that we need to submit to the document.

We thank you for your partnership and your time today and I'm sure we will engage here shortly following this session and any other additional comments that Mary will provide at this time.

MS. GARTLAND: I am good. But yes, thank you again, everyone, for attending. And we'll hear from you soon. Hopefully, see you soon as well.

MS. LANE: Ebony, this is Vijaya. I actually have a quick question. Can you hear me?

MS. WHITE: Yes.

MS. LANE: My question was when my TMC asked today if they're having trouble determining if the territories that we have fall into international for the COVID testing and I didn't know if there was a flat across the board answer
or if every airline was different.

MS. GARTLAND: This is Mary. I don't think that's actually a question for our team right now.

MS. LANE: No, I know. That's why I'm just like bringing it up at the very end because I know this looks (audio interference) but I figured since everybody else is here. And if you could find and get to me, I'd really appreciate it.

MS. GARTLAND: Sure, we'll consolidate that information and get it to you and anyone else, agency, that might be looking for. We'll work with ETS as well.

MS. LANE: Thank you.

MS. WHITE: All right. Well, thank you again, everyone and we hope you have a good day and a good afternoon.

(Whereupon, the above-entitled matter went off the record at 2:23 p.m.)
CERTIFICATE

This is to certify that the foregoing transcript

In the matter of: FY 2022 Pre-Solicitation Conference

Before: US GSA

Date: 01-21-21

Place: teleconference

was duly recorded and accurately transcribed under my direction; further, that said transcript is a true and accurate record of the proceedings.

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Court Reporter

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