



# Networkx Transition Update

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January 7, 2010  
Bulletin Twelve

## Introduction

This bulletin provides transition guidance information, transition progress and status of issues related to the transition of services to the General Services Administration's (GSA) Federal Acquisition Service (FAS) Integrated Technology Services (ITS) Networkx contracts.

## Fair Opportunity Decisions

The Networkx contracts were designed to be used "as is". They reflect government-wide requirements, best commercial practices, operations manageability, and pre-negotiated best available fixed prices. Each contractor has been through a rigorous evaluation and determined to be fully capable of delivering the Networkx services. Nevertheless, an Agency contracting officer must provide each Networkx Universal or Enterprise awardee a fair opportunity to be considered for each order exceeding \$3,000, except as provided for in FAR Part 16.505, paragraph (b)(2). In developing the fair opportunity decision, consider the following lessons learned and best practices:

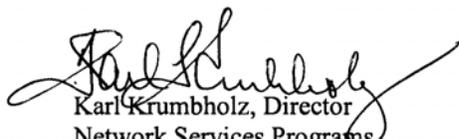
- Keep the Fair Opportunity (FO) process simple. FAR 16.505(b)(1) states, "The contracting officer should keep submission requirements to a minimum. (and) Contracting officers may use streamlined procedures, including oral presentations". And as a "Best Practice" notify each Networkx Universal or Enterprise awardee of an Agency's intent to conduct a FO decision, identifying the Agency's FO service requirements regardless of the FO dollar value.
- Consolidate service requirements and reduce the number of FO processes to be conducted;
- Use pre-existing Networkx Contract Line Items (CLINs) to the extent possible and use the Networkx Agency Pricer or simplified Request for Quote (RFQ) approach, see Networkx Bulletin Ten, v.2 at [gsa.gov/networkx](http://gsa.gov/networkx) > How to Transition > Networkx Transition Library > Transition Updates > Networkx Transition Update November 12, 2009;
- Make price a substantial factor in your evaluation selection;
- Recognize the law of diminishing returns; e.g., estimates of inventory should be a good faith effort, don't spend undue time attempting to achieve perfection;
- Take advantage of GSA's Help Desk, your Agency's Technology Service manager (TSM) and other resources and tools published at [gsa.gov/networkx](http://gsa.gov/networkx) > Guides, Tools, and Resources;
- Agencies should clearly define a common set of requirements for the contractors to propose against. Networkx does not lend itself to Statements of Objectives since it becomes difficult to evaluate proposals during the FO process;

- Provide contractors a reasonable time to propose and adequate time to revise proposals after amendments/questions are released. We recommend a minimum of 30 days to respond to an SOW;
- Seek industry feedback early and often. FAR 15.201, encourages exchanges of information among all interested parties, from the earliest identification of a requirement through receipt of proposals, including the use of draft SOWs;
- Recognize protests are part of the process for requirements exceeding \$10 million. Conduct a fair evaluation in accord with your evaluation factors; defend your selection with advice of the Agency's legal counsel.

Additionally, Agencies should:

- Notify unsuccessful awardees when the total price of a task or delivery order exceeds \$5 million and provide debriefings when the task or delivery order value is equal to or exceeds \$5 million
  - Reference FAR 16.505.(b)(4). Also see FAR 15.503(b)(1) for content of notice and FAR 15.506 for conduct of debriefings;
- Always notify the successful awardee;
- Consider notifications to unsuccessful awardees even though not required;
- Notify in writing the following GSA Networkx Contracting Officer of your FO Decision:
  - Anna Brown – Sprint and Level 3
  - Jack Braun – AT&T
  - Rodger Hoover – MCI/Verizon
  - Tim Horan – Qwest

**Networkx Help Desk** - GSA's Networkx Help Desk assists Agencies and contractors in resolving issues related to inventory validation, pricing, and other transition activities. The Help Desk can be reached at 866-472-0274 or e-mail at [networkx.support@gsa.gov](mailto:networkx.support@gsa.gov). Agencies may also contact their respective TSMs.

  
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