



DEPARTMENT OF THE NAVY

NAVAL ENTERPRISE NETWORKS
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WASHINGTON, DC 20374

September 30, 2011

Prospective Offerors:

It gives me great pleasure to release the *draft* Request For Proposal (RFP) in support of our acquisition objectives for Transport (TXS) and Enterprise Services (ES) under the Next Generation Enterprise Network (NGEN) Program. This is anticipated to be our final major document release in advance of the final RFP which we plan to post on 21 December 2011. During the last few months, we have exposed you to our development process through the Acquisition Concepts (ACs) that were released in June, July and August 2011.

First let me thank you for the exceptional feedback to the AC's and to the myriad of general and targeted Requests For Information (RFIs) released by PMW-205 in support of both NGEN and the Department of the Navy (DON) Chief Information Officer (CIO) objectives. As part of those RFIs, the DON was very specific about the goal to reduce the non-tactical IT (or Business) budget by up to 25%, and requested Industry's best thoughts and ideas as to how we may obtain NGEN and Navy Network Enterprise (NNE) capabilities in a more cost effective manner.

The *draft* RFP is our next step in engaging you as we strive to serve our Navy and Marine Corps. As I shared during Industry Day on 18 August 2011, this *draft* reflects the Government's intent to award the ES and TXS services to the Lowest Priced, Technically Acceptable (LPTA) Offeror(s). While this approach is intended to result in a best value acquisition for the DON we are once again soliciting Industry's insight and assistance prior to issuance of the final RFP.

As part of this release I would like to give you the opportunity to communicate directly with me. If there are details that you would like to highlight to me, I welcome them. I ask that you constrain yourself to one page, single spaced, Times New Roman, 13 pitch font. My intent is to give you a clear path for concise and direct communication with me on those things you feel are the most important. Furthermore, I would like to have your one page summaries no later than the 20th of October, so that I can review them prior to our Industry Day on the 28th of October. My goal in all this is to ensure that you have an RFP that you can bid to and execute flawlessly. If the *draft* RFP has inadvertently specified an approach for the delivery of either the TXS or ES services that leaves you unable to propose the requisite services to the DON, we want your feedback.

Please do not feel that your companies are constrained to a one-page document. All your feedback is welcome and will be reviewed by the program office. The one page submittal is designed to give you the opportunity to highlight clearly to me what you feel is most important. I promise to personally read each of these submissions, and will address them at Industry Day.

There are some areas in the *draft* RFP where I would like additional industry scrutiny. These include:

- a. Any recommended changes to the delivery of the approach for ES and/or TXS services, including your technical/operational rationale for each recommended change
- b. Why this proposed alternative approach is considered low risk and consequently complies with the LPTA contracting criteria
- c. Business Case Analysis (BCA) drivers that lead you to recommend this position, presented in the DON CIO BCA format
- d. Price reduction(s) anticipated if enacted or incorporated
- e. Any contract language or language relief that would be necessary to better enable the Government to consider the Offeror's recommendations

We will continue to refine the RFP as we await your responses. We know that the *draft* does not yet fully articulate our final strategy/approach/requirement in the areas of Government Command and Control (C2), Service Management Integration (SMI a.k.a. Seam Management), Configuration Management (to include Data and Asset Management), Technical Refresh Requirements/Plan and Performance/Engineering Capacity Metrics. We will release the aforementioned information under separate cover as it is finalized to augment the *draft* RFP. However, your comments in these developmental areas are also very much welcome.

In the release of this *draft* RFP, we have taken a tremendous step toward our goal of competing the Navy's IT network. With the support of our Industry Partners, we look forward to successfully completing our mission objectives. I can assure you; each of your comments will be taken seriously and responded to appropriately. Thank you in advance for your attention to this letter and your continued commitment the men and women who serve this Great Nation.



SHAWN P. HENDRICKS

Captain, U.S. Navy

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