April 6, 2010

Mr. Alain Courtois

NATO Consultation, Command and Control Agency

Batiment Z

Boulevard Leopold III

1110 Brussels, Belgium

Dear Mr. Courtois,

ManTech is pleased to provide you with this Firm Fixed Price proposal for the Afghanistan Mission Network-VTC equipment and installation support services*.* ManTech has provided this solution based on the requirements outlined in the email RFQ, dated 1 Apr 2010. Should you have any questions, please do not hesitate to contact me. I can be reached by phone at +1.719.622.4269 (office), +1.719.314.9075 (mobile) or email [steve.schoenfelt@mantech.com](mailto:steve.schoenfelt@mantech.com).

**Section 1: Equipment Cost Estimate**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Part Number | Description | MSRP | NATO Discount Price | Quantity | Total Price |
| VRMX2540R | RMX2000 10 HD/40 CIF resource configured & licensed system, equipped with MPM+40 Media Processing Module and a Rear Transition Module for IP (RTM IP). (Maintenance Contract Required) | $77,500.00 | $57,237.00 | 4 | $228,948.00 |
| 5150-18200-500 | RMX 2000/4000 Encryption License pack - restricted by destination countries | $0.00 | $0.00 | 4 | $0.00 |
| VCCP0102 | RMX/MGC/RSS Power Cord 250VAC 2.3 Meter (8 ft) Europe | $0.00 | $0.00 | 4 | $0.00 |
| 4870-00284-312 | Premier, Three Year, RMX 2000, 10 HD/40 CIF base IP system | $18,080.00 | $17,144.00 | 4 | $68,577.00 |
| 2200-77530-000 | Converged Management Application (CMA 5000) + 500 Devices includes Appliance, Gatekeeper, Conference Monitoring, Scheduling (Web, Outlook, Lotus), Device Mgmt; automatic software update, provisioning, support for CMAD. (Maintenance Contract Required) | $52,000.00 | $41,895.00 | 2 | $83,791.00 |
| 2200-77534-000 | Redundant Appliance and license for any CMA 5000 solution up to 5000 licenses. License for redundant solution included. CMA 5000 Redundant appliance cannot be used with CMA 4000. | $31,000.00 | $24,976.00 | 2 | $49,952.00 |
| 4870-00490-312 | Premier, Three Year, CMA 5000 with 500 devices | $11,620.00 | $11,019.00 | 2 | $22,037.00 |
| 2583-22563-001 | VBP 5300-E10 Firewall/ NAT traversal unit for medium to large enterprise locations. This model includes 2 x 10/100/1000 Ethernet interfaces, a 1 x 10/100 Ethernet with capacity of 10meg select power cord. (Maintenance Contract Required) | $8,250.00 | $6,647.00 | 2 | $13,294.00 |
| 4870-00117-306 | Premier, Three Year, VBP 5300-E10 | $2,420.00 | $2,295.00 | 2 | $4,589.00 |
| 2215-76310-001 | DMA 7000 Single-Server Core System. Includes single application server with redundant components, and software. Requires bridge license packs and bridges, which are sold separately. Requires a single-server country kit. Includes 2 Post Rail Kit (Maintenance Contract Required) | $10,000.00 | $7,385.00 | 1 | $7,385.00 |
| 5230-76300-002 | DMA 7000 additional RMX 2000/4000 license. Supports 2 additional RMX 2000/4000 bridges to an existing DMA 7000 system. (Maintenance Contract Required) | $40,000.00 | $29,542.00 | 1 | $29,542.00 |
| 4870-00526-312 | Premier, Three Year, DMA 7000 2 RMX 2000 License pack | $9,590.00 | $9,094.00 | 1 | $9,094.00 |
| 4870-00586-312 | Premier, Three Year, DMA 7000 Single-Server Core system | $2,280.00 | $2,162.00 | 1 | $2,162.00 |
| 8583-70067-000 | 2-Post Rail Kit for DMA & CMA Servers | $133.00 | $133.00 | 3 | $399.00 |
| 4865-50301-009 | GF-DDP Shipping to SHAPE |  |  | 1 | $3,357.00 |
| 6268-53091-309 | Shipping – SHAPE to Afghanistan |  |  | 1 | $6,043.00 |
|  |  |  |  |  |  |
| **Grand Total:** | | | | | $529,170.00 |

**Section 2: Installation, Support and Training**

Labor/installation and support rates have been calculated based on the information provided in the RFQ email dated 1 Apr 2010 and are subject to change upon release of the finalized RFQ. ManTech has assigned a Project Manager, Steve Schoenfelt and a Project Technician, Brian McDermott to provide installation and support services and training as required in the afore mentioned email request for quote. Our team will provide initial configuration support for a period of 2 weeks at SHAPE in Belgium, followed by 6 weeks of implementation and integration support in Afghanistan. Concurrently, we will provide training to on-site operators while deployed to Afghanistan. ManTech will provide all vendor provided operator manuals/software and training documentation.

**Section 3: Assumptions**

ManTech has based this proposal on the following assumptions:

* Travel into Afghanistan from Frankfurt Germany will be military air, provided by NATO.
* All equipment will be staged at SHAPE in Belgium, prior to deployment in Afghanistan.
* NATO will provide shipping information for SHAPE and Afghanistan as a part of the contract amendment.
* NATO will provide all configuration information and at least one technician familiar with the AMN VTC network to aid in the successful integration of the equipment in this proposal.
* The NC3A developed the list of equipment and is satisfied with the capabilities and configurations as stated in this proposal.

**Total cost for implementation support and training services: $223,968.00**

**Section 4: Summary of Costs:**

|  |  |
| --- | --- |
| **Requirement** | **Location** |
| Equipment and Training | $529,170.00 |
| Implementation Support and Training Services | $223,968.00 |

**Grand Total: $753,138.00**

**Terms and Conditions:**

* Pricing provided in this document is subject to change based on the addition or deletion of customer requirements.
* Order and / or delivery conditions: Purchase Order/ Global Fulfillment – DDP to Mon’s Belgium (SHAPE)
* Equipment Delivery Terms: 55 days from receipt of PO. As requested, we are working with Polycom to expedite the delivery of all equipment.
* Payment Terms: Net 30
* Quote valid until: 6 July 2010