



# **Pre-Proposal Conference**

**74330224R0048 - Fiber Dedicated Internet Access  
Services**

**May 20, 2025**



# AGENDA

- Communications and Reminders
- Introductions
- Requirement Overview
- Key Tasks of Requirement
- Key Dates
- Submission of Proposals
- Questions/Answers



# COMMUNICATIONS & REMINDERS

- The purpose of this conference is to reinforce/clarify ABMC's objectives, the solicitation's requirements and to also provide potential offerors an opportunity to comment on the details of the requirements as contained in the work statement, the contract Schedule, and any related specifications.
- As a part of proposal reviews and for compliance matters, all attendees that participate in this conference must submit a Non-Disclosure Agreement is controlled unclassified information. These materials shall not be forwarded to third parties or parties not registered for this conference.
- Questions may be typed in the chat until the informational section of this conference has concluded and the floor is opened for questions.
- No direct communication allowed between other ABMC personnel and prospective offerors during the proposal and award phase.
- Offerors are cautioned that, notwithstanding any remarks, clarifications, or responses provided at this conference, all terms and conditions of the solicitation remain unchanged unless they are changed by written amendment. It is the responsibility of each offeror, prior to submitting a proposal, to seek clarification of any perceived ambiguity in the solicitation or created by an amendment of the solicitation.



# INTRODUCTIONS

- Marissa Tregoning, Contracting Officer
- Jessica Young, Contract Specialist
- Jennifer Li, Chief Information Officer
- Joseph Do, Deputy Chief Information Officer
- Vincent Rochette, Director of Information Technology
- Allison Justiniano, Chief of Engineering
- Mihaela Bors, Deputy Horticulture Director



# OVERVIEW

- Single, FFP Award
- Base Year + 9 Option Years for total of 10 years
  - CLINs 0001, 0002, and 0003 are Base Year Only
  - CLINs 0004 – 0008 are recurring (Option Years)
- Evaluation Factors:
  - Technical Approach
  - Project Plan & Schedule
  - Past Performance
  - Pricing

CLIN	Description	Period of Performance
CLIN 0001	Site Surveys	Complete within 60 calendar days from contract award.
CLIN 0002	Exterior Fiber Infrastructure to ABMC Demarcation Point	Complete within 120 calendar days from contract award or as discussed and approved by ABMC. Please see additional notes for project schedule considerations under the Holidays section below.
CLIN 0003	Internal Cabling (Demarcation Point to ABMC Network)	Complete within 90 calendar days from contract award or as discussed and approved by ABMC. Please see additional notes for project schedule considerations under the Holidays section below.
CLIN 0004	IPv4 Addressing Allocation and Configuration	Complete within 120 calendar days from contract award.
CLIN 0005	IPv6 Addressing Allocation and Configuration (Optional)	Complete within 120 calendar days from contract award.
CLIN 0006	Fiber Internet Services (Base Period)	Base Period begins upon ABMC acceptance of all sites, no later than April 15, 2026. Individual site activation schedules may vary.
CLIN 0007	Distributed Denial of Service (DDoS) Protection (Optional)	Base Period begins upon ABMC acceptance of all sites, no later than April 15, 2026. Individual site activation schedules may vary.
CLIN 0008	Events-Based 10 Gb/s Fiber Internet (Reserve)	Base Period begins upon ABMC acceptance of all sites, no later than April 15, 2026. Individual site activation schedules vary.



# OVERVIEW, continued

- ABMC Worldwide Presence





# OVERVIEW, continued

## • List of In-Scope Locations

Site Acronyms	City	Country	Site Google Maps Link	Rack Location	GPS Coordinates
ABMC Headquarters	Arlington	USA	<a href="https://g.co/kgs/uWY5dpw">https://g.co/kgs/uWY5dpw</a>	Fifth Floor, Network Room	38°53'24.6"N 77°05'12.6"W
ABMC Paris Office	Paris	France	<a href="https://g.co/kgs/n8HEk2f">https://g.co/kgs/n8HEk2f</a>	Third Floor Server Room	48°52'35.8"N 2°18'34.9"E
Brittany American Cemetery	Montjoie-Saint-Martin	France	<a href="https://maps.app.goo.gl/yPyuCO9bdCFedtm59">https://maps.app.goo.gl/yPyuCO9bdCFedtm59</a>	Basement, Office Building	48°31'10.4"N 1°18'05.1"W
Aisne-Marne American Cemetery	Belleau	France	<a href="https://maps.app.goo.gl/5W53we46To13fG2M9">https://maps.app.goo.gl/5W53we46To13fG2M9</a>	Basement, Office Building	49°04'46.2"N 3°17'30.5"E
Epinal American Cemetery	Dinozé	France	<a href="https://maps.app.goo.gl/inaycZxbwKnU629X8">https://maps.app.goo.gl/inaycZxbwKnU629X8</a>	First Floor, Service Area	48°08'32.2"N 6°29'47.5"E
Lorraine American Cemetery	Saint Avold	France	<a href="https://maps.app.goo.gl/jphq8U9kZPhQF3S47">https://maps.app.goo.gl/jphq8U9kZPhQF3S47</a>	Archive Room, Service Area	49°07'11.5"N 6°43'17.4"E
Meuse-Argonne American Cemetery	Romagne-sous-Montfaucon	France	<a href="https://maps.app.goo.gl/H1iSXWxnZ2D6ffY47">https://maps.app.goo.gl/H1iSXWxnZ2D6ffY47</a>	Basement, Office Building	49°20'10.1"N 5°05'35.8"E
Normandy American Cemetery	Colleville-sur-Mer	France	<a href="https://maps.app.goo.gl/qUyubNGJhZaCKBcb8">https://maps.app.goo.gl/qUyubNGJhZaCKBcb8</a>	Security Room, Visitor Center	49°21'31.3"N 0°51'05.1"W
Oise-Aisne American Cemetery	Seringes-et-Nesles	France	<a href="https://maps.app.goo.gl/kPAgp1AtiiZ3poiY8">https://maps.app.goo.gl/kPAgp1AtiiZ3poiY8</a>	Technical Room, Service Area	49°11'59.6"N 3°32'58.3"E
Pointe du Hoc Ranger Monument	Cricqueville-en-Bessin	France	<a href="https://maps.app.goo.gl/N1HaVRUEibRGnd3Q8">https://maps.app.goo.gl/N1HaVRUEibRGnd3Q8</a>	Technical Room, Service Area	49°23'35.3"N 0°59'11.5"W
Rhone American Cemetery	Draguignan	France	<a href="https://maps.app.goo.gl/mf6KKfjW8hhK9qFm6">https://maps.app.goo.gl/mf6KKfjW8hhK9qFm6</a>	Storage Room, Office Building	43°32'09.8"N 6°28'24.4"E
St. Mihiel American Cemetery	Thiaucourt-Regnieville	France	<a href="https://maps.app.goo.gl/tSbjz3wIHdu7RjZL8">https://maps.app.goo.gl/tSbjz3wIHdu7RjZL8</a>	Basement, Office Building	48°57'25.0"N 5°51'07.6"E
Somme American Cemetery	Bony	France	<a href="https://maps.app.goo.gl/uxsSxyS5zgLrWpJ6">https://maps.app.goo.gl/uxsSxyS5zgLrWpJ6</a>	Network Rack, Garage	49°59'09.6"N 3°12'45.4"E
Suresnes American Cemetery	Suresnes	France	<a href="https://maps.app.goo.gl/seFmZfZWuxbrX8LR8">https://maps.app.goo.gl/seFmZfZWuxbrX8LR8</a>	Network Rack, Training Room	48°52'15.4"N 2°13'04.5"E
Château Thierry American Monument	Château-Thierry	France	<a href="https://maps.app.goo.gl/ddrr8DW6r1we79Q8">https://maps.app.goo.gl/ddrr8DW6r1we79Q8</a>	Technical Room	49°02'30.6"N 3°22'17.6"E
Lafayette Escadrille Memorial Cemetery	Marnes-la-Coquette	France	<a href="https://maps.app.goo.gl/yW6yEJYdNk8iIT44Z7">https://maps.app.goo.gl/yW6yEJYdNk8iIT44Z7</a>	Basement, Office Building	48°50'09.0"N 2°10'27.6"E
Henri-Chapelle American Cemetery	Hombourg	Belgium	<a href="https://maps.app.goo.gl/3rfW5fVpB69HUlxq5">https://maps.app.goo.gl/3rfW5fVpB69HUlxq5</a>	First Floor, Visitor Building	50°41'47.3"N 5°53'59.2"E
Ardennes American Cemetery	Neupré	Belgium	<a href="https://maps.app.goo.gl/PvSAU54BwgVtgBxCA">https://maps.app.goo.gl/PvSAU54BwgVtgBxCA</a>	Basement, Office Building	50°32'44.0"N 5°28'02.1"E
Flanders Field American Cemetery	Waregem	Belgium	<a href="https://maps.app.goo.gl/31jYSuoQSDpPhDPq6">https://maps.app.goo.gl/31jYSuoQSDpPhDPq6</a>	Network Rack, Safe Room	50°52'25.8"N 3°27'09.5"E
Sicily-Rome American Cemetery	Nettuno	Italy	<a href="https://maps.app.goo.gl/YbZyXPAjdyxtPqQm6">https://maps.app.goo.gl/YbZyXPAjdyxtPqQm6</a>	Network Rack, Visitor Center	41°27'55.3"N 12°39'42.7"E
Florence American Cemetery	Tavarnuzze	Italy	<a href="https://maps.app.goo.gl/UwVBdN814rwxNR5g6">https://maps.app.goo.gl/UwVBdN814rwxNR5g6</a>	Basement, Office Building	43°41'29.5"N 11°12'24.7"E
Luxembourg American Cemetery	Luxembourg	Luxembourg	<a href="https://maps.app.goo.gl/QpHCU8f9dp9WTMMx5">https://maps.app.goo.gl/QpHCU8f9dp9WTMMx5</a>	Service Area, Luxembourg	49°36'40.8"N 6°11'23.5"E
Netherlands American Cemetery	Margraten	Netherlands	<a href="https://maps.app.goo.gl/PS3FjZ6ZvzXDzCOZ7">https://maps.app.goo.gl/PS3FjZ6ZvzXDzCOZ7</a>	Basement, Office Building	50°49'03.3"N 5°48'12.6"E
Manila American Cemetery	Taguig City	Philippines	<a href="https://maps.app.goo.gl/Ppst62FeSMGnpzh8A">https://maps.app.goo.gl/Ppst62FeSMGnpzh8A</a>	Network Room, Service Area	14°32'17.5"N 121°02'58.7"E
Clark Veterans Cemetery	Pampanga	Philippines	<a href="https://maps.app.goo.gl/hrnY6FoT1ZV3U8Kh8">https://maps.app.goo.gl/hrnY6FoT1ZV3U8Kh8</a>	Technical Closet, Visitor Building	15°10'03.7"N 120°34'21.2"E
Cambridge American Cemetery	Cambridge	UK	<a href="https://maps.app.goo.gl/GTWHLZHOKaBjY1LGA">https://maps.app.goo.gl/GTWHLZHOKaBjY1LGA</a>	Technical Room, Visitor Center	52°12'56.9"N 0°03'10.0"E
Brookwood American Cemetery	Woking	UK	<a href="https://maps.app.goo.gl/SyRcCuWGpRwQLaBt6">https://maps.app.goo.gl/SyRcCuWGpRwQLaBt6</a>	Network Rack, Office Building	51°18'04.4"N 0°38'24.6"W
Corozal American Cemetery	Corozal	Panama	<a href="https://maps.app.goo.gl/3pfgB1Gx4yrWfhvV8">https://maps.app.goo.gl/3pfgB1Gx4yrWfhvV8</a>	Network Room, Office Building	8°59'18.1"N 79°34'23.1"W
Mexico City National Cemetery	Mexico City	Mexico	<a href="https://maps.app.goo.gl/EaZQphLhSwsW6moaA">https://maps.app.goo.gl/EaZQphLhSwsW6moaA</a>	Superintendent Office	19°26'31.2"N 99°09'57.8"W
North Africa American Cemetery	Tunis	Tunisia	<a href="https://maps.app.goo.gl/Ath8AiCHjTvTAwQ58">https://maps.app.goo.gl/Ath8AiCHjTvTAwQ58</a>	Basement, Office Building	36°51'53.9"N 10°19'51.9"E
<b>Optional Sites</b>					
Montfaucon American Monument	Montfaucon d'Argonne	France	<a href="https://maps.app.goo.gl/Co4gdXW6GnxNL1qKA">https://maps.app.goo.gl/Co4gdXW6GnxNL1qKA</a>	No rack currently available	49°16'18.7"N 5°08'27.1"E
Montsec American Monument	Montsec	France	<a href="https://maps.app.goo.gl/W3NFzkULz8N4wzAG8">https://maps.app.goo.gl/W3NFzkULz8N4wzAG8</a>	No rack currently available	48°53'25.1"N 5°42'48.8"E



# Additional Requirements (NEW)

ABMC would like to add two sites to the table of sites (for a total of 32 sites):

- Montfaucon: <https://www.abmc.gov/cemeteries-memorials/about-montfaucon-american-monument/>
  - Address: Rue d'Amérique, 55270 Montfaucon-d'Argonne, France
- Montsec: <https://www.abmc.gov/cemeteries-memorials/about-montsec-american-monument/>
  - Address: 55300 Montsec, France





# Additional Requirements (Continued)

- Both sites require Internet services between April to October due to seasonal visits. ABMC would like to deactivate services between November-March each year.
- Montfaucon: Approximately 15,000 visitors, supported by 2 ABMC guides.
- Montsec: Approximately 60,000-80,000 visitors, supported by 2 ABMC guides and guards.
- Cellular services are spotty (1-2 bars at ground level). Climbing 234 steps up Montfaucon, one gets 4-5 4G LTE bars.
- The office at each site is approximately 50-100 yards from the monument. Scope (CLINs 1-7) apply to both sites.



# KEY TASKS

- ABMC is conducting independent pre-assessment of each cemetery's IT infrastructure.
- This slide topic is intended for IT, engineering and horticulture to highlight the most important things as they wish.
- **There is additional material relevant to this requirement that contains Controlled Unclassified Information. Vendors interested in obtaining this information must submit a written request via email to the Contracting Officer and Contracting Specialist with a signed NDA, Attachment 4.**



# KEY DATES

- **RFP Release: Thursday, May 1, 2025**
- **Initial Questions: Thursday, May 15, 2025**
- **Pre-Proposal Conference: Tuesday, May 20, 2025**
- **Secondary Questions Due: Wednesday, May 21, 2025**
- **RFP Close/Proposals Due: Monday, June 23, 2025**
- **Projected Award Date: July 18, 2025**
- **Operational: No later than Wednesday, April 15, 2026**



# SUBMISSION OF PROPOSAL

- All correspondence related to the project shall be in written form and addressed to the Contracting Officer and Contracting Specialist via email with the subject line of *“RFP #74330225R0048 Fiber Dedicated Internet Access Services.”*
- To be considered for award, offerors shall submit proposals IAW Appendix 4 of the Performance Work Statement and RFP Instructions Letter
  - Cover Letter
  - Solutions Approach (Technical/Project Plan and Schedule)
  - Capabilities and Competencies (Past Performance)
  - Pricing
- Proposals are to be submitted via email to [tregoningm@abmc.gov](mailto:tregoningm@abmc.gov) and [youngj.ctr@abmc.gov](mailto:youngj.ctr@abmc.gov) by the proposal due date of June 16, 2025.



# QUESTIONS & ANSWERS



*“Time will not dim the glory of their deeds.”*

[www.abmc.gov](http://www.abmc.gov)

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