U.S. Federal

6710 Rockledge Drive.
Bethesda, MD 20817

November 19, 2012

DOI, National Business Center, AQD
Division 2 / Branch 3
Attn: Ms. Nancy Moreno, Contracting Officer
Mr. Rob Stoltz, Contracting Officer
381 Elden Street, Suite 4000
Herndon, VA 20170

Dear Ms. Moreno & Mr. Stoltz:

As an industry leader in providing mission critical Cloud services, IBM U.S. Federal (IBM) is pleased to respond to the Department of the Interior (DOI) Request for Proposal (RFP) No. D12PS00316 for the Foundation Cloud Hosting Services (FCHS) Program.

Our proposal is attached and addresses each of the requirements called for in the RFP. In response to this challenge IBM has drawn upon the capabilities of numerous experts both internal and external to IBM. We have also assembled a distinct team of subcontractors to complement IBM's qualifications with the specialized leadership, capabilities, commitment, and proven experience necessary to provide the truly advanced solution the DOI is looking to acquire. Detailed throughout our proposal you will see that IBM is uniquely qualified to serve as the Prime Contractor for this most critical Program.

Not every job is one for the industry leaders, but some problems demand nothing less. The challenges ahead are real, but our team has the tools, practices, disciplines and personnel necessary to meet those challenges head on.

We have proposed to undertake this project in accordance with the very values that have made IBM the world leader in applying technology to address business problems – that is, to use our creativity to make a difference in the lives of people throughout the world.

This proposal remains valid for 90 days from today's date unless otherwise extended, modified, or withdrawn in writing by IBM.

If you have any questions or require clarification of any points in our response please contact me at (301) 240-3523 or email henryjn@us.ibm.com.

Sincerely,

H.J. Nardone III
Senior Contracts & Negotiations Manager
IBM U.S. Federal

Attachments:

1) IDIQ Volume I – Business Management Proposal
2) IDIQ Volume II – Technical Proposal
3) IDIQ Volume III – Cost/Price Proposal
4) IDIQ Volume IV – Cost/Price Proposal (IDIQ Representative Use Cases)
5) Two (2) CDs for the IDIQ
6) Task Order 1 – Volume I Technical Proposal (SAP Application Hosting)
7) Task Order 1 – Volume II Cost/Price Proposal (SAP Application Hosting)
8) Two (2) CDs for Task Order 1 (SAP Application Hosting)
9) Task Order 2 – Volume I Technical Proposal (Development and Test)
10) Task Order 2 – Volume II Cost/Price Proposal (Development and Test)
11) Two (2) CDs for Task Order 2 (Development and Test)
12) Task Order 3 – Volume I Technical Proposal (Public Web Hosting)
13) Task Order 3 – Volume II Cost/Price Proposal (Public Web Hosting)
14) Two (2) CDs for Task Order 3 (Public Web Hosting)