

IBM Global Business Services – U.S. Federal

Volume II - Cost/Price Proposal
Public Web Hosting: USGS-CIDA Publication Library
November 19, 2012

U.S. Department of the Interior
Foundation Cloud Hosting Services

In Response to Solicitation #D12PS00316

Submitted to: Department of the Interior, NBC, AQD
381 Elden Street, 4th Floor
Herndon, VA 20170
Attn: Rob Stoltz phone 703-964-3624
OR Nancy Moreno, phone 703-964-3562

Submitted by: IBM Corporation
Global Business Services, Public Sector – Federal
6710 Rockledge Drive
Bethesda, MD 20817

RESTRICTION ON DISCLOSURE AND USE OF DATA

The information specifically identified on all pages of this proposal constitutes trade secrets or confidential commercial and financial information which the offeror believes to be exempt from disclosure under the Freedom of Information Act. The offeror requests that this information not be disclosed to the public, except as may be required by law. The offeror also requests that this information not be used in whole or part by the government for any purpose other than to evaluate the proposal, except that if a contract is awarded to the offeror as a result of or in connection with the submission of the proposal, the Government shall have the right to use the information to the extent provided in the contract.

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Introduction

International Business Machines Corporation Global Business Services U.S. Federal (IBM) is pleased to submit this proposal to the Department of the Interior (DOI)/National Business Center (NBC), Acquisition Services Directorate (AQD) for the Foundation Cloud Hosting Services (FCHS) acquisition, Solicitation No. D12PS00316.

This workbook contains the pricing for the Public Web Hosting: USGS-CIDA Publication Library day 1 delivery order.

For pricing and evaluation purposes, we have used a start date of December 31, 2012 with the four (4) year contractual period of performance (POP) as shown in Table 1.

Table 1 - Period of Performance

Base Period: December 31, 2012 - December 30, 2013
Option Period One: December 31, 2013 - December 30, 2014
Option Period Two: December 31, 2014 - December 30, 2015
Option Period Three: December 31, 2015 - December 30, 2016

IBM's proposal is valid for sixty (60) calendar days from the date specified for receipt of quotes or as requested in any subsequent amendment.



**Attachment 8 – Statement of Work for
 Public Web Hosting: USGS-CIDA Publication
 Library**

Period of Performance: 4 Years (1 Year Base and 3 One Year Options)

For the use Development and Test and the Web Hosting delivery orders, per section J-7 of each use case, Portfolio A represents the HIGHER service level and Portfolio B represents the LOWER service level. Per the government's instructions, this differs from the Storage, VM Hosting, and DB Hosting, in which Portfolio A represents the LOWER service level and Portfolio B represents the HIGHER service level.

Service Portfolio A

CLIN Code	OS Code	OS	Operating System	Class	Sub Class	Months	Unit
0005AA	OS0002	LINUX	RedHat	Standard	Extra Small	12	per month
0001AA	N/A	N/A	N/A	Additional Processing Core	Additional Core	1	per month
0002AD	N/A	N/A	N/A	Additional Processing Memory	8 GB	1	per month
0005AG	OS0002	LINUX	RedHat	High Memory	Small	12	per month
0001AA	N/A	N/A	N/A	Additional Processing Core	Additional Core	1	per month
0002AA	N/A	N/A	N/A	Additional Processing Memory	1 GB	1	per month
0004AA-Tier 1X	N/A	N/A	N/A	Class A Storage	High Speed {SAN}	12	per GB per Month
0008AA	N/A	N/A	N/A	Service Desk Band1, Severity 1&2	N/A	12	per GB per Month
0007AA	N/A	N/A	N/A	Enterprise System Management	N/A	12	per GB per Month
0009AA	N/A	N/A	N/A	System Admin Services	N/A	12	per GB per Month
TOTAL							
Discount							
Discount Price							



**Attachment 8 – Statement of Work for
 Public Web Hosting: USGS-CIDA Publication
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Period of Performance:

				Base Period				Option Year 1									
				Year 1				Year 2									
				2013				2014									
CLIN Code	OS Code	OS	Operating System	Unit Price	Availability Service Band 2	Qty	Total Price	Unit Price	Availability Service Band	Qty							
0005AA	OS0002	LINUX	RedHat	(b) (4)	(4)	(4)	(4)	(4)	(4)	(4)							
0001AA	N/A	N/A	N/A														
0002AD	N/A	N/A	N/A														
0005AG	OS0002	LINUX	RedHat														
0001AA	N/A	N/A	N/A														
0002AA	N/A	N/A	N/A														
0004AA-Tier 1X	N/A	N/A	N/A														
0008AA	N/A	N/A	N/A														
0007AA	N/A	N/A	N/A														
0009AA	N/A	N/A	N/A														
			TOTAL														
			Discount														
			Discount Price														



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Period of Performance:

<i>Service Portfolio A</i>				
CLIN Code	OS Code	OS	Operating System	Total Price
0005AA	OS0002	LINUX	RedHat	(b) (4)
0001AA	N/A	N/A	N/A	
0002AD	N/A	N/A	N/A	
0005AG	OS0002	LINUX	RedHat	
0001AA	N/A	N/A	N/A	
0002AA	N/A	N/A	N/A	
0004AA-Tier 1X	N/A	N/A	N/A	
0008AA	N/A	N/A	N/A	
0007AA	N/A	N/A	N/A	
0009AA	N/A	N/A	N/A	
			TOTAL	
			Discount	
			Discount Price	



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Period of Performance:

				Option Year 2				Option Year 3		
				Year 3				Year 4		
				2015				2016		
CLIN Code	OS Code	OS	Operating System	Unit Price	Availability Service Band 2 Unit Price	Qty	Total Price	Unit Price	Availability Service Band 2 Unit Price	Qty
0005AA	OS0002	LINUX	RedHat	(b)	(4)					
0001AA	N/A	N/A	N/A							
0002AD	N/A	N/A	N/A							
0005AG	OS0002	LINUX	RedHat							
0001AA	N/A	N/A	N/A							
0002AA	N/A	N/A	N/A							
0004AA-Tier 1X	N/A	N/A	N/A							
0008AA	N/A	N/A	N/A							
0007AA	N/A	N/A	N/A							
0009AA	N/A	N/A	N/A							
			TOTAL Discount Discount Price							



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Period of Performance:

CLIN Code	OS Code	OS	Operating System	Total Price	Total Contract
0005AA	OS0002	LINUX	RedHat	(b) (4)	(4)
0001AA	N/A	N/A	N/A		
0002AD	N/A	N/A	N/A		
0005AG	OS0002	LINUX	RedHat		
0001AA	N/A	N/A	N/A		
0002AA	N/A	N/A	N/A		
0004AA-Tier 1X	N/A	N/A	N/A		
0008AA	N/A	N/A	N/A		
0007AA	N/A	N/A	N/A		
0009AA	N/A	N/A	N/A		
TOTAL Discount Discount Price					



**Attachment 8 – Statement of Work for
 Public Web Hosting: USGS-CIDA Publication
 Library**

Period of Performance: 4 Years (1 Year Base and 3 One Year Options)

For the use Development and Test and the Web Hosting delivery orders, per section J-7 of each use case, Portfolio A represents the HIGHER service level and Portfolio B represents the LOWER service level. Per the government's instructions, this differs from the Storage, VM Hosting, and DB Hosting, in which Portfolio A represents the LOWER service level and Portfolio B represents the HIGHER service level.

Service Portfolio B

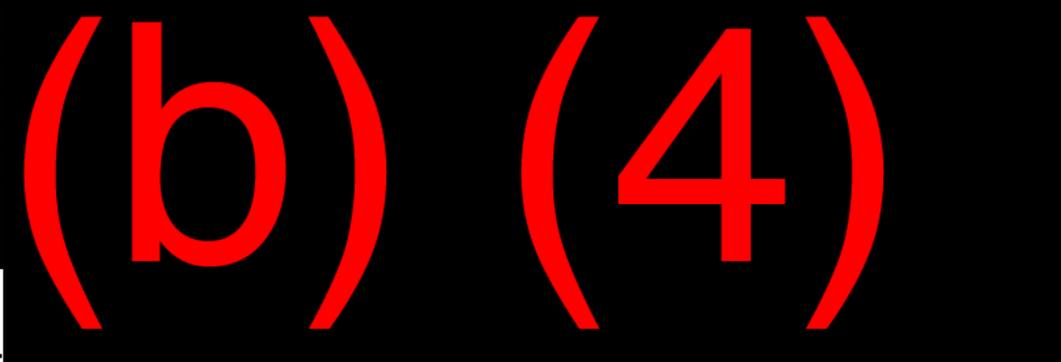
CLIN Code	OS Code	OS	Operating System	Class	Sub Class	Months	Unit
0005AA	OS0002	LINUX	RedHat	Standard	Extra Small	12	per month
0001AA	N/A	N/A	N/A	Additional Processing Core	Additional Core	1	per month
0002AD	N/A	N/A	N/A	Additional Processing Memory	8 GB	1	per month
0005AG	OS0002	LINUX	RedHat	High Memory	Small	12	per month
0001AA	N/A	N/A	N/A	Additional Processing Core	Additional Core	1	per month
0002AA	N/A	N/A	N/A	Additional Processing Memory	1 GB	1	per month
0004AA-Tier 1X	N/A	N/A	N/A	Class A Storage	High Speed {SAN}	12	per GB per Month
0008AE	N/A	N/A	N/A	Service Desk Band3, Severity 1&2	N/A	12	per GB per Month
0009AA	N/A	N/A	N/A	System Admin Services	N/A	12	per GB per Month
TOTAL							
Discount							
Discount Price							



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Period of Performance:

				Base Period			Option Year 1		
				Year 1			Year 2		
<i>Service Portfolio B</i>				2013			2014		
				Unit Price	Qty	Total Price	Unit Price	Qty	Total Price
CLIN Code	OS Code	OS	Operating System						
0005AA	OS0002	LINUX	RedHat						
0001AA	N/A	N/A	N/A						
0002AD	N/A	N/A	N/A						
0005AG	OS0002	LINUX	RedHat						
0001AA	N/A	N/A	N/A						
0002AA	N/A	N/A	N/A						
0004AA-Tier 1X	N/A	N/A	N/A						
0008AE	N/A	N/A	N/A						
0009AA	N/A	N/A	N/A						
			TOTAL						
			Discount						
			Discount Price						





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Period of Performance:

				Option Year 2			Option Year 3			
				Year 3			Year 4			
<i>Service Portfolio B</i>				2015			2016			
				Unit Price	Qty	Total Price	Unit Price	Qty	Total Price	
CLIN Code	OS Code	OS	Operating System							
0005AA	OS0002	LINUX	RedHat	(b)	(4)					
0001AA	N/A	N/A	N/A							
0002AD	N/A	N/A	N/A							
0005AG	OS0002	LINUX	RedHat							
0001AA	N/A	N/A	N/A							
0002AA	N/A	N/A	N/A							
0004AA-Tier 1X	N/A	N/A	N/A							
0008AE	N/A	N/A	N/A							
0009AA	N/A	N/A	N/A							
			TOTAL							
			Discount							
			Discount Price							



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Period of Performance:

Service Portfolio B

CLIN Code	OS Code	OS	Operating System	Total Contract
0005AA	OS0002	LINUX	RedHat	(b) (4)
0001AA	N/A	N/A	N/A	
0002AD	N/A	N/A	N/A	
0005AG	OS0002	LINUX	RedHat	
0001AA	N/A	N/A	N/A	
0002AA	N/A	N/A	N/A	
0004AA-Tier 1X	N/A	N/A	N/A	
0008AE	N/A	N/A	N/A	
0009AA	N/A	N/A	N/A	
			TOTAL	
			Discount	
			Discount Price	



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Period of Performance: 4 Years (1 Year Base and 3 One Year Options)

For the use Development and Test and the Web Hosting delivery orders, per section J-7 of each use case, Portfolio A represents the HIGHER service level and Portfolio B represents the LOWER service level. Per the government's instructions, this differs from the Storage, VM Hosting, and DB Hosting, in which Portfolio A represents the LOWER service level and Portfolio B represents the HIGHER service level.

Service Portfolio A - No OS

CLIN Code	OS Code	OS	Operating System	Class	Sub Class	Months	Unit
0005AA	OS0011	Bring Your Own	BYO	Standard	Extra Small	12	per month
0001AA	N/A	N/A	N/A	Additional Processing Core	Additional Core	1	per month
0002AD	N/A	N/A	N/A	Additional Processing Memory	8 GB	1	per month
0005AG	OS0011	Bring Your Own	BYO	High Memory	Small	12	per month
0001AA	N/A	N/A	N/A	Additional Processing Core	Additional Core	1	per month
0002AA	N/A	N/A	N/A	Additional Processing Memory	1 GB	1	per month
0004AA-Tier 1X	N/A	N/A	N/A	Class A Storage	High Speed {SAN}	12	per GB per Month
0008AA	N/A	N/A	N/A	Service Desk Band1, Severity 1&2	N/A	12	per GB per Month
0007AA	N/A	N/A	N/A	Enterprise System Management	N/A	12	per GB per Month
			TOTAL				
			Discount				
			Discount Price				



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Period of Performance:

				Base Period				Option Year 1		
				Year 1				Year 2		
				2013				2014		
CLIN Code	OS Code	OS	Operating System	Unit Price	Availability Service Band 2 Unit Price	Qty	Total Price	Unit Price	Availability Service Band 2 Unit Price	Qty
0005AA	OS0011	Bring Your Own	BYO	(b) (4)						
0001AA	N/A	N/A	N/A							
0002AD	N/A	N/A	N/A							
0005AG	OS0011	Bring Your Own	BYO							
0001AA	N/A	N/A	N/A							
0002AA	N/A	N/A	N/A							
0004AA-Tier 1X	N/A	N/A	N/A							
0008AA	N/A	N/A	N/A							
0007AA	N/A	N/A	N/A							
			TOTAL							
			Discount							
			Discount Pric							



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Period of Performance:

<i>Service Portfolio A - No OS</i>				
CLIN Code	OS Code	OS	Operating System	Total Price
0005AA	OS0011	Bring Your Own	BYO	(b) (4)
0001AA	N/A	N/A	N/A	
0002AD	N/A	N/A	N/A	
0005AG	OS0011	Bring Your Own	BYO	
0001AA	N/A	N/A	N/A	
0002AA	N/A	N/A	N/A	
0004AA-Tier 1X	N/A	N/A	N/A	
0008AA	N/A	N/A	N/A	
0007AA	N/A	N/A	N/A	
			TOTAL	
			Discount	
			Discount Price	



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Period of Performance:

				Option Year 2				Option Year 3			
				Year 3				Year 4			
				2015				2016			
CLIN Code	OS Code	OS	Operating System	Unit Price	Availability Service Band 2 Unit Price	Qty	Total Price	Unit Price	Availability Service Band 2 Unit Price	Qty	Total Price
0005AA	OS0011	Bring Your Own	BYO								
0001AA	N/A	N/A	N/A								
0002AD	N/A	N/A	N/A								
0005AG	OS0011	Bring Your Own	BYO								
0001AA	N/A	N/A	N/A								
0002AA	N/A	N/A	N/A								
0004AA-Tier 1X	N/A	N/A	N/A								
0008AA	N/A	N/A	N/A								
0007AA	N/A	N/A	N/A								
			TOTAL								
			Discount								
			Discount Price								

(b) (4)



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Period of Performance:

Service Portfolio A - No OS

CLIN Code	OS Code	OS	Operating System	Total Contract
0005AA	OS0011	Bring Your Own	BYO	(b) (4)
0001AA	N/A	N/A	N/A	
0002AD	N/A	N/A	N/A	
0005AG	OS0011	Bring Your Own	BYO	
0001AA	N/A	N/A	N/A	
0002AA	N/A	N/A	N/A	
0004AA-Tier 1X	N/A	N/A	N/A	
0008AA	N/A	N/A	N/A	
0007AA	N/A	N/A	N/A	
			TOTAL	
			Discount	
			Discount Price	



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Period of Performance:

4 Years (1 Year Base and 3 One Year Options)

For the use Development and Test and the Web Hosting delivery orders, per section J-7 of each use case, Portfolio A represents the HIGHER service level and Portfolio B represents the LOWER service level. Per the government's instructions, this differs from the Storage, VM Hosting, and DB Hosting, in which Portfolio A represents the LOWER service level and Portfolio B represents the HIGHER service level.

Service Portfolio B - No OS

CLIN Code	OS Code	OS	Operating System	Class	Sub Class	Months	Unit
0005AA	OS0011	Bring Your Own	BYO	Standard	Extra Small	12	per month
0001AA	N/A	N/A	N/A	Additional Processing Core	Additional Core	1	per month
0002AD	N/A	N/A	N/A	Additional Processing Memory	8 GB	1	per month
0005AG	OS0011	Bring Your Own	BYO	High Memory	Small	12	per month
0001AA	N/A	N/A	N/A	Additional Processing Core	Additional Core	1	per month
0002AA	N/A	N/A	N/A	Additional Processing Memory	1 GB	1	per month
0004AA-Tier 1X	N/A	N/A	N/A	Class A Storage	High Speed {SAN}	12	per GB per Month
0008AE	N/A	N/A	N/A	Service Desk Band3, Severity 1&2	N/A	12	per GB per Month
			TOTAL				
			Discount				
			Discount Price				



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Period of Performance:

				Base Period			Option Year 1		
				Year 1			Year 2		
				2013			2014		
CLIN Code	OS Code	OS	Operating System	Unit Price	Qty	Total Price	Unit Price	Qty	Total Price
0005AA	OS0011	Bring Your Own	BYO	(b) (4)					
0001AA	N/A	N/A	N/A						
0002AD	N/A	N/A	N/A						
0005AG	OS0011	Bring Your Own	BYO						
0001AA	N/A	N/A	N/A						
0002AA	N/A	N/A	N/A						
0004AA-Tier 1X	N/A	N/A	N/A						
0008AE	N/A	N/A	N/A						
			TOTAL						
			Discount						
			Discount Price						



**Attachment 8 – Statement of Work for
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 Library**

Period of Performance:

				Option Year 2			Option Year 3		
				Year 3			Year 4		
				2015			2016		
CLIN Code	OS Code	OS	Operating System	Unit Price	Qty	Total Price	Unit Price	Qty	Total Price
0005AA	OS0011	Bring Your Own	BYO	(b) (4)	(4)	(4)	(4)	(4)	(4)
0001AA	N/A	N/A	N/A						
0002AD	N/A	N/A	N/A						
0005AG	OS0011	Bring Your Own	BYO						
0001AA	N/A	N/A	N/A						
0002AA	N/A	N/A	N/A						
0004AA-Tier 1X	N/A	N/A	N/A						
0008AE	N/A	N/A	N/A						
			TOTAL						
			Discount						
			Discount Price						



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Period of Performance:

Service Portfolio B - No OS

CLIN Code	OS Code	OS	Operating System	Total Contract
0005AA	OS0011	Bring Your Own	BYO	(b) (4)
0001AA	N/A	N/A	N/A	
0002AD	N/A	N/A	N/A	
0005AG	OS0011	Bring Your Own	BYO	
0001AA	N/A	N/A	N/A	
0002AA	N/A	N/A	N/A	
0004AA-Tier 1X	N/A	N/A	N/A	
0008AE	N/A	N/A	N/A	
			TOTAL	
			Discount	
			Discount Price	

Pricing Notes

The following notes provide relevant assumptions surrounding IBM's price.

1.

(b) (4) [Redacted text block]

[Redacted text block]

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