

Exhibit B

GSA General Services Administration
Federal Acquisition Service
Office of Integrated Technology Services

**Volume 6 -
Price Volume**

RFP#: QTA0015THA3003

Final Proposal Revision

March 31, 2017



Network Services 2020

*Enterprise Infrastructure
Solutions (EIS)*

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1 PRICE RESPONSE (L.34)

This document presents CenturyLink’s approach to pricing of Enterprise Infrastructure Solutions (EIS) services, including methodologies, structure, applicable assumptions, considerations, and detail specific to each of the offered services.

This document is structured following RFP Section L.34 requirements, as follows:

- Price Response—Addressing RFP Sections L.34 and B requirements including:
 - General requirements on price structure, methodologies, and approaches, as well as stating compliance to all narrative requirements
 - Service-specific response addressing RFP Section B requirements for mandatory and optional services offered
- Pricing Data—Including information on CenturyLink’s price data submission
- Total Evaluated pricing and Error Checker information

1.1 COMPLIANCE TO PRICING STRUCTURE AND METHODOLOGIES

CenturyLink’s price proposal complies with the structure and methodologies defined in RFP Section B for the services proposed in our submission.

1.1.1 Pricing and Physical Routing Relationship Tables

CenturyLink understands the approach that GSA has taken in developing a framework for pricing of access that decouples the physical routing of access from the pricing relationships and mappings for a given network site code (NSC). This section describes CenturyLink’s methodology for defining access relationships and mappings for access as required by RFP Section B.4.1.

1.1.1.1 Pricing Hubs (L.34.1 (1)(a), (1)(b))

The requirements in Section B of the EIS RFP for pricing of access define the attribute for access CLIN pricing as the pricing hub (PHub), which can flexibly be used to price all locations with a single price, or to price each location individually, or to price groups of locations with similar characteristics. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

CenturyLink's submission includes pricing for all mandatory traffic model locations with wireline Access Arrangements (AA) CLINs, and all mandatory traffic model locations with Ethernet AA CLINs (per RFP Section J.1.1.3. [REDACTED])

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED]
[REDACTED]
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[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]

1.1.1.2 Network Site Code (NSC) to Physical Concentration Location (PCL) Mapping (L.34.1 (2)(a))

[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED]

[REDACTED]

Typical factors affecting the physical routing of access circuits include, but are not limited to, the choice of access provider, the transport service supported by the access, and the network actions to aggregate access and interface with access providers, such as defining network-to-network interfaces (NNIs) for the access provider in question. As such, until service is ordered from the local exchange carrier (LEC), competitive LEC (CLEC), or alternate/competitive access provider (AAP/CAP), the access routing data relies on the relationships defined by the access planning activity and are subject to change based on the aforementioned factors. Furthermore, the physical routing of the access circuit through an access hub will not only vary based on the access type (wireline or Ethernet), but also based on access bandwidth. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

1.1.1.3 PCL-to-POP Mapping (L.34.1 (2)(b))

In the same way that the access hub varies between providers and bandwidths, the homing of the access to CenturyLink Access POPs can vary depending on the access provider or the network interface to the access provider. [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

1.1.1.4 Defining Services Associated with a POP (L.34.1 (2)(c))

[REDACTED]

1.1.1.5 Maintaining and Updating Tables in Section B.4 (L.34.1 (2)(d))

CenturyLink's internal network infrastructure database is updated on a daily and as-needed basis and was used to populate the Section B.4.1 tables.

Because POP homing can impact mileage-dependent services and/or on port-based services that have agency-specific POP or access diversity requirements, CenturyLink will manage mapping changes through our EIS Program Management Office (PMO). Our proven process includes a monthly cadence with product management, engineering, and account personnel who review potential changes to ensure that the implemented changes will not impact billing to agencies that may have services routed through the impacted POPs or PCLs and that agencies are notified of any expected changes. This process will follow a customer communications plan to notify agencies of any changes or actions that will be implemented to ensure they do not see impact. Pricing will not increase as a result of NSC-to-PCL or PCL-to-POP mapping changes except as allowed by the contract.

1.1.2 ICB CLINs

1.1.2.1 Understanding of ICB CLINs and Pricing (L.34.1 (3)(a))

CenturyLink understands that CLINs defined as ICB are elements of two types:

- Defined contract elements that are only priced on a case-by-case basis to address TO requirements. As such, ICB elements priced for a TO will include a TO number and have functionality, SLAs, and attributes defined on contract for the CLIN in question. These items will be added to the pricing database by Task Order submissions, per the procedures in RFP Section J.4.
- Custom solutions not otherwise defined and priced on the contract arising from agency-specific requirements are either defined and priced at the contract level as a new CLIN or priced at the TO level using Task Order Unique CLINs (TUCs) defined on the contract. Per RFP Sections J.4.1 and B.1.2.15, these do not

require contract modifications but require specific deliverables. TUCs are discussed in more detail in Section 1.1.3.

Separately from ICB CLINs or TUCs, the contract uses ICB CLINs and case numbers to uniquely identify items in services priced as catalogs. For these cases, the ICB identifier will not be accompanied by TO numbers. This scenario is described in Catalog Pricing (Section 1.1.8).

1.1.2.2 Pricing ICB CLINs (L.34.1 (3)(b), B.1.2.14)

The creation of pricing of ICB CLINs defined at the contract level or TUCs will follow standard commercial pricing procedures that include, but are not limited to, the following considerations to ensure fair and reasonable pricing:

- Pricing for comparable commercial services or market data for the same or similar service price elements
- Existing pricing for the same service element offered under a separate TO

Because ICB pricing will be based on TO requirements, additional considerations will factor into the pricing determination, including volume considerations, solution specific requirements, and other unique situations that would warrant deviations from any service offerings defined at the contract level.

CenturyLink will use RFP Table B.1.2.14.1 to define ICB cases for TO requirements addressed through ICB CLINs, following the rules in RFP Section B.1.2.14 and including the required attributes applicable for the CLIN, including, but not limited to, location information where applicable. Per instructions in Amendment 17, units in Table B.1.2.14.1 specify the charging unit for the ICB CLIN as precisely as possible from the list of available units in reference table “unit”, and exclude the use of unit ID 73 (“ICB”).

1.1.3 Task Order Unique CLINs (TUCs)

1.1.3.1 Understanding and Use of TUCs (L.34.1 (4)(a), B.1.2.15, B.1.2.12)

Through the introduction of TUCs, GSA has enabled offerors to price solutions in ways that best align with specific agency requirements, driven by their unique paradigms, and operational and budgetary constraints they have to meet their mission to the public. CenturyLink understands that TUCs can be used in the following ways:

- To address custom solutions for agency-specific requirements, within an existing awarded service, that cannot be addressed through existing CLINs on contract. For these situations, the specific TUCs defined for each service are used.
- To bundle existing CLINs with the same frequency (across multiple services but excluding different CLINs within a transport service or access, e.g., different port or access speeds), whether to define a set of location types or configurations that are repeatedly ordered for different locations within a network, or to offer a discounted price for a bundle of services. For the purpose of CLIN bundling, service-specific TUCs are used.
- To offer operational or administrative service in support of an awarded service, but not directly associated with the service, and ordered in conjunction with EIS services on contract. General TUCs are used for this purpose.

1.1.3.2 Determination Criteria for Use of TUCs (L.34.1 (4)(b))

When an agency has a requirement that is unique, there are multiple contract mechanisms to address it. These include using combinations of existing non-ICB CLINs defined and priced on contract, ICB CLINs defined but not priced on contract, and new non-ICB or ICB CLINs added to contract by contract modification or using TUCs.

There will be situations where the requirements call for items not on the contract. For these cases, CenturyLink will decide whether or not it is sensible to add new CLINs (non-ICB or ICB) to the contract or to use service-specific TUCs to address a customer requirement. If the items not on the contract are logical additions based on the items on the contract (additional bandwidth tiers or service tiers) and would also benefit other agencies, CenturyLink will request to modify the contract as needed to add these items. Once on the contract, general TUCs could be used in conjunction with these new CLINs on contract.

In situations where the requesting agency is the only agency that would benefit from the addition of CLINs on contract, or the requirements are specific enough that an addition to the contract is not warranted, CenturyLink will work with the agency to use TUCs to meet its service level requirements and reporting and billing requirements.

1.1.3.3 CLIN Bundle Handling (L.34.1 (4)(c))

When agency customers require multiple contract CLINs to be bundled into a single CLIN, CenturyLink will use the service-specific TUCs. When a TUC is used for the purpose of CLIN bundling, CenturyLink will populate RFP Table B.1.2.12.1 to maintain an accurate record of the individual component CLINs and their related TUCs. An ICB price and case number will be defined for each TUC used for CLIN bundling per the process defined in RFP Section B.1.2.12. In accordance with RFP Section B.1.2.12.1, CenturyLink will ensure that all component CLINs bundled into a single TUC share the same billing frequency.

The information from RFP Table B.1.2.12.1 will also be used during service ordering through CenturyLink's Business Support Systems (BSS). The ordering and provisioning of the individual components that comprise a bundle will be supported by standard systems and processes. However, the contract CLINs associated with those individual components will be suppressed on the service order, and the related TUC will instead be priced and billed based upon the established ICB price and case number. A single service order could include more than one CLIN bundle and/or a combination of CLIN bundle(s) and non-bundled contract CLINs. Maintenance of the relationship between the individual component CLINs and the TUC within CenturyLink's BSS for CLIN bundles will be vital to ensuring accurate application of taxes, fees, and surcharges.

1.1.4 Geographic Coverage (L.34.1 (5), J.1)

CenturyLink has priced mandatory service geographic coverage as specified in the traffic model per requirements in RFP Section J.1.

1.1.4.1 Domestic Coverage for CBSA-Dependent Services (J.1.1)

CenturyLink's proposed CBSA set exceeds the minimum CBSA coverage RFP requirement by providing service in all CBSAs for mandatory services, and for select CBSA sets as described below in Table 1.1.4.1-2 for optional services. Per the requirements in RFP Section J.1.1, this includes all mandatory CLINs as defined in RFP Section B for each service, for all CBSAs/jurisdictions in the traffic model that include offered CBSAs and at the NSCs in the traffic model. Additionally, for offered OCONUS locations, CenturyLink has proposed prices for all the mandatory CLINs defined in RFP

Section B for each service for CBSA-based locations (and in the traffic model for those locations), and for all mandatory CLINs are specified in RFP Table J.1.1.1 for non-CBSA-based locations (and in the traffic model for those locations).

Mandatory CBSA-dependent Services: CBSA coverage for mandatory services is defined by our selection in Step 1 of the service selection tool in the AcquiServe portal and in Step 5 for non-CBSA regions. CenturyLink's proposal has priced all mandatory CLINs for VPNS, ETS, IPVS and MNS in all 929 CBSAs (CONUS, Alaska, Hawaii and Puerto Rico). For non-CBSA domestic regions, CenturyLink's offering for VPNS, IPVS and MNS covers Guam, American Samoa and the Commonwealth of Northern Marianas Islands OCONUS regions. [REDACTED]

[REDACTED] AA pricing has been in support of these services at the corresponding CBSAs (with locations mapped in RFP Table B.4.1.6 in addition to mandatory locations priced via RFP Tables B.4.1.7 and B.2.9.1.1), as described later in this section. CenturyLink is providing geographic coverage for mandatory services that have country/jurisdiction attributes as shown in **Table 1.1.4.1-1**.











Table 1.1.4.1-1. Domestic CBSA-dependent Offered Mandatory Service Coverage

Service (Service Acronym)	Country/Jurisdictions or Areas of the World (AOW) offered	CBSAs
Virtual Private Network Service (VPNS)	120033 (CONUS) / 120036, 120037, 120316 (OCONUS)	[REDACTED]
Ethernet Transport Service (ETS)	120033 (CONUS) / 120036, 120037, 120316 (OCONUS)	[REDACTED]
IP Voice Service (IPVS)	120033 (CONUS) / 120036, 120037, 120316 (OCONUS)	[REDACTED]
Managed Network Service (MNS)	120033 (CONUS) / 120036, 120037, 120316 (OCONUS)	[REDACTED]

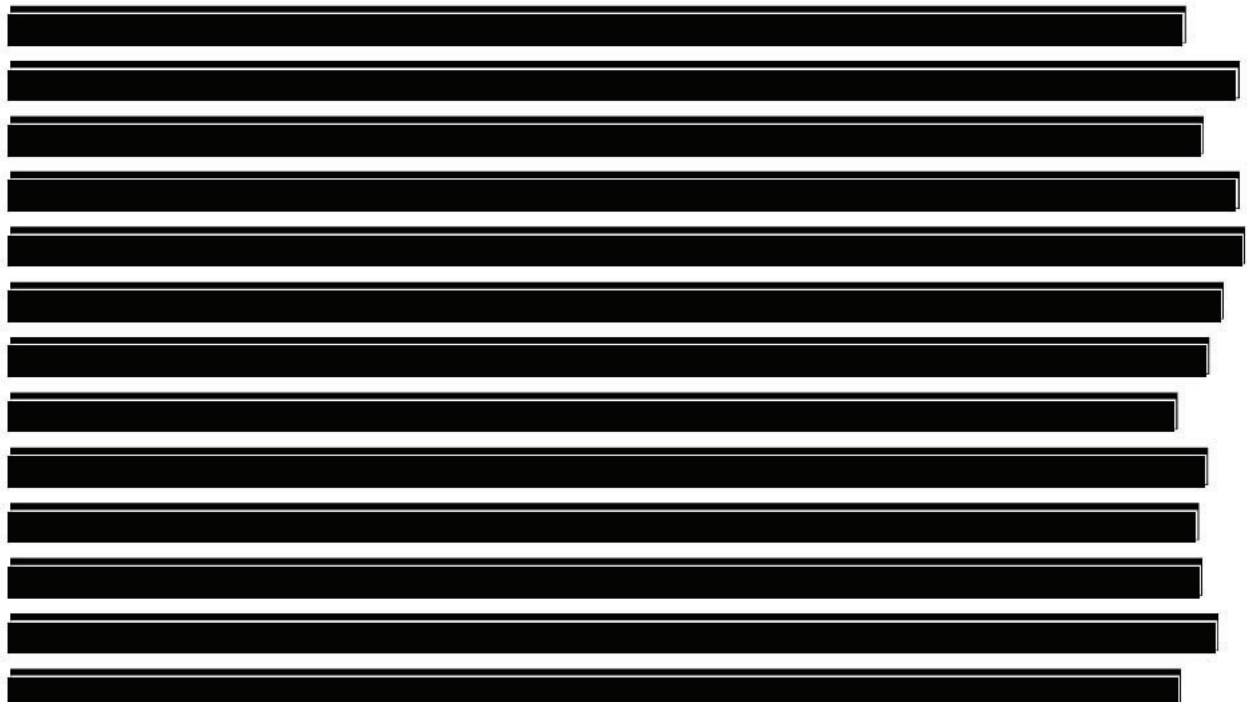
CBSA-dependent Optional Services: CBSA-dependent optional services are available at CBSAs where mandatory services have been offered, and at CBSAs where the appropriate service is commercially available. Coverage for each service is defined in Step 4 of the service selection tool in the AcquiServe portal for CBSA-dependent services and in Step 5 for non-CBSA dependent services.

CenturyLink has priced all mandatory CLINs for offered optional services at all CBSAs for IPS, PLS, UCS, SREs, and Cable and Wiring, and at all CONUS CBSAs for OWS, MTIPS, MSS, and Labor.

Table 1.1.4.1-2. Domestic CBSA-dependent Offered Optional Service Coverage

Service (Service Acronym)	Country/Jurisdictions or Areas of the World (AOW) offered	CBSAs
Circuit Switched Voice Service (CSVs)	120033 (CONUS)	
Optical Wave Service (OWS)	120033 (CONUS)	
Private Line Service (PLS)	120033 (CONUS) / 120036, 120037, 120316 (OCONUS)	
IP Service (IPS)	120033 (CONUS) / 120036, 120037, 120316 (OCONUS)	
Unified Communications Service (UCS)	120033 (CONUS) / 120036, 120037, 120316 (OCONUS)	
Managed Trusted IP Service (MTIPS)	120033	
Managed Security Service (MSS)	120033	
Service Related Labor	120033	
Service Related Equipment (SRE)	AOWs: 200000, 200001, 200002	
Cable and Wiring	120033 (CONUS) / 120036, 120037, 120316 (OCONUS)	

~~CenturyLink has priced all mandatory CLINs for offered optional services at all CBSAs for IPS, PLS, UCS, SREs, and Cable and Wiring, and at all CONUS CBSAs for OWS, MTIPS, MSS, and Labor. Mandatory CLINs for Optional Services with originating and terminating locations or jurisdictions (specifically, for PLS) have been priced for CONUS and OCONUS (CBSA and non-CBSA) per the instructions in RFP Section J.1.1, Amendment 17 to include a) mandatory CLINs for CONUS CBSA origination or termination, and b) CLINs where the originating traffic model location is OCONUS and terminating location is CONUS or OCONUS.~~



Access Arrangements Coverage for Mandatory and Optional Services

CenturyLink's coverage for access is across all CBSAs and in support of all offered CBSA-dependent services. AA for CBSA-based CONUS and OCONUS locations have been priced per the requirements in RFP Section J.1.3.1.1 for wireline and Ethernet bandwidths at all locations in the traffic model in offered CBSAs, as follows:

- All mandatory Wireline Access CLINs (DS0, BRI, PRI, T1, and T3) for locations that have a Wireline Access CLIN in the traffic model (this includes locations with OC-3, E1, or E3 requirements in the traffic model),
- All mandatory Ethernet Access CLINs (Shared Ethernet, Shared Tiered Ethernet, Shared Scalable Ethernet, Dedicated Ethernet) for locations that have a Ethernet Access CLIN in the traffic model,
- OC-3, E1 or E3 for the locations in the traffic model that require pricing for the corresponding CLINs,
- Basic Subscriber Lines for all locations in the traffic model that are in CBSAs where CSVS is offered,
- Select Ethernet Access CLINs (Shared Ethernet at 10Mbps, 100Mbps, and 1Gbps) for optional locations where CenturyLink offers service (and beyond the requirement in RFP Section J.1.3).

1.1.4.2 *Non-CBSA-Based Service Domestic Coverage (J.1.2)*

For the offered non-CBSA-defined OCONUS jurisdictions, CenturyLink has proposed prices for all the mandatory CLINs in the traffic model for the offered non-CBSA OCONUS jurisdictions, as well as all mandatory fixed bandwidth CLINs for VPNS, IPS, and PLS in the bandwidth ranges specified in RFP Section J.1.1.1 for Wireline and Ethernet. The following jurisdictions have been priced for VPNS, IPS and PLS: Guam, American Samoa, and Northern Marianas. CenturyLink has offered

services based on its commercial footprint/capabilities, and jurisdictions where it currently offers service under Networkx awards transitioning to EIS.

For OCONUS non-CBSA-defined locations, CenturyLink has priced access to the locations and bandwidths in the traffic model and as required by Section J.1.3.

1.1.4.3 Non-domestic Coverage (J.1.2)

CenturyLink has priced VPNS and IPS per the requirements in RFP Section J.1.2 and the fixed bandwidth range CLINs in the bandwidth ranges as defined in RFP Table J.1.2.A. [REDACTED]

[REDACTED]

[REDACTED]

Non-domestic AA has been priced for all locations in the traffic model for the offered countries/jurisdictions at the bandwidths specified in the traffic model. CenturyLink's offered non-domestic coverage for VPNS and IPS is based on the non-domestic CenturyLink commercial footprint for these transport services, and in the countries where CenturyLink serves agencies under Networkx.

1.1.4.4 Non-Domestic Off-Net Termination Coverage (J.1.2)

CenturyLink is in full compliance with the mandatory requirement for non-domestic off-net termination coverage for IPVS and CSVS by pricing all jurisdictions defined in RFP Table J.1.2.1 for CLINs VI23010 for IPVS, and VI33010 for SIP Trunk; CLINs VS13010 and VS13020, for CSVS switched and dedicated origination, respectively; and CLINs VI24000 and VS13030 for non-domestic mobile termination surcharge for IPVS and CSVS, respectively.

1.1.5 Voice Service Mandatory Service Approach (L.34.1 (6), B.2.2)

CenturyLink has chosen to offer IPVS as the mandatory voice service for all offered CBSAs. While agencies continue to use circuit switched and dedicated voice services, CenturyLink has chosen to propose a service that is consistent with the goals of GSA to offer a contract platform for services evolution. Proposing the next-generation technology for voice communications reflects and reinforces CenturyLink's vision and strength and is consistent with phasing out legacy TDM circuit switched and TDM

dedicated voice services that are at the end of their lifecycle, to contain costs for GSA and the agencies.

In accordance with the requirements of the solicitation, pricing for IPVS and SIP Trunk include only the components associated with usage of IP voice communications and leverages the transport network provided by IPS and/or VPNS.

Coverage for IPVS is offered to all CBSAs defined in the EIS solicitation (CONUS, Alaska, Hawaii, and Puerto Rico) and consistent with the coverage provided by our VPNS and IPS network and as defined in Section 1.1.4.

CenturyLink is supplementing its voice service offering by also offering Circuit Switched Voice Service (CSVS) as an optional service in select CBSAs, where CenturyLink offers local service and Basic Subscriber Lines. This additional offering in our contract is designed to allow fulfillment of traditional voice services from existing CenturyLink regional contracts transitioning to EIS.

1.1.6 Auto-Sold CLINs (L.34.1 (7)(a), L.34.1 (7)(b), B.1.2.11)

CenturyLink has populated Table B.1.2.11.1 in the AcquiServe system to include all auto-sold CLINs associated with the services offered in its proposal. Per the requirements in RFP Section B.1.2.11, these include the CLINs listed in RFP Table B.1.2.11.2, as well as for items offered in CenturyLink's optional service and catalog offerings that meet the auto-sold CLINs criteria.

Table 1.1.6-1. Auto-Sold CLINs

Service	Description	CLIN Type
VPNS	Burstable and Scalable port CLINs	Usage
ETS	Burstable and Scalable port CLINs	Usage
IPS	Burstable port CLINs	Usage
CHS	Burstable port CLINs	Usage

The set of auto-sold CLINs for base CLINs defined in RFP Section B and in the CLIN table in the AcquiServe system that have logically dependent CLINs that are not required to be ordered by the agency to be used for billing (and that are typically tied to usage). are defined in **Table 1.1.1.6-1**. Services offered as part of CenturyLink's catalog offering are included in RFP Table B.1.2.11.1 and will be maintained throughout the contract life.

The rationale for items to be included in the auto-sold CLIN table is as follows:

- a) The CLIN varies in billing on a month-to-month basis and based on service use behavior from the agency. As such, it does not allow for order-based/triggered billing, as this would disallow the usage-based delivery of the service.
- b) The auto-sold CLIN has a base CLIN or CLINs that enable its usage.

CenturyLink will establish rules within the BSS product definitions based on information populated from RFP Table B.1.2.11.1 and meeting the RFP Section G requirements for auto-sold CLINs to be listed in all order-related notifications and deliverables that include CLINs. These rules will automatically apply auto-sold CLINs to an order (and populate notifications and other order-related deliverables) when a CLIN is ordered that has a related auto-sold CLIN(s) defined in RFP Table B.1.2.11.1. The agency hierarchy code (AHC) and agency service request number (ASRN) applied to the base CLIN will be applied to the related auto-sold CLIN. As the data in Table B.1.2.11.1 is changed by contract modification, the changes will be applied to the appropriate product definitions with CenturyLink's BSS.

CenturyLink will keep the data in Table B.1.2.11.1 up to date throughout the life of the contract. In conformance with the requirements in RFP Section G.3.3.1.2, the data in Table B.1.2.11.1 for auto-sold CLINs will be used in billing systems to provide agencies with any and all auto-sold CLIN information applicable to their TOs. As new CLINs are added to the contract through contract modifications, the data in Table B.1.2.11.1 will be changed by contract modification, and the changes will be applied to CenturyLink BSS through development/configuration activity. New auto-sold CLINs will be applied to TO (except for TOs in effect prior to the addition of these CLINs to the contract or unless these are allowed based on TO modification).

1.1.7 MNS CLIN Levels (L.34.1 (8))

In compliance with the requirements for pricing of MNS Managed Network Implementation, Management, and Maintenance CLINs, CenturyLink has priced five levels of support based on the size of the device managed. The methodology for defining the levels is based on the level of effort required to support a service related equipment (SRE) device type. Smaller devices are typically less complex than medium or large devices from a management perspective. While there is variance in the

management complexity across devices of the same size by vendor, a methodology that maps the typical physical size attribute of a device to device size has been adopted to define the device size parameter for each offered SRE. This approach relies on the correlation of device physical size with device throughput, operation complexity, log activity, and other parameters that would align with the MNS CLINs. In addition to using the physical size of the device, adjustments are made based on the type of device (e.g., low-touch items such as switches fall to the next-lowest device size based on lower complexity, while high-touch items such as routers, access control devices, and call control managers fall to the next-highest size to account for added complexity in management). **Table 1.1.7-1** shows the levels of MNS and their alignment to SRE size and assumptions.

Table 1.1.7-1. MNS CLIN level alignment to device size classification

MNS CLINS (MRC/NRC)	Device Size Applicability	Size Attribute	Typical devices
MN100001/MN110001	Extra Small	desktop to 1 RU, half Rack depth	Terminal, phone, small switch
MN100002/MN110002	Small	1 RU to 3 RU full depth	Extra-Small Router, Medium Switch, Small Security Appliance
MN100003/MN110003	Medium	3 RU to 5 RU	Small Router, Large Switch, Medium Security Appliance
MN100004/MN110004	Large	5 RU to 10 RU	Medium Routers, medium access control devices, medium call control managers
MN100005/MN110005	Extra Large	over 10 RU	Large Routers, large access control devices, large call control managers
RU or Rack Unit = 1.75 inches			

1.1.8 Catalogs

1.1.8.1 Catalog Service Submission (L.34.1 9(a), B.1.3)

CenturyLink is offering the following catalog services:

- Cloud Service: Infrastructure as a Service (IaaS), Platform as a Service (PaaS) and Software as a-Service (SaaS). Details of CenturyLink's offering for this service is included in Section 1.2.2.6.
- Managed Security Service (MSS): managed protection service (MPS), vulnerability scanning service (VSS) and incident response service (INRS).

Details of CenturyLink's offering for this service are included in Section 1.2.2.10.

- SRE: Details of CenturyLink's SRE offering are included in Section 1.2.2.12.

CenturyLink's catalog pricing is compliant with the requirements for catalog pricing in RFP Section B.1.3 and the requirements in RFP Sections B.2.5 for Cloud Service, B.2.8.5 for MSS, and B.2.10 for SRE, including, but not limited to

- a) the definition of pricing as a function of official list price (OLP) and to the unique discount class each item is associated with,
- b) the identification of the orderable item through the ICB case number for the corresponding catalog CLIN or CLIN element for each service and price element billing frequency,
- c) the availability of relevant and detailed information for the catalog item (notwithstanding the 254-character limit in the AcquServe system's Description and Notes fields in catalog definition tables), as well as information to allow the government to validate the OLP price,
- d) the non-dependency of catalog on geography (except for SREs, which have an Area of the World (AOW) adjustment factor that is applied to the item price),
- e) the procedures and rules governing end-of-life (EOL) removal and changes, as well as EOL treatment from an information display perspective, and
- f) all requirements and operational rules governing the use of catalogs in the EIS contract as defined in RFP Sections B.1.3.1, B.1.3.2 and B.1.3.3.

1.1.8.2 Official List Price (OLP) Considerations (L.34.1 (9)(f), B.1.3.1)

CenturyLink has populated OLPs where applicable and/or where available. This has been done by working the entities providing the service (internal to CenturyLink or external providers) to obtain pricing and item descriptions that allow for referencing the OLP to List Pricing, MSRPs, OEM Official List Pricing, or other pricing trade names for the offered service. To allow the government to validate such pricing, where applicable and available, the catalog tables include provider SKUs, third-party trade names, part numbers, or other referenceable descriptors for the item in question. CenturyLink has provided, in Price submission Appendix B, OLP verification documentation for catalog items (per instructions in RFP Section L27.1, Amendment 14), including List or

suggested pricing certification letters from service and equipment providers. Where OLP is not available, or the offering is unique enough that there are no commercial references, CenturyLink has flagged these items in the catalog tables. CenturyLink understands that such prices are subject to agreement between GSA and the procuring agency at the time of TO award before they can be added to the pricing catalog.

1.1.8.3 Catalog Management (B.1.3.2)

CenturyLink will develop and maintain its catalog in compliance with the requirements and provisions in RFP Section B.1.3.2. In our response, CenturyLink has proposed a catalog offering that includes a list of device or discount classes for the different categories of proposed services. After award, and as needed by TO, CenturyLink will use the contract modification process to add any new device or discount classes required in support of services that need to be added to the catalog when such device or discount classes do not exist. Alternatively, and following the processes established for addition of items to the catalogs, devices or services will be added and associated with existing device or discount classes. This will be done without the need for contract modifications, per the provisions in RFP Section G.3.2.5.

1.1.8.4 Discount Class Criteria (L.34.1 9(d), 9(e))

CenturyLink is offering a discount structure to GSA for catalog items that result in pricing consistent with market pricing for the item in question. For the catalog services offered, CenturyLink is either providing services based on its existing commercial platforms and using discount levels from OLP consistent with those offered in the marketplace or using vendors that have provided pricing to CenturyLink in a manner consistent with the GSA structure, and, as such, classification into discount categories is aligned with the vendor discount levels offered to CenturyLink. Where pricing other than OLP is provided (and where OLP is not available), CenturyLink has populated the discount class as required with a 0% discount off the populated price for the corresponding catalog item (that has “Y” in the No-List Price field in the catalog tables for discount levels 1000 for Cloud, 5000 for MSS, and 6000 for SRE).

1.1.8.5 Access to the Catalog (L.34.1 9(b))

The pricing catalog will be subject to role-based access control and will only be

accessible to authorized and authenticated GSA and agency customer users. Following TO award CenturyLink personnel will work with the agency customer to gather the user information needed to establish access to our pricing catalog (and other web interfaces) for authorized users as part of the TO data management processes defined in RFP Section J.2.3. CenturyLink intends to leverage the already-established processes under existing contract vehicles that use pricing and ordering web portals to issue, manage, and track user access to CenturyLink's pricing catalog by agency personnel as authorized by CenturyLink or by the government. Upon award, the GSA CO, as well as designated Ordering Contracting Officers (OCOs) or other government points of contact as directed by GSA, will be granted access to CenturyLink's pricing catalog.

CenturyLink will in turn work with OCOs to determine the list of users to whom pricing catalog access will be granted and the appropriate timing for that access (e.g., agency's local government contacts (LGCs) or other delegated agents for specific TOs). The process will be under the purview of CenturyLink's Program Management Office (PMO).

1.1.8.6 User Interface (L.34.1 9(c), B.1.3.2)

CenturyLink's web interface for the pricing catalog will be a secure web interface accessible through the Internet (subject to role-based access control) that will meet the requirements defined in RFP Section B.1.3.1 in relation to accessibility (including Section 508 compliance), 24x7x365 availability, and with respect to usability and common online browsing features, including, but not limited to, search capabilities and comparison capabilities, to provide visibility to the catalog pricing data elements defined in CenturyLink's catalog offering. By following the structure defined by GSA in the RFP tables for each of the offered services, B.2.5 (Cloud Service), B.2.8.5 (MSS), and B.2.10 (SRE), and the logical groupings of equipment by vendor and by discount classes as discussed in Section 1.1.8.4, CenturyLink will offer a logically organized services catalog that is being designed for ease of use by authorized and authenticated users, with the goal of maximizing the quality of user experience, consistent with the philosophy used in other CenturyLink web-enabled portals and tools, including Platform CenturyLink™.

CenturyLink's catalog offering will meet the overall requirements in RFP Section

B.1.3.1, as well as those in RFP Sections B.2.6 for Cloud, B.2.8.5 for MSS, and B.2.10 for SREs, in relation to information and content for each of these services.

1.1.9 Termination/Cancellation Liability (L.34.1.1)

All service pricing for fixed-price CLINs in CenturyLink's proposal comply with the EIS solicitation requirement that they not have a term associated with them or carry or include any termination or cancellation liability, except as allowed by the use of a CLIN for this purpose, e.g., SRE MRC termination options.

1.1.10 Contract Modifications (B.1.2.9, B.1.2.13)

This document will be an integral part of the contract documenting pricing methodologies, as well as changes and special considerations for services offered in support of post-contract award TOs, including:

- **Introduction of new services.** This includes enhancements at the contract level to existing services when new technologies or service delivery mechanisms are introduced, when CenturyLink's commercial systems are enhanced to offer a service that would be beneficial to the government, and when existing CLINs do not meet evolving service requirements and new CLINs are needed. CenturyLink will follow the process outlined in RFP Section J.4 for contract modifications and will document new CLINs through the use of Table B.1.2.13.1.
- **Changes in commercial pricing methodologies.** These changes result in price or billing structures that better meet the consumption of the service by the government at that time.
- **EOL services.** Applicable to any awarded service that has reached the end of its product lifecycle, is not widely used by the government and/or in the commercial market, or is being phased out in favor of, replaced by, or migrated to a more efficient and economical service.
- **Agency-specific service offering.** Offerings developed or defined in response to agency-specific requirements and awarded via TO.

The list of deliverables at both the contract level (initial submission and after award), and in support of TO awards, respectively, are per Section F.2.1 of the RFP (CDRLs 1,

2, 3, 4, 100, 101, 106 and 107). Tables, service descriptions, and data in support of TOs and deliverables will be included in Price Volume updates as required and as applicable.

1.1.11 Period of Performance, Price Effective Dates (B.1.2.3, L.34.3)

CenturyLink acknowledges the period of performance of the EIS contract is one base five-year period followed by two five-year option periods. Pricing data is provided for the initial 60-month base period and aligned with the breakdown of pricing years in RFP Section L.34.3 and as shown in **Table 3-1** in Section 3.

CenturyLink's offered pricing will be maintained throughout the period of performance and will be binding as of the effective start date of the contract. Pricing added after such date for services defined in the RFP or for new services will be effective as of the start date defined by CenturyLink in its addition of the service to contract. Pricing for all services will remain effective until the stop date for the particular CLIN or until changed through contract modification, or if special priced for a TO. Price changes for either situation will be implemented following the guidelines in RFP Section B.1.2.3 for TOs and RFP Section J.4 for contract modifications. Billing for services will be at the price effective at the time of billing, with the exception of SRE MRC payments, which are defined based on the price at time of order/delivery.

1.2 CENTURYLINK PROPOSED SERVICES

CenturyLink's offering for its EIS solicitation is shown in **Table 1.2-1**. This table includes references to the sections in this Price Volume and the Technical Volume where the services are described in detail.

Table 1.2-1. CenturyLink Proposed Mandatory and Optional Services

Service Area	Service Name	Service ID	Technical Volume Section	Price Volume Section
Data Service	Virtual Private Network Service	VPNS	2.1	1.2.1.1
	Ethernet Transport Service	ETS	2.2	1.2.1.2
	Optical Wavelength Service	OWS	3.1	1.2.2.1
	Private Line Service	PLS	3.2	1.2.2.2
	Internet Protocol Service	IPS	3.3	1.2.2.3
Voice Service	Internet Protocol Voice Service (Mandatory)	IPVS	2.3	1.2.1.3

Service Area	Service Name	Service ID	Technical Volume Section	Price Volume Section
	Circuit Switched Voice Service (as Optional)	CSVs	2.3.2	1.2.2.4
Colocated Hosting Service	Colocated Hosting Service	CHS	3.4	1.2.2.5
Cloud	Infrastructure as a Service	IaaS	3.5.1	1.2.2.6.1
	Platform as a Service	PaaS	3.5.2	1.2.2.6.2
	Software as a Service	SaaS	3.5.3	1.2.2.6.3
	Content Delivery Network Service	CDNS	3.5.4	1.2.2.7
Managed Services	Managed Network Service	MNS	2.4	1.2.1.4
	Unified Communications Service	UCS	3.6	1.2.2.8
	Managed Trusted Internet Protocol Service	MTIPS	3.7	1.2.2.9
	Managed Security Service	MSS	3.8	1.2.2.10
	DHS—Intrusion Protection and Prevention Service	DHS-IPSS	3.9	1.2.2.11
Access Arrangements	Access Arrangements	AA	2.5	1.2.1.5
Service Related Equipment	Service Related Equipment	SRE	4.0	1.2.2.12
Service Related Labor	Service Related Labor	LABOR	5.0	1.2.2.13
Cable and Wiring	Cable and Wiring	CW	6.0	1.2.2.14
National Security and Emergency Preparedness	National Security and Emergency Preparedness	NS/EP	(Vol. 2, Management, Subvolume 9)	1.2.2.15
General	General	GEN		1.2.2.16

1.2.1 Mandatory Services

1.2.1.1 Virtual Private Network Service (VPNS) (B.2.1.1)

CenturyLink's proposed pricing for VPNS is compliant with the price structure defined in RFP Section B.1.1 for firm-fixed pricing, and with the mechanisms and CLINs defined in RFP Section B.2.1.1. Proposed pricing is as follows:

- Ports are priced in Table B.1.1.3.1 as MRC for fixed bandwidth, scalable bandwidth, and burstable bandwidth port variations
- Usage CLINs (billed as auto-sold CLINs) and Bandwidth on Demand (BoD) temporary bandwidth upgrade CLINs have been priced for use with burstable bandwidth port CLINs and scalable bandwidth port CLINs, respectively

For scalable CLINs, a 24-hour expedited provisioning CLIN has been included to allow port and access bandwidth upgrades up to the top of the upgradeability range for the scalable CLIN. An agency can enable temporary or permanent upgrades to the higher tier, either through BoD CLINs or through scalable bandwidth CLINs.

For burstable bandwidth ports, the usage charges are based on sustained, level usage at the 95th percentile, and consistent with the requirements in RFP Section B.2.1.1.3 for bandwidth sampling measurement frequency. Billing is in 1-Mbps increments for usage above the port bandwidth commitment level ordered.

Ports include a not-separately priced (NSP) ICB CLIN (VN10000) for use at the TO level to define the QoS level required for each port. A case number will be needed for each port in a TO.

CenturyLink is including in its proposal pricing for optional scalable port CLINs and BoD CLINs applicable to this port type offering. CenturyLink is leveraging its understanding of and success with use of this type of offering with the Social Security Administration's SSANet award. Additionally, CenturyLink is pricing Internetworking Services CLIN VN90001 in its proposal in all offered domestic jurisdictions. CenturyLink is not proposing embedded access port CLINs.

VPNS is offered in CONUS and CBSA-defined OCONUS jurisdictions, for all mandatory port CLINs per Section 1.1.4. CenturyLink is also proposing mandatory Wireline and Ethernet ports in non-CBSA defined domestic and foreign jurisdictions per Section 1.1.4.

Access Arrangements (AA) and SREs

AA are described in Section 1.2.1.5. and aligned to VPNS as follows:

- Fixed or burstable bandwidth port tiers—fixed bandwidth access
- Scalable bandwidth port tiers—scalable bandwidth access

For all cases, the allowed port bandwidth is at or below the access bandwidth. Additionally, Ethernet ports require the use of shared Ethernet access for proper handling of QoS information and traffic prioritization.

Customer premise equipment (CPE) in support of VPNS (including, but not limited to, routers) is offered as SREs, described in Section 1.2.2.12 of this document.

1.2.1.2 Ethernet Transport Service (ETS) (B.2.1.2)

CenturyLink's proposed pricing for ETS is compliant with the price structure defined in RFP Section B.1.1 for firm-fixed pricing and with the mechanisms and CLINs defined in RFP Section B.2.1.2. Proposed pricing is as follows:

- **ELINE:** The pricing structure for ELINE includes Interface CLINs in RFP Table B.2.1.2.2.1, ordered for the circuit ends at 10 Mbps, 100 Mbps, 1 Gbps and 10 Gbps, and distance-insensitive Ethernet Virtual Circuit (EVC) CLINs in RFP Table B.2.1.2.3.1 for bandwidth tiers between 1 Mbps and 10 Gbps to provide the virtual path between the locations.
- **ELAN:** ELAN includes Port CLINs priced as MRC for fixed-bandwidth, scalable-bandwidth, and burstable-bandwidth port variations in RFP Table B.2.1.2.4.1, as well as usage CLINs (billed as auto-sold CLINs) and BoD temporary bandwidth CLINs, used in conjunction with the burstable-bandwidth port CLINs and scalable-bandwidth CLINs, respectively.

For ELAN scalable CLINs, a 24-hour expedited provisioning CLIN has been included to allow port and access bandwidth upgrades up to the top of the upgradeability range for the scalable CLIN. An agency can enable temporary or permanent upgrades to the higher tier, either through BoD CLINs or scalable-bandwidth CLINs.

For ELAN burstable bandwidth ports, the usage charges are based on sustained-level usage at the 95th percentile, and per requirements in RFP Section B.2.1.1.3 for bandwidth sampling measurement frequency. Billing is in 1-Mbps increments for usage above the port bandwidth commitment level ordered.

Ports include a NSP ICB CLIN (EN50001) for use at the TO level to define the QoS level required for each port. A case number will be needed for each port in a TO.

As described in Section 1.1.4, ETS is offered in CONUS and CBSA-defined OCONUS jurisdictions (Alaska, Hawaii, and Puerto Rico).

Access Arrangements and SREs

AA in support of ETS is described in Section 1.2.1.5 of this document and are aligned to ETS services as follows:

- Fixed-bandwidth ELAN port / ELINE interface tiers—fixed bandwidth access
- Scalable-bandwidth port tiers—scalable bandwidth access

- Burstable-bandwidth ELAN port tiers—fixed bandwidth access

For all cases, the allowed port bandwidth is at or below the access bandwidth. Ethernet ELAN ports or ELINE interfaces require the use of shared Ethernet access for proper handling of QoS information and traffic prioritization.

CPE in support of ETS is offered as SREs, described in Section 1.2.2.12.

1.2.1.3 Voice Service—Internet Protocol Voice Service (IPVS) (B.2.2.1)

CenturyLink has selected Internet Protocol Voice Service (IPVS) as the mandatory voice service offering in our EIS proposal. CenturyLink is offering Circuit-Switched Voice (CSVS) optionally, as described in section 1.2.2.4 of this document.

CenturyLink's IPVS service is priced in compliance with RFP Section B.1.1 for firm fixed pricing, and with the mechanisms and CLINs defined in RFP Section B.2.2.1. IPVS is used in conjunction with VPNS or other transport service and as such does not include the cost of the transport. Pricing for IPVS follows the following structure:

IPVS:

Hosted IPVS and premises-based IPVS seats, including unlimited on-net to on-net and to off-net CONUS, as well as all features listed in RFP Table B.2.2.1.4, are required as part of the per-seat price.

- MRC/NRC per seat charges (CLINs VI21110/VI22110 for Hosted IPVS, and VI21210/VI22210 for Premises-Based) in Tables B.2.2.1.2.1 and B.2.2.1.2.2.
- Usage charges (CLIN VI23010) for on-net to off-net termination in Tables B.2.2.1.3.1, B.2.2.1.3.2 and B.2.2.1.3.3; non-domestic mobile phone termination (CLIN VI24000) in Table B.2.2.1.3.5.1. These are priced to all countries and jurisdictions as required by RFP Section J.1.2 and listed in RFP Table J.1.2.1.
- IPVS features in Table B.2.2.1.4.1 for CONUS and Table B.2.2.1.4.2 in OCONUS for mailbox and auto-attendant IPVS features, and public-safety answering point (PSAP) connection MRC and NRC in Table B.2.2.1.4.5.

LAN Management:

CenturyLink's LAN management offering includes management of all managed LAN networking hardware components to extend the IPVS from the site demarcation point to

the terminating subscriber device. Managed LAN per-seat pricing includes all equipment necessary to provide the service and can only be ordered in conjunction with IPVS.

Pricing, in Table B.2.2.1.5.1 for CONUS and Table B.2.2.1.5.2 for CBSA-defined OCONUS jurisdictions, is NRC and MRC per seat (banded) for hosted and premises-based offerings. CenturyLink has priced per seat LAN management leveraging the banded structure to offer lower per seat pricing for increasing numbers of seats.

SIP Trunk:

CenturyLink's SIP Trunk service pricing basic service per concurrent call path (MRC/NRC), including unlimited on-net to on-net and on-net to off-net CONUS calls.

- NRC/MRC priced in Tables B.2.2.1.6.2 for CONUS and B.2.2.1.6.3 for Alaska, Hawaii, and Puerto Rico
- Usage charges for CONUS and OCONUS on-net to off-net calling in Tables B.2.2.1.7.1, B.2.2.1.7.2 and B.2.2.1.7.3
- Features as MRC/NRC in Table B.2.2.1.8.1 (CONUS) and Table B.2.2.1.8.2 (Alaska, Hawaii, and Puerto Rico) for automatic call routing, QoS management, telephone number assignment and maintenance, block of DID numbers assignment and maintenance (for 10, 100 and 1000 numbers), and SIP Trunk bursting, and NRC for NSP CLIN for DID Number Capture,
- Usage Features include Burstable call Paths used in conjunction with SIP Trunk bursting.

CPE in support of IPVS, is offered as SREs, described in Section 1.2.2.12.

1.2.1.4 Managed Network Service (MNS) (B.2.8.1)

CenturyLink's MNS meets all requirements of RFP Section C.2.8.1. Pricing for this service includes the following components:

- Managed network design and engineering ICB CLIN; offered as part of our solution and priced/defined at the TO level.
- Managed network implementation, management and maintenance based on CenturyLink's Managed Enterprise Service platform, are priced for the five levels as described in Section 1.1.7. CLINs for this offering are priced in Table

B.2.8.1.3.1 for CONUS/OCONUS jurisdictions, and are ordered based on the device size of the SRE to be managed per RFP Table B.2.10.2.1.

- MNS out-of-band (OOB) service, priced for mandatory CLINs for POTS lines in the offered CBSAs in CONUS and in OCONUS in Table B.2.8.1.4.1. Modems in support of these CLINs are procured separately from CenturyLink's SRE catalog.
- ICB features, priced at the TO award, include government-furnished property maintenance, agency-specific network operations center (NOC), agency-specific security operations center (SOC) and traffic aggregation service (DHS).

Per Section 1.1.4 of this document, MNS is offered for all CBSA-defined CONUS and OCONUS locations (Alaska, Hawaii, and Puerto Rico).

1.2.1.5 Access Arrangements (AA) (B.2.9)

CenturyLink's AA pricing is in compliance with the structure in RFP Sections B.2.9 and B.4.1, and for the geographic coverage as required by RFP Section J.1.3 for domestic and non-domestic coverage. Section 1.1.4 of this narrative discusses CenturyLink's CBSA coverage in response to RFP Section L.34.1 requirements.

CenturyLink's proposal includes AA pricing for wireline and Ethernet access types between the customer location and the CenturyLink POPs, and includes:

- Non-ICB NRC CLINs, priced in Table B.2.9.1.3 for domestic jurisdictions, and in Table B.2.9.1.4 for non-domestic country/jurisdictions per RFP Table B.4.2.1.
- Non-ICB MRC CLINs, priced in Table B.2.9.1.1 based on the PHub location attribute for domestic access. Customer location NSC-to-PHub mappings are populated in RFP Table B.4.1.7. AA for non-domestic locations are priced in Table B.2.9.1.2 for the locations as required by RFP Section J.1.3 for the foreign locations offered per Section 1.1.4.
- Usage-based pricing for BoD CLINs, priced in Table B.2.9.1.1, applicable to scalable bandwidth AA.
- Expedited 24-hour provisioning for use with scalable Ethernet Access CLINs to allow for upgrades within the scalability range of the access.

CenturyLink is proposing all mandatory AA ICB CLINs defined in RFP Table B.2.9.1.5 and will price them in response to TO-driven agency requirements.

Optional standard, ICB and non-ICB CLINs (dark fiber, optional dedicated Ethernet access bandwidths, OC-768, and shared Ethernet access bandwidths above 1 Gbps) are not being proposed.

Features And Additional Capabilities

CenturyLink's proposal also includes NSP feature CLINs AA02001 and AA02101 for NRC and MRC, respectively, in Table B.2.9.1.12.1 that are ordered by the agency to indicate the need for channelization (T3 and below) or concatenation (OC-3 and above).

CenturyLink is supporting the capabilities for special construction (in RFP Table B.2.9.1.8) and for access diversity or avoidance (RFP Tables B.2.9.1.6), to be priced as ICB to meet TO requirements after the contract effective start date. Special construction charges will be applicable when the requirements meet the conditions defined in RFP Section C.2.9.1.1. For locations with defined pricing on contract, per the provisions in RFP Section B.2.9.1, special construction charges will be applicable if sufficient capacity is not available to meet the agency requirement. For these situations, pricing will be defined based on the outcome of site surveys (per CLINs in RFP Section B.2.12.1 and described in Section 1.2.2.13 of this document), using the template defined in RFP Section J.10, and appropriate supplemental documentation, and for to-be-agreed scope at the TO level between the agency OCO and CenturyLink.

Diversity/avoidance will include alternate PCL or POP routing information as part of the case description for the ICB CLINs in the general ICB information Table B.1.2.14.1.

Scalable Ethernet Access

CenturyLink's AA pricing includes scalable Ethernet Access. This access is used in conjunction with Scalable Ethernet ports for VPNS (RFP Section B.2.1.1.3) and for Scalable E-LAN ports for ETS (RFP Section B.2.1.2.4). CenturyLink's approach for this access type guarantees a committed bandwidth level while allowing for permanent or temporary increases of capacity to the high end of the upgradeability range (through temporary BoD CLINs, priced in Table B.2.9.1.1). CenturyLink's proven record and

implementation under Networkx of this offering will be the basis for this AA variant. This access type offering allows for upgrades to the next bandwidth level within the upgradeability range at any time, and over an accelerated 24-hour upgrade cycle as needed through the use of the expedited provisioning NRC CLIN.

Access Infrastructure Tables

Customer location NSC-to-PHub mapping and customer location NSC-to-PCL mappings are provided in RFP Tables B.4.1.7 and B.4.1.6, respectively. While PHub mappings are used only as a pricing construct, PCL tables provide information on the physical routing of the access circuit. CenturyLink's methodology used to arrive at the proposed PHub set and to map customer locations NSCs, through PCL NSCs to CenturyLink's POPs is discussed in Sections 1.1.1.1 and 1.1.1.2 of this document. Access prices for a location cannot increase as a result of changes to the NSC-to-PCL and NCS-to-PHub mappings. CenturyLink will maintain these tables and change mappings as required to reflect routing of record, or to implement efficiencies to pricing.

The NSC for a particular location will be based on the data in the *iconectiv CLONES* database. CenturyLink will ensure our ordering billing systems are aligned to the data of record in this dataset at any given time during the contract period of performance.

1.2.2 Optional Services

1.2.2.1 Optical Wave Service (OWS) (B.2.1.3)

CenturyLink's proposed pricing for OWS is compliant with the price structure defined in RFP Section B.1.1 for firm fixed pricing, and with the mechanisms and CLINs defined in RFP Section B.2.1.3. Proposed pricing is as follows:

- Fixed MRC for Metro OWS, 2.5 Gbps to 10 Gbps. Metro OWS pricing is fixed per bandwidth and does not vary by Metropolitan area. Service availability for Metro OWS is defined in terms of POP NSCs where Metro OWS is offered and as populated in Table B.4.1.12.1.
- Fixed MRC per-mileage band for CONUS to CONUS Long Haul Transport 2.5 Gbps to 10 Gbps. Mileage based pricing for CONUS transport is used in conjunction with the POP to POP mileage as calculated using the formulas in RFP Section B.1.2.7 and the POP V&H as defined in RFP Table B.4.1.1.

CenturyLink's OWS offering includes ICB Metro and Long-Haul CONUS 40 Gbps and 100 Gbps OWS CLINs, and will be priced based on agency TO requirements.

CenturyLink is offering all mandatory ICB feature CLINs for equipment protection and geographical diversity, which will be priced at the TO level and to address specific agency requirements. CenturyLink is offering optional ICB protected wavelengths in CONUS only, which will be priced at the TO level.

As described in Section 1.1.4, OWS is offered in CONUS.

Access Arrangements

AA in support of OWS is described in Section 1.2.1.5 of this document and will be priced at the TO level using AA ICB CLINs.

1.2.2.2 Private Line Service (PLS) (B.2.1.4)

CenturyLink's pricing for PLS is compliant with the price structure defined in RFP Section B.1.1 for firm-fixed pricing, and with the mechanisms and CLINs defined in RFP Section B.2.1.4. Proposed pricing is as follows:

- Fixed and mileage-based MRC for CONUS to CONUS, or for OCONUS to OCONUS within the same jurisdiction, priced in Table B.2.1.4.1.2 for DS0 to OC-12 bandwidths. Fixed ICB for bandwidths OC-48 and higher, priced at the TO.
- Fixed MRC between CONUS and OCONUS jurisdictions in Table B.2.1.4.1.3.
- Features in Table B.2.1.4.2.1: special routing—transport avoidance, multipoint connections—branch-off, multipoint connections—drop and insert. CenturyLink will use NSP feature CLIN PL00205 in each PLS order to indicate if the PLS circuit needs to be channelized or concatenated.

Pricing Methodology

PLS CONUS to CONUS, or OCONUS to OCONUS within the same jurisdiction, is priced using V&H coordinates as defined in RFP Section B.1.2.7 to calculate POP to POP mileage. CenturyLink acknowledges that for the purpose of pricing, we will ensure that our ordering and billing system data is aligned with the definitions in RFP Tables B.4.1.8 and B.4.1.9, and/or the *iconectiv CLONES* database.

For pricing between CONUS and OCONUS jurisdictions the pricing for the circuit is based on two components: (1) a mileage dependent CONUS component between the customer location in CONUS and the PLS Gateway populated in RFP Table B.4.1.10, and (2) a fixed priced component between the CONUS PLS Gateway the POP at the designated jurisdiction.

PLS is offered in CONUS and OCONUS jurisdictions per Section 1.1.4.

Access Arrangements and SREs

Access Arrangements in support of PLS is described in Section 1.2.1.5. CPE in support of PLS is offered as SREs (described in Section 1.2.2.12).

1.2.2.3 Internet Protocol Service (IPS) (B.2.1.7)

CenturyLink's pricing for IPS is compliant with the price structure defined in RFP Section B.1.1 for firm fixed pricing, and with the mechanisms and CLINs defined in RFP Section B.2.1.7. Proposed pricing is as follows:

- Ports are priced in Table B.2.1.7.3.1 as MRC for fixed bandwidth, and burstable bandwidth port variations.
- Usage CLINs for the burstable bandwidth port CLINs (billed as Auto-Sold CLINs, and included in Auto-Sold RFP Table 2.1.11.1), also priced in Table B.2.1.7.3.1.

For burstable bandwidth ports, the usage charges are based on sustained-level usage at the 95th percentile, and are consistent with the requirements in RFP Section B.2.1.1.3 for bandwidth sampling measurement frequency. Billing is in 1 Mbps increments for usage above the port bandwidth commitment level ordered.

Ports include a NSP contract-defined ICB CLIN (IP50001) for use at the TO level to define the QoS level required for each ordered port. A case number will be needed for each port in a given TO.

CenturyLink is not pricing optional embedded access port CLINs in our proposal.

IPS is offered in CONUS and CBSA-defined OCONUS jurisdictions, for all mandatory port CLINs per Section 1.1.4. CenturyLink is also proposing mandatory wireline and Ethernet ports in non-CBSA defined domestic and foreign jurisdictions per Section 1.1.4.

Access Arrangements and SREs

AA in support of IPS is described in Section 1.2.1.5. Fixed or burstable bandwidth port tiers require fixed bandwidth access. For both cases, the allowed port bandwidth is at or below the access bandwidth. Ethernet ports require the use of Shared Ethernet Access for proper handling of QoS information and traffic prioritization.

CPE in support of IPS is offered as SREs (Section 1.2.2.12).

1.2.2.4 *Circuit Switched Voiced Service (CSVS) (B.2.2.3)*

Circuit Switched Voice Service (CSVS) is offered as an optional service in CBSAs where local service is offered commercially by CenturyLink and where Basic Subscriber Line access is offered. CenturyLink is pricing all mandatory CLINs for CSVS.

CSVS is offered in CONUS in CBSAs as described in Section 1.1.4.

Access Arrangements and SREs

AA in support of CSVS is described in Section 1.2.1.5. In addition to PRI and BRI access arrangements, Basic Subscriber Lines are offered in CBSAs offered for CSVS. CPE in support of CSVS is offered as SREs (Section 1.2.2.12).

1.2.2.5 *Colocated Hosting Service (CHS) (B.2.4)*

CenturyLink's Colocated Hosting Service (CHS) is proposed following the structure defined in RFP Section B.2.4 and the general requirement in RFP Section B.1.1 for pricing of services under EIS. The following non-ICB components are priced in CenturyLink's offering:

- MRC and NRC CLINs CH11003 and CH12003, respectively, for Full Rack Space, include rack space, data center space for up to 8 kW of power, data center services including all elements necessary to provide the services, cabinet, up to 30A/208V three-phase primary/redundant power distribution circuit, vertical mount power strip (one for each power circuit).
- MRC and NRC for cross-connects in RFP Table B.2.4.2.1 for twisted pair, coaxial, and fiber,
- MRC, NRC and Usage for Internet Bandwidth in RFP Table B.2.4.2.1, for starting bandwidths of 1Mbps up 10Mbps, 10Mbps up to 100Mbps, 100Mbps up to 1Gbps,

and 1Gbps and to 10Gbps, and usage increments aligned with each of the bursting ranges (1Mbps, 10Mbps, 100Mbps and 10Gbps, correspondingly).

ICB CLINs offered in CenturyLink's proposal, and priced at the TO level include usage for non-basic power, MRC and NRC for ICB Custom Colocation Build out and Support, MRC and NRC for SCIF, and MRC and NRC CLINs for ICB Specialized Burstable Internet Bandwidth.

For burstable bandwidth Internet ports, the usage charges are based on sustained-level usage at the 95th percentile, and consistent with the requirements in RFP Section B.2.1.1.3 for bandwidth sampling measurement frequency. Billing is in 1 Mbps increments for usage above the port bandwidth commitment level ordered.

Pricing proposed in CenturyLink's offer is applicable to all domestic locations where service is offered and per the geographic coverage in Section 1.1.4.

Access Arrangements and SREs

AA in support of Internet bandwidth usage for CHS is described in Section 1.1.3.5. Burstable Internet Bandwidth Port Tiers require fixed bandwidth access. Allowed port bandwidth is at or below the access bandwidth.

Customer equipment (servers or other) in support of CHS applications is purchased through CenturyLink's SRE catalog (Section 1.2.2.12).

1.2.2.6 Cloud Service (B.2.5.1–B.2.5.3)

CenturyLink's Cloud Service offerings include Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as Service (SaaS), which are priced as Catalog items and follow the structure and provisions defined in RFP Sections B.1.3 and B.2.5.1. Additionally, and to allow pricing of agency-specific, or of custom or evolving requirements, Cloud Services will be offered as TUCs (as defined for each Cloud Service offering in RFP Table B.2.5.2.4.2) when warranted and priced as ICB.

This section describes the Catalog offerings for Non-Labor and Non-SRE Cloud Services. SRE and Service Related Labor requirements in support of Cloud Services are priced through CenturyLink's SRE Catalog (Section 1.2.2.12) and Service Related Labor offering (Section 1.2.2.13).

For CenturyLink's approach to Catalog pricing, including, but not limited to, pricing methodologies, treatment and identification of OLP, discount classes, and web catalog access please refer to Section 1.1.8.

CenturyLink's Cloud Services Catalog offering is priced in Table B.2.5.2.1 where OLP and catalog line item pricing, descriptions and corresponding discount classes are included and in Table B.2.5.2.2 where the applicable discount classes and rates are listed. CenturyLink understands the use of Discount Class 1000 and has reserved this for situations where OLP is not available.

Cloud Service catalog pricing is structured as follows:

- IaaS: Pricing for IaaS uses case numbers to identify the offered line items under MRC CLIN IA90001, NRC CLIN IA90002, and Usage CLIN IA90003.
- PaaS: Pricing for PaaS uses case numbers to identify the offered line items under MRC CLIN PA90001, NRC CLIN PA90002, and Usage CLIN PA90003.
- SaaS: Pricing for SaaS uses case numbers to identify the offered line items under MRC CLIN SS90001, NRC CLIN SS90002, and Usage CLIN SS90003.

1.2.2.7 Content Delivery Network Service (CDNS) (B.2.5.1.4)

CDNS pricing is based on a single CLIN per the structure defined in RFP Table B.2.5.3.1.1.1 that prices incremental bandwidth based on the usage band. CenturyLink has defined compliant pricing making use of the banded structure to provide a decreasing cost per GB for increasing usage. CenturyLink's CDNS pricing is provided in Table B.2.5.3.1.

1.2.2.8 Unified Communications Service (UCS) (B.2.8.3)

UCS pricing is provided in Table B.2.8.3.2.2 and is based on a per seat charge, with optional banded pricing based on the number of seats procured by the agency. CenturyLink is offering pricing over a single band and at a level consistent with high volume usage given the expected quantity volumes for use of this service.

CenturyLink is including ICB Design and Engineering in its offering, priced as ICB based on TO requirements. This CLIN will be used to evaluate the agency's voice, data

and applications environment and in support of ICB premises based or ICB custom UCS solutions, which is part of CenturyLink's UCS solution and priced at the TO level.

UCS is available at the same locations where CenturyLink offers IPVS, and as described in Section 1.1.6.

1.2.2.9 Managed Trusted Internet Protocol Service (MTIPS) (B.2.8.4)

CenturyLink's pricing for MTIPS is compliant with the price structure defined in RFP Section B.1.1 for firm fixed pricing, and with the mechanisms and CLINs defined in RFP Section B.2.8.4. Per Section 1.1.4, MTIPS is offered in CONUS only Proposed pricing is as follows:

- Ports are priced in Table B.2.8.4.4.1 as MRC for all mandatory and optional bandwidths with the exception of E1 and E3. Port price includes MTIPS Trusted Internet Connection (TIC) SOC equipment for mandatory security functions.
- All mandatory non-ICB feature MRC CLINs for "demilitarized zone" (DMZ), extranet connection, and remote access.

CenturyLink is also proposing all ICB feature CLINs and will price them to meet agency-specific TO requirements. Per RFP Section B.2.8.4.1, additional optional MTIPS security functions will be included in CenturyLink's MSS Catalog.

Pricing for SREs associated with MTIPS, including routers at the agency location, is included in CenturyLink's SRE Catalog.

1.2.2.10 Managed Security Service (MSS) (B.2.8.5)

CenturyLink's Managed Security Service (MSS) offering includes offerings for Managed Protection Service (MPS), Vulnerability Scanning Service (VSS), and Incident Response Service (INRS), which are priced as Catalog items and follow the structure and provisions defined in RFP Sections B.1.3 and B.2.8.5.

CenturyLink's approach to Catalog pricing, including, but not limited to, pricing methodologies, treatment and identification of OLP, discount classes, and web catalog access is included in Section 1.1.8 of this document.

CenturyLink's MSS Catalog offering is priced in Table B.2.8.5.2 where OLP and catalog line item pricing, descriptions and corresponding discount classes are included, and in Table B.2.8.5.3 where the applicable discount classes and offered discounts are listed. CLINs MS90001, MS90002 and MS90003 are used for NRC, MRC and Usage, correspondingly. These CLINs and the case numbers that define a service, along with the category index from instructions Table B.2.8.5.4 used to identify the MSS sub-service the item is part of, are used to uniquely define a catalog offering. Catalog items are classified into the following sub-service categories: MPS, VSS, and INRS.

CenturyLink understands the use of Discount Class 5000 and has reserved this for situations where OLP is not available.

SRE and Labor requirements in support of MSS are priced through the CenturyLink SRE Catalog (Section 1.2.2.12) and Service Related Labor offering (Section 1.2.2.13).

As described in Section 1.1.4, MSS is offered in CONUS only. Pricing for MSS catalog items does not vary by geography within the offered coverage area.

1.2.2.11 DHS Intrusion Prevention Security Service (DHS-IPSS) (B.2.8.9)

DHS-IPSS will be priced as ICB under TOs issued by DHS for service compliant with the requirements in RFP Section C.2.8.9. Pricing elements defined include MRC and NRC for IPSS service and for Email and DNS Threat Detection and Countermeasures features. Consistent with the requirements, additional scope will be priced through TUCs after the contract effective start date to address DHS specific requirements.

1.2.2.12 Service Related Equipment (SRE) (B.2.10)

SRE pricing is included in RFP Table 2.10.2.1 following the requirements in RFP Section B.2.10.1 for SREs and in RFP Section B.1.3 for catalog requirements and operational rules. SREs priced in CenturyLink's SRE catalog include equipment in support offered services, and as procured by the agency for deployment at the customer side of the demarc. CenturyLink's catalog includes:

- Information defining the equipment or device, including manufacturer, model number, part number and item description, as well as any notes applicable to the SRE sufficient to allow the government independent validation of the OLP.

- OLP (or non-OLP price and the appropriate indicator, when List Price is not available), as discussed in Section 1.1.8.2.
- Discount class as discussed in Section 1.1.10.4, defined in RFP Table B.2.10.2.2 and populated in the appropriate field in Table B.2.10.2.1.
- Devices classes, populated in Table B.2.10.2.2, including the offered discounts applied to SRE OLP (reserving device class 6000 for items with no OLP).
- The pricing type of the SRE following the definitions in RFP Section B.2.10.5.1,
- The device size to be used for ordering of the applicable MNS CLIN for device management as discussed in Section 1.1.7.
- SRE payment options.
- UPC, energy compliance and applicable standards and ratings, and additional information as required by RFP Table B.2.10.2.1.

CLIN EQ90001 in conjunction with the case number uniquely define the SRE. SRE pricing elements for payment options or related services, are defined by the price element index from RFP Table B.2.10.3.1 as follows:

- a) SRE NRC, auto-calculated based on OLP and offered discount (from the device class)—pricing element 1.
- b) MRC Payment options for 24, 36 or 48 month terms, or lease rates, are autocalculated from the NRC, the term and Cost of Money Factor (COMF)—pricing elements 12, 24, 36, 48, correspondingly.
- c) Installation, Move and Upgrade NRCs priced for each SRE—pricing elements 2, 4, 5, correspondingly.
- d) Maintenance MRC—pricing element 3.

In support of auto-calculation of price elements 12, 24, 36 and 48, CenturyLink has populated Table B.2.10.4.1 with COMFs for all required payment option terms.

CenturyLink has populated RFP Table B.2.10.3.2 with pricing for price elements 2 through 5 (not auto-calculated) and for offered jurisdictions based on AOW ID factors.

Location based price adjustments

SRE pricing is adjusted based on geography through the use of the AOW ID factor that is used with priced or auto-calculated price elements to define their corresponding adjusted pricing for different country/jurisdictions (defined in RFP Table B.4.2.1).

CenturyLink has defined the factors for AOW IDs 200000 (CONUS) and 200001 and 200002 (OCONUS) in RFP Table B.2.10.10.1.

SRE Early Termination

CenturyLink complies with RFP Section B.2.10.4 in relation to applicability, calculation methodology, and the options available to the agency for SRE early MRC payment termination. ICB pricing will be developed at the TO level based on the parameters applicable at the time of the early termination, and using the methodology in RFP Section B.2.10.4. Pricing for these cases will be populated in Table B.2.10.4.2.

1.2.2.13 Service Related Labor (B.2.11)

CenturyLink has priced Service Related Labor (Labor) in support of services for the labor categories defined in RFP Section J.5. Pricing for each of the twenty-one different labor categories has been provided in Table B.2.11.7.1 for the three experience levels: Junior, Journeyman and Senior/SME (RFP Section B.2.11.2), and for deployment at a government site or at the offeror's site during normal business hours. Hourly rates for CenturyLink's Labor offering is priced for all CLINs defined in RFP Table B.2.11.7.2.

Labor pricing is applicable to CONUS only (per RFP Section B.11.3) and effective for the duration of the contract base period for which the rates are priced, or until changed through contract modification. Service Related Labor will be priced on an ICB basis at the TO level for scope in OCONUS or non-domestic locations. Hourly rates priced in CenturyLink's submission exclude travel and materials, which can be subject to reimbursement per the terms in RFP Sections B.2.11.5 and B.2.11.6, respectively.

1.2.2.14 National Security and Emergency Preparedness (NS/EP)

Pricing for NS/EP is included in Table B.3.2 and includes Telecommunications Service Priority (TSP) NRCs per circuit for priority installation, priority restorations, priority level for design changes, and MRCs per circuit to maintain priority restorations.

NRC and MRC CLINs are priced for (1) TSP without local-access, (2) TSP with one local-access, and (3) TSP for additional local-access coordinations.

1.2.2.15 Cable and Wiring (B.2.12)

Cable and Wiring services in this section, including Site Surveys, are an integral component in transitions, in particular in support of defining the requirements for AA Special Construction, and for site conditioning. The services in this service set are priced based on the requirements in RFP Section B.2.12 and include the following priced elements, priced separately for CONUS and OCONUS jurisdictions:

- Site Surveys: NRC for Basic Site Surveys and NRC for Complex Site Surveys.
- Wiring Install/Repair: NRC for Wiring Install (not concurrent with SRE installation) and NRC for Wiring repair.

ICB NRC pricing based on TOs for Custom Site Surveys and for ICB Wiring Installs or ICB Wiring Repairs will be offered and priced at the TO level. These items will require a Site Survey to define the scope and applicability of the appropriate CLIN case and to provide OCOs the means for assessing fair and reasonableness of scope and pricing.

Based on input from GSA in Amendment 3, response to question 351, the pricing for Wiring Install and Wiring Repair is to assume to be representative of standard scope and materials for these tasks. CenturyLink has priced CLINs CW00101, CW00102, CW00301 and CW00302, assuming up to 150 ft of Cat-5 cable. Deviations from this assumption will require the use of ICB Wiring Install NRC CLIN CW00103 and ICB Wiring Repair NRC CLIN CW00303 as required by the agency and priced at the TO.

2 PRICING DATA

CenturyLink has submitted completed price tables for all proposed EIS services for the 60-month base period defined in RFP Section L.34.3. For each proposed service, all mandatory and optional service CLINs have been proposed for all CBSAs and traffic model locations, and for locations beyond the traffic model requirement. Per Section 1.1.4 of this Price Volume, CenturyLink has exceeded the minimum geographic area requirement of covering 25 out of the top 100 CBSAs.

CenturyLink's price proposal has been submitted electronically through the AcquiServe system following the steps in RFP Section L.34.2, including the selection of CBSAs for mandatory services where service is offered (step 1), the selection of IPVS as the mandatory Voice requirement through the Voice Service selection tool and for the CBSAs where service is offered (step 2), the selection of optional services and CBSA or jurisdiction coverage through the Optional Service selection tool (steps 3-4), and the selection of OCONUS and Non-Domestic coverage for offered services through the Non-Domestic selection tool (step 5). The selections throughout this process reflect CenturyLink's submission of price and of services infrastructure Section B tables.

3 TOTAL EVALUATED CBSA PRICE (L.34.3)

CenturyLink has populated in the AcquiServe system all required Section B tables for offered services for the base contract period of the period of performance defined in RFP Section L.34.3. CenturyLink acknowledges that the start date for the Base period will be adjusted in its tables by GSA after contract award to reflect the contract timeline.

Table 3-1. Pricing year definition

Contract Period	Pricing Year	Pricing year Date Range	Months in Pricing Year
Base	1	November 1 st , 2016–September 30 th , 2017	11
	2	October 1 st , 2017–September 30 th , 2018	12
	3	October 1 st , 2018–September 30 th , 2019	12
	4	October 1 st , 2019–September 30 th , 2020	12
	5	October 1 st , 2020–September 30 th , 2021	12
	6	October 1 st , 2021–October 31 st , 2021	1
Option 1	N/A	October 1 st , 2021–October 31 st , 2026	60
Option 2	N/A	November 1 st , 2026–October 31 st , 2031	60

CenturyLink understands that the Total Evaluated CBSA Price (TECP) will be derived from the price submitted for the CLINs and locations as required by the traffic model and the quantities in the Traffic for each CBSA.

3.1 FINAL SUBMISSIONS (L.35)

CenturyLink's price submission has been run against both the Error Checker and the Pricer tools in the AcquiServe system. The Error Checker has produced an error-free run as documented in the Price Volume Appendix A: "Error Checker Explanation".