

FY2010 Appropriations Request Form

Office of Congresswoman Jackie Speier
211 Cannon House Office Building
Washington, D.C. 20515
Phone: 202/225-3531
Fax: 202/226-4183
Website: www.speier.house.gov

Individuals/Organizations must respond to all questions on the form. Incomplete proposals will not be considered.

All requests will be evaluated before the 12th Congressional District's Citizens Oversight Panel. Appointments to appear before the panel must be made through Cookab Hashemi, chief of staff, at 202/225-3531 or Cookab.Hashemi@mail.house.gov. The panel will convene on the following days; Saturday, March 7, Friday, March 13 and Friday, March 20, 2009. All proposals must be submitted by March 2, 2009.

Date Submitted: February 27, 2009

Project Name: Net-Centric Emergency Notification System for Air Force Materiel Command

Individual/Organization: *(Is the grantee located in the 12th Congressional District?)*

AtHoc
2215 Bridgepointe Parkway Suite 150
San Mateo, CA 94404

Amount Requested *(if requesting report language, please attach.):*

\$4.5 million

Appropriations Bill/Account/Relevant Authorization law/bill/status *(e.g., "Public Law 107-111"; "FY2008 DOD Authorization", "Currently pursuing authorization through Agriculture Committee", "Safe Drinking Water Act" or "Hatch Act"):*

FY 2010 DoD Appropriation Bill
Air Force O&M
Budget Activity 04: Logistic Operations Base Support Base Communications
Line: 510 (tbd)

Local Contact *(Please provide full contact information, including any relevant phone extensions, and indicate if there is a separate D.C. contact.):*

Guy Miasnik

President and CEO
 2215 Bridgepointe Parkway Suite 150
 San Mateo, CA 94404

Mike Carter
 Senior Principal
 Bracewell & Giuliani LLP
 2000 K Street NW
 Suite 500
 Washington DC 20006

Organization's Main Activities. *(Please limit your response to 250 words and indicate whether it is a public, private, non-profit or private for-profit entity.)*

AtHoc is the pioneer and recognized leader in providing enterprise-class, network-centric emergency notification systems to military, government and commercial organizations for physical security, force protection and personnel accountability. Millions of end users worldwide, in organizations such as the U.S. Air Force, U.S. Army, U.S. Navy, Hawaii State Civil Defense, NASA, U.S. Patent and Trademark Office, Boeing and PricewaterhouseCoopers rely on AtHoc's unified management systems for their emergency alerting and critical communication needs. AtHoc is a privately-held company founded in 1999 with offices in the San Francisco bay area

Please show main items in the project and total cost in a simplified chart form. *(Please include the amount of any Federal/State/Local/Private funds, including any in-kind resources.)*

**NET-CENTRIC EMERGENCY NOTIFICATION SYSTEM FOR AIR FORCE MATERIEL
 COMMAND**

Agency	Appropriation	Budget Activity	Line	FY10 PB	Request
Air Force	3400F	04: Logistic Operations	510 041Z	TBD	+\$4.5 million
	O&M Air Force	Base Support			
		Base Communications			

Project Description, including a timeline, goals, expected outcomes and specific uses of Federal Funds. *(Your response must focus on the requested funds rather than the organization's mission and general activities. Please limit your response to 250 – 500 words.)*

Program Objective:

Air Force Materiel Command (AFMC), with over 120,000 assigned personnel at ten installations and geographically separated units, faces a formidable requirement to rapidly alert assigned personnel during emergencies and elevated alert conditions. The requirement is for both

simultaneous mass notifications to all personnel throughout the command or in specific installations, and for rapid alerts to targeted groups, such as base-level first responders or Crisis Action Teams. There is likewise a requirement to track recipients' responses and status ensuring accountability in times of emergency as required by Air Force Instruction (AFI) 10-218 Personnel Accountability in Conjunction with Natural Disasters or National Emergencies. To satisfy these critical personnel security and safety requirements, AFMC embarked on a multi-year effort to implement an emergency notification system (ENS) based on a commercial-off-the-shelf (COTS) software application that leverages their existing IP network infrastructure. AFMC has completed the first phases of their planned implementation, and can now leverage their existing IP network to reach all assigned personnel through any network-connected device, such as desktop PCs, PDAs, or cell phones. The closed-loop alerts reach all 120,000 AFMC personnel with instructions for action appearing as a popup – all within 1-2 minutes.

Prompted by AFMC's efforts and success, several other AF MAJCOMs have adopted the same technical solution based on the same COTS software which now supports over 80% of the Air Force, establishing a de-facto standard. To ensure their emergency notification system is available in case of primary site failure or isolation, and to support the Air Force's mandate to deploy net-centric systems in centralized data centers (I-NOSC), AFMC needs to complete an AFMC-wide fail-over capability and complete their efforts to establish and integrate with a broader AF-wide emergency notification capability

How will this earmark serve to expand the capacity of your organization and how will your organization sustain this work beyond the federal funding? *(Your response must focus on the impact of the requested funds rather than the organization's long-term goals.)*

This continued program in conjunction with the US Military community will add high technology jobs and capability to AtHoc and increase the number of systems (which will be supported and licenced in continuing POM and FYDIP cycles).

What is the local significance of this project?

Increase of 4-7 local jobs and continued upgrade and technology improvements to the alerting capabilities which are of interest to not only the military, but universities, school systems, communities, and public and private entities who need alerting systems and capabilities.

How many residents of the 12th CD will benefit from this project? *(i.e. jobs created, services rendered to, how many people, etc.)*

Thirty current employees and their families and the additional 4-7 new hires and their families. Additionally, increasing the footprint and capability with the United States Air Force will allow the overall cost of the alerting capability to decrease thus making the technology more affordable to schools and other institutions, increasing the size and capability of AtHoc in the South Bay area.

List any other organizations or state/local elected officials who have expressed support for the project in writing. *(Please submit copies of support letters along with the proposal.)*

Does the organization have any other funding requests for this project? *(Federal, State, Local or private pending?)* No

Has the organization previously received Federal funds for this project? *(Please list any funds received [by fiscal year] and briefly describe how those funds were spent.)*

Yes. The military is procuring this system by using discretionary base funding (\$3.5 million) and there was \$800,000 added by Congress in FY2008.

Please attach a list of your organization's staff and board members *(if any).*

Guy Miasnik - President, CEO
Ly Tran - Vice President of Sales and Corporate Development
Andy Anderson - Vice President of Operations, Defense Sector
Dubhe Beinhorn - Vice President of Operations, Public Sector
Aviv Siegel - Chief Technology Officer
Simon Berman - Vice President of Marketing
Olivia Dillan - Vice President of Engineering and Services
Rakesh Gupta - Director of Product Development

Board of Directors:
Robert M. Halperin
David Strohm
Guy Miasnik
Ly Tran

Please attach any additional relevant materials.

**NET-CENTRIC EMERGENCY NOTIFICATION SYSTEM FOR AIR FORCE MATERIEL
COMMAND**

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Action Requested:

Fund \$4.5M to meet the operational requirements of the Air Force Materiel Command to comply with AFI 10-2501 Air Force Emergency Management (EM) Program Planning & Operations, specifically to complete a fail-over capability and integrate with a broader AF-wide notification system based on net-centric consolidation efforts.

Suggested Language:

The committee recommends an additional \$4.5 million specifically to complete the procurement and deployment of Air Force Materiel Command's Net-centric Emergency Notification System. The security-certified Emergency Notification Management System, designed to alert over 120,000 personnel

within minutes, from both centralized and distributed control centers, requires a fail-over capability and must integrate with broader AF net-centric constructs and efforts.

**Contractor Performance
Customer Input sheet & Questionnaire
Solicitation Number:**

This Questionnaire shall not be completed by the offeror, but should be forwarded to customers for whom offeror has performed services or provided material.

Offeror Name: AtHoc, Inc.

Customer: Air Force Materiel Command

1. The completion of this questionnaire is requested from your agency/company in order for Fleet and Industrial Supply Center, Norfolk to evaluate the aforementioned contractor's past performance on previous contracts as it relates to the probability of successful accomplishment of the work required by the Government relative to the award of the contract resulting from the solicitation.

2. Please provide concise comments regarding your overall assessment of the contractor's performance on the contract identified below. Please respond to each question in a narrative format. Please mail to fax your completed questionnaire directly to the address below:

3. EXPLANATION OF PERFORMANCE RATINGS:

O -OUTSTANDING -Truly exceptional accomplishment of contract requirements and extraordinary customer satisfaction. Virtually no doubt exists that offeror will very successfully perform the required effort and provide truly exceptional accomplishment of contract requirements. Extremely low performance risk.

HA – HIGHLY ACCEPTABLE – Superior accomplishment of contract requirements and very high customer satisfaction. Very little doubt exists that the offeror will very successfully perform the required effort and provide superior accomplishment of contract requirements. Performance exceeds contractual requirements to the Federal Government's/State Government's/Municipal Government's/commercial vendor's benefit. The contractual performance of the element being assessed was accomplished with some minor problems for which corrective actions taken by the contractor were effective. A Highly Acceptable rating represents very low performance risk.

A – ACCEPTABLE – Fully-compliant accomplishment of contract requirements and positive customer satisfaction. Little doubt exists that the offeror will successfully perform the required effort. The contractual performance of the element being assessed contains some minor problems for which corrective actions taken by the contractor appears or was satisfactory. An Acceptable rating represents low performance risk.

M – MARGINAL – Minimal or weak accomplishment of contract requirements and low level of customer satisfaction. Performance does not meet some contractual requirements. The contractual performance of the element being assessed reflects a serious problem for which the contractor has not identified corrective actions or the contractor's proposed actions appear only marginally effective or were not fully implemented. A Marginal rating represents significant doubt that the offeror will successfully perform the required effort and high performance risk.

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U - UNACCEPTABLE/UNSATISFACTORY- An Unacceptable/Unsatisfactory rating indicates failure to properly accomplish contract requirements and failure to satisfy the customer. Performance does not meet

most contractual requirements and recovery is not likely in a timely manner. The contractual performance of the element being assessed contains serious problem(s) for which the contractor's corrective actions appear or were ineffective. A rating of Unacceptable/Unsatisfactory indicates very high performance risk.

N – NEUTRAL – No relevant past performance history in the area of the solicitation specifications requirements or past performance information is not provided or available. Unknown performance risk. This meets a rating of Not Applicable.

4. Please provide the following identifying information and past performance assessment:

Contractor: AtHoc, Inc.
Contract Number: FA8771-04-D-0003
Period of Performance: 17 October, 2007
Awarded Price: \$825K
Current Contract Dollar Amount: \$825K

Describe the Product and/or Service Provided: Provide Emergency Mass Notification System software, engineering support, and related software modules to complete the network alerting installation at Eglin, Arnold, and Wright Patterson AFBs.

ASSESSMENT ELEMENTS (Please circle the appropriate rating for each item on the questionnaire and provide supporting narrative.)

1. Rate the Offeror's Quality:

a. Overall Satisfaction with the Offeror (The offeror's demonstrated history of delivering products and/or services that met or exceeded the requirements of the contract.)

O HA A M U N

Narrative: AtHoc provided outstanding support in delivering the product on time and at the agreed upon price. All services and support was outstanding and responsive to AFMC needs. They delivered superb operator training at those bases ready to be trained on the use of the software.

b. Offeror's demonstrated ability to institute and maintain privacy principles and policies to safeguard personal information.

O HA A M U N

Narrative: AtHoc role/permission based system ensured operators were restricted to only authorized information. Security and administrative controls were in place to ensure the privacy and integrity of all database information.

c. Instances of rework and/or deficiency reports.

O HA A M U N

Narrative: Not Applicable

d. Effective and/or innovative work applications that were beneficial to you.

HA A M U N

Narrative: AtHoc is highly effective at enterprise implementation and showed superb flexibility in working issues we faced with our solution. Due to the Enterprise environment, adjustments to some sites were need and the AtHoc engineers always found a solution to our issue and ensured we stayed on track.

2. Rate the Offeror's Timeliness.

a. Demonstrated ability to comply with: delivery and/or performance schedules. What were the causes of any delays?

HA A M U N

Narrative: Product or services were delivered on time or ahead of schedule. Issues external to AtHoc control were handled in stride and AtHoc provided guidance on fix action as needed to keep the project moving.

b. Timeliness of submission of requested information, reports, and invoicing:

HA A M U N

Narrative: All required information, reports and other items were submitted as required by the contract.

3. Rate the Offeror's Responsiveness:

a. Demonstrated ability to respond to your concerns, isolate and resolve problems and take systemic improvement action.

HA A M U N

Narrative: AtHoc scheduled weekly status calls to ensure any concerns or issues were resolved in a timely manner. That approach created an outstanding working environment for all parties facilitating quick isolation and resolution of concerns and issues that came up during the project. Their engineering support team was superb.

b. Did the product meet the required level of quality?

HA A M U N

Narrative: Yes, the system exceeded the operator's expectations and has reduced their workload in making notifications over multiple communications channels.

c. What is your overall rating of the contractor's performance?

HA A M U N

Narrative: Excellent, they met our objectives, milestones and provided outstanding support during this contract.

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4. Contractor's cost control. Did the contractor deliver at the agreed-to price/cost? Describe reasons for changes to the contract value (e.g. scope changes, Government-imposed schedule changes, etc.)

O H A A M U N

Narrative: All deliverables were provided at the agreed upon price and there were no surprises or changes required.

5. Identify the contractor's overall strengths and weaknesses.

AtHoc is truly customer focused and delivered a superior product. Engineering and technical support personnel are knowledgeable and understand the dynamics of an Air Force environment. AtHoc routinely solicits user feedback and is eager to develop new functionality sometimes making product adjustments immediately.

6. Given the choice, would you award to this contractor again? If not, why?

Yes, we recently awarded another contract to complete the entire command under AtHoc enterprise solution.

7. Are you aware of any other contracted efforts performed by this contractor similar in nature to this contract? Please identify contract/program and point of contact. AtHoc is currently implementing their enterprise solution at ACC and AETC. They can provide you with the Point of Contact if needed.

8. Is there anyone else we should send this questionnaire to? Please identify by name, organization, and phone number. _____

9. Please provide name, title, address and phone number of person completing this questionnaire.

Major Jose Bareng
Deputy Director, Plans and Programs Division
96th Communications Group
Eglin AFB, FL
DSN: 872-3821
Commercial: 850-882-3821
E-Mail: jose.bareng@eglin.af.mil

Thank you for your assistance in this source selection.

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