



# Integrated Surveillance Towers (IST) Program Consolidated Tower & Surveillance Equipment (CTSE) Contract

## Post Draft RFP Industry Brief

**DRAFT REQUEST FOR PROPOSAL (RFP)**  
**Solicitation No.: DRAFT**

October 4, 2022



U.S. Customs and  
Border Protection

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# Guidelines for Virtual Session



- The Government will record the conference
- Non-recognizable or unidentified names and/or phone numbers will be removed from the conference
- Breaks are to be taken at individual's discretion
- Session will be held from 1:00 pm - 2:00 pm EDT
- Draft RFP clarification questions, comments and recommendations for changes to the final RFP will be accepted until 5:00 pm EDT on October 14, 2022
  - Questions will be consolidated and answered at the Government's discretion
  - Answered questions will be posted to sam.gov and made publicly available to interested offerors

# Agenda



- Background
- Integrated Surveillance Towers (IST) Program
- IST Program Scope
- IST Contract Approach
- Significant Changes to the Draft RFP
- IST Test Strategy to Mitigate Integration Risk
- Discussion of Select Documents and Topics
  - CTSE Capability Interest Matrix (CCIM)
  - Performance Work Statement (PWS) Template
  - Geographical Laydown
  - Integrated Logistics Approach
- Three-Phased Evaluation Approach
  - Prior Experience vs. Past Performance
- Feedback Submission

# Background



- Oct 2018 – Industry Day Brief on “Common Contract” RFP
- Sep 2019 – Industry Update
- Dec 2020 – Draft Tower, Power, Instrumentation, and Communications (TPIC) RFP Released
- Jan 2021 – TPIC Pre-Solicitation Industry Brief
- Jul 2021 – Industry updated advising release of RFP suspended indefinitely
- Oct 2021 – Industry Update changing the Acquisition name from TPIC to CTSE and anticipating a Draft RFP release in Q2 FY22
- Apr 2022 – Industry Update providing additional information on IST system and revised date for Draft RFP release to Q3 FY22
- Sep 2022 – Draft CTSE RFP released
- Dec 2022/Jan 2023 – Anticipated Final RFP release

# Integrated Surveillance Towers (IST) Program



- The IST program was established to consolidate disparate surveillance tower systems under a single unified program structure and set of contracts.
- IST gives U.S. Border Patrol (USBP) a single program management office for all surveillance tower needs
- Will continue to deploy previously planned legacy program towers and sustain towers already deployed
- IST Program of Record established in March 2022

# IST Program Scope



Future IST Program Deployments		
Sector	New Deployments	Existing Legacy RVSS Upgrades
Big Bend	63	2
Rio Grande Valley	1	0
San Diego	48	21
Del Rio	52	29
El Paso	46	33
Laredo	31	5
Buffalo	16	0
Blaine	2	32
Detroit	6	0
Swanton	5	5
El Centro	66	45
<b>Total Future Deployments</b>	<b>336</b>	<b>172</b>

Future Delivery Orders will be competed amongst the CTSE IDIQ winners for the installation of new towers and upgrades to legacy towers

Notional Deployments: The number, type, and location of new surveillance towers will be determined by collaboration with key stakeholders from USBP



# IST Contract Approach



- The Consolidated Tower & Surveillance Equipment (CTSE) contract provides:
  - Fixed and relocatable towers; medium and long-range surveillance.
  - Northern and Southern border capable systems; and maritime surveillance systems.
  - Includes surveillance hardware (sensors), towers, comms equipment, power, site security, and fencing.
  - Contractor Logistics Support (CLS) for up to two years following delivery of each AoR.
  - Long term support and sustainment will transfer to organic Government support.
- Contract Type: Multiple Award, Indefinite Delivery/Indefinite Quantity (IDIQ), 14-year Period of Performance (POP) (Includes 1.5-year Base; one 3.5-year Option; one 5-year Option; and two 2-year Option periods) with up to three IDIQ winners.
  - Full and Open Competition
  - Hybrid Contract type (Firm Fixed Price/Time and Material)
  - Each CTSE IDIQ winner will be awarded one Delivery Order (DO1) for a USBP Area of Responsibility (AoR) where they will deliver five towers each during Phase 1 of DO1. Installation of any remaining towers in that AoR would be exercised during Phase 2 upon USBP direction and availability of funds.
  - Subsequent Delivery Orders (DOs) will be competed between the IDIQ winners (continuous competition)
  - Best Value – Tradeoff



# Significant Changes Since Last Draft RFP

- The CTSE Functional Specification Document (FSD) (J-02) defines the functional requirements for the system (derived from the Functional Requirements Document (FRD))
- CTSE Capability Interest Matrix (CCIM) further tailors the FSD and excludes certain requirements that are not applicable to DO1:
  - Spotlight
  - Loud Hailer
  - Other requirements intended for functionality in the maritime domain
- The CTSE FSD includes two new functional requirements:
  - Edge Computing Hardware
  - Automatic Slew-to-Cue
- The CTSE FSD excludes the following:
  - Autonomous Identification, Autonomous Sensor, and Expeditionary Towers



# Significant Changes Since Last Draft RFP (cont.)



- Tower types in Section B of the Solicitation and in J-03 PWS Template have been simplified to reflect delivery and pricing of only Relocatable Towers. All other tower types (e.g., Fixed) will be treated as “Specialty Towers” and priced at the time they would be required.
- The minimum quantity that the Government is obligated to procure is now only the Pre-Deployment Sensor Suite Delivery and Integration (CLIN 0014).
- **Emphasis on flexible communications technology**
  - CBP desires to take advantage of significant commercial advancements in communications technology such as commercial LTE / 5G, Mobile Ad Hoc Network (MANET), low cost / high bandwidth satellite communications, and other similar technologies. CTSE offerors are encouraged to consider incorporating multiple, flexible communications options.

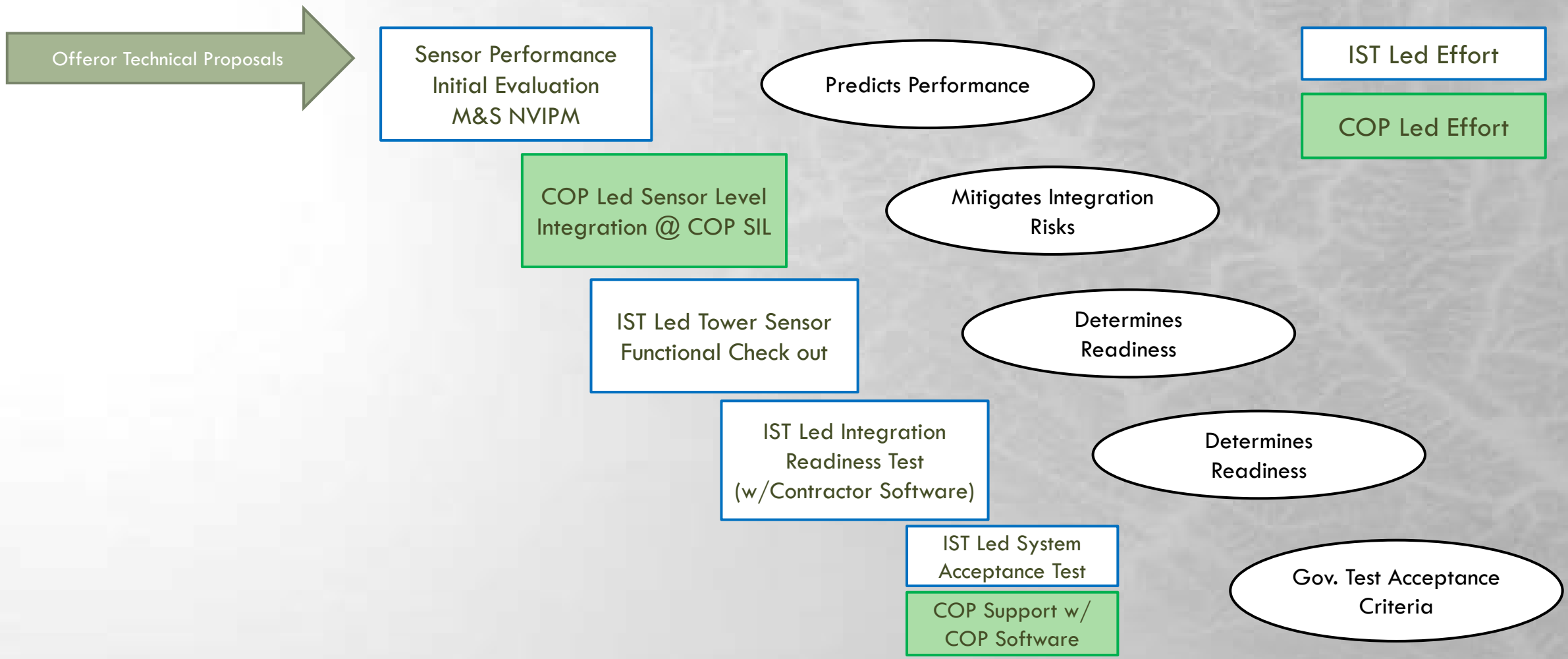


# Significant Changes Since Last Draft RFP (cont.)

- COP will be deployed as a separate Program with a hybrid IT infrastructure
  - COP will be cloud based
  - Edge Computing hardware will be supplied by CTSE contractors on each sensor tower
- CTSE Contractors will be required to:
  - Emphasis on seamlessly connecting the tower components (including required firmware/software) to enable the COP to easily control the towers and exploit useful data
  - Provide features such as slew to cue, auto track, and provides system health and status data that can be ingested by COP
  - Produce data in CBP defined formats (examples):
    - Machine to machine messages: Cursor on Target
    - Video compressions: H.265
    - Motion Imagery Standards Board (MISB) compliant video
  - CTSE contractors must publish Application Programming Interfaces (APIs), Interface Control Documents (ICDs), and Software Development Kits (SDKs) (as applicable)



# IST Test Strategy to Mitigate Integration Risk



Several Opportunities to Mitigate Risk

# J-07 CTSE Capability Interest Matrix (CCIM)



- The CCIM requires Offerors to write Functional Capability Statements that will provide the Government with commitment statements to meet the defined requirements
  - The CTSE Functional Specification Document (FSD) defines requirements for IST System that include Threshold (T) to Objective (O) Levels
  - Delivery Order requirements are outlined in the CCIM
  - Offerors may tailor the CCIM to meet the capability of their solution
  - Offerors will be expected to meet commitments in CCIM during testing
- USBP will consider amendments to existing CCIM (FSD) requirements that may be advantageous to the Government (requirement clarification, technical feasibility, etc.)
  - Alternative/innovative requirements to the CTSE scope that align with USBP mission
  - Innovative solutions not covered in the solicitation that will achieve IST objectives

# J-03 Performance Work Statement (PWS) Template



- PWS Template helps provide a consistent approach for the proposals
- Template to be used by each Offeror in drafting their PWS
- The Offeror may add subsections as needed to provide novel solutions to Government requirements
  - Request that Offeror retain the template's numbering methodology

# J-05 Geographical Laydown



- Provides the Offeror with the approved geographic laydown coordinates for US Border Patrol Stations where CTSE sites were identified and approved for deployments
  - Included in the Geographic Laydown:
    - Delivery Order 1 (Phase 1) overview
    - Basic tower requirements for CTSE sites
    - Five (5) CTSE sites at each of three (3) Station Areas of Responsibility (AoR) with Communications support infrastructure information
      - San Diego Sector (SDC), Campo Station (CAO) AoR
      - Del Rio Sector (DRT), Del Rio Station (DRS) AoR
      - El Paso Sector (EPT), Santa Teresa Station (STN) AoR
    - Latitude and longitude of CTSE sites
    - Relay tower sites and structural information (where available) for each Station
    - Additional towers in each AoR that could be delivered or upgraded during Phase 2 of DO1 (upon USBP direction and availability of funds)
  - (The notional list of future tower deployment sites was moved to J-19 CTSE SOO Appendix B)

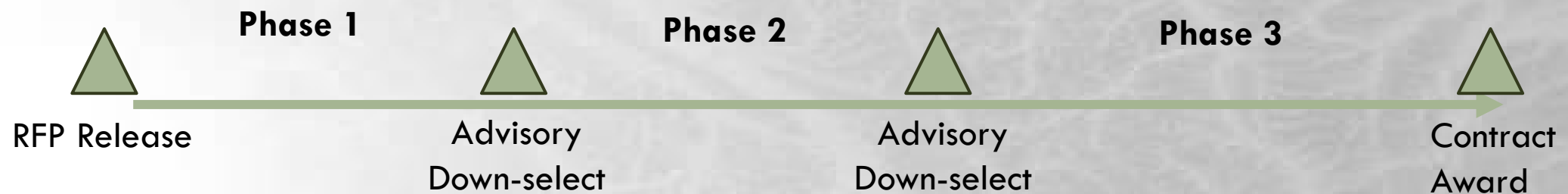


# Integrated Logistics Approach



- **Contractor Logistics Support (CLS)**
  - Up to two years possible
  - Government intends to transition to Government organic support by the end of the CLS period of performance
- **Management of Government Property**
  - Manage IAW Government approved Asset Management Plan
  - The asset management and maintenance tracking software to be utilized shall be the CBP Integrated Logistics Support System (ILSS) database
- **Government approach to Operational Availability assessment**
  - The Contractor shall collect, analyze, and report logistics metrics as follows:
    - Mean Time Between Critical Failures (MTBCF)
    - Mean Down Time (MDT)
    - Max Down Time (MaxDT)
    - Operational Availability (Ao)
    - Spares Management

# 3-Phased Evaluation Approach



- **Order of importance between Phases 1-3**
  - Phase 1 - Prior Experience - Most Important
  - Phase 2 - Narrated Video with Oral Presentation – 2<sup>nd</sup> Most Important
  - Phase 3 - Technical, Price, Management, Past Performance and Past Performance Questionnaires, and Small Business Utilization. Descending order of importance (except Small Business Utilization will be rated as acceptable or unacceptable and is not included in the order of importance).
  - Non-price factors, when combined, are significantly more important than Price

The Government's advisory down-select process is intended to save industry time and money. A recommendation may be made to an Offeror to not continue in the source selection when it is unlikely that the Offeror is a viable competitor.

Note: Advisory down-selects do not prohibit Offerors from continuing in subsequent phases of source selection if they choose to do so.



# Prior Experience vs. Past Performance

- The phased RFP process requires Prior Experience (Phase 1) and Past Performance (Phase 3)
- Prior Experience is defined as whether an Offeror has recent and relevant experience in executing contracts of similar scale, scope, and complexity as described in this solicitation
- Past Performance outlines how well an Offeror performed on active or completed contracts within the past five (5) years to establish recency and relevancy

# Feedback



- The final deadline for feedback is 5:00 pm EST on October 14, 2022. All feedback will be considered, but any responses will be at the Government's discretion.
- Send all feedback including questions to ctse@cbp.dhs.gov
  - Answered questions will be posted to sam.gov and made publicly available to interested offerors
- Reminder: All companies must be registered in sam.gov to submit formal proposals.
- Please monitor sam.gov for any additional information.

\*Please review all documentation on sam.gov carefully.