



Flexible Offerings for a Flawless Transition

Communication Services Transition Support

NETWORKX TRANSITION: Expertise and Solutions Proven to Optimize Outcomes

Networkx is the successor to the widely-used FTS2001 program for voice, data, and other network services. The Networkx program represents the latest generation of contracts developed and managed by the General Services Administration (GSA) to deliver to federal government agencies the cost savings and service benefits of volume purchasing. Enjoying these benefits requires an agency to "transition" all communication services from the FTS2001 Crossover and Bridge contracts to the new Networkx services contracts.

Successful transition requires a labor intensive burst of activity to accurately plan and manage physical, technological, and administrative aspects to completion within a limited time frame, often with limited resources. Managed inefficiently, transition costs can skyrocket and transition expense reimbursement opportunities may be missed, projecting the anticipated payback for switching to Networkx further into the future than necessary. Worse yet, haphazard transition planning or execution can cause significant disruption of essential Agency communications.

Apptis has the experience to assist you in effectively managing your Networkx Transition. With recognized success from supporting FTS2001 and now the Networkx Transition Coordination Center (TCC) as well as other similar transitions, Apptis offers invaluable insights and lessons learned. Our tools and disciplined process have been proven to ensure continuity of service and save millions of dollars. And, with the Apptis team dedicated to your transition, your staff can continue to focus on priority, mission-enabling programs rather than the changeover.



A Multi-million Dollar Track Record

To date, Apptis' seasoned transition team has recovered in excess of \$15 million dollars in pre- and post-transition billing errors for its community of clients.



How Apptis Can Help You With Your Transition

1. Make better decisions with a thorough evaluation of options.
2. Get better results by leveraging lessons learned.
3. Improve efficiency and accuracy with proven tools and techniques.
4. Allow your staff to focus on your mission, not Networkx.
5. Minimize the risk of disruptions with a focused, experienced transition team.
6. Ensure your agency will reap the cost benefits of Networkx as early as possible.

Controlling Chaos, Costs, and Continuity

Transitions are very detailed, demanding, and complex efforts. They involve planning, technical analysis, sequencing, scheduling, and taking timely action to correct unexpected issues. They involve synchronizing efforts by the agency, its existing FTS2001 Crossover service providers and its new Networkx service providers to plan the transition, adapt existing solutions to new technologies, order and install new connections without causing chaos and service disruptions, and terminate the superseded connections.

Transitions make high demands on agency brainpower and manpower. Leaders need to understand transition options, anticipate future needs, make architectural and contractual choices, conduct fair opportunity assessments based on those choices, and allocate both time and resources. Transition project managers need to document current assets, make tactical choices, oversee multiple contractors nationwide, execute contractually required ordering and termination actions, and report on progress.

For most agencies, executing a successful transition while pursuing mission-critical priorities is difficult, at best. By leveraging Apptis' experience and proven solutions, you can access the extra brainpower and manpower to optimize your transition outcomes and control costs, continuity, and chaos.

Proven Process

Experience has taught us that a smooth transition is the result of a disciplined, four step process. Apptis' Transition Management Process was refined to account for the strategic, operational, technological, and financial factors that impact each phase of the transition lifecycle.

Transition Management Process



Four Keys to Success: Start Early – Plan Carefully – Follow the Proper Sequence – Remain Flexible

Big Transition Successes, Earn Big Recognition

The Apptis Team managed or supported FTS2000 and FTS2001 transitions for major agencies with thousands of sites nationwide, hundreds of thousands of employees, with a widely diverse mix of telecommunications technologies and services. Our successes have consistently earned recognition including:

- SSA FAS Partner in Service Award FTS2001
- General Services Administration Certificate of Achievement For Exemplary Management and Execution FTS2001
- General Services Administration Certificate of Achievement For Management and Administrative Excellence in Transitions.

Flexible Offerings

Agencies can leverage our expertise throughout the entire transition period, or you can use our dedicated Apptis team to supplement in-house efforts on an as-needed basis.

1 Strategy and Planning: Roadmap that Minimizes Risk

- *Organizational Planning*
 - *Requirements*
 - *Roles and Responsibilities*
 - *Manning and Qualifications*
 - *Agency Transition Manager Assignment*
 - *Agency Hierarchy Code (AHC) structure development*
- *Future Network Architecture Planning*
 - *Budgeting*
 - *Development of Strategic Consideration*
 - *Adapt Current "Custom Designs" to New Offerings*
 - *Mapping to AHC*
- *Transition Planning*
- *Communications and Training Planning*
- *Ordering and Disconnect Strategy*

2 Discovery: The Foundation for Success

- *Studies and Data Collections*
 - *Assess and Validate Inventory*
 - *Trade-off Analyses*
 - *Risks Assessment*
 - *Activity Prioritization*
- *Fair Opportunity Assessment*
 - *Develop necessary Statements of Work*
 - *Evaluate Pricing*
 - *Evaluation of Vendors' Proposals*
- *Network Service Offering Analysis*
 - *Contractual Considerations*
 - *Technical Alternatives*
 - *Pricing Analysis*

3 Execution: Vigilance for a Seamless Transition

- *Project Coordination*
 - *Scheduling*
 - *Communication*
 - *Monitor Activities*
 - *Status Reporting*
- *Site Planning and Readiness Reviews*
- *DAR Administrator and DARs*
 - *Appointments and Appointment Letters*
 - *Notification to Service Providers and GSA*
- *Place Orders and Disconnects*
 - *Place New Service Orders (with New AHC)*
 - *Place Old Service Disconnect Orders*
 - *Monitor Order Status Including Conflicts between Installation and Disconnects*
- *Manage Cutovers*
 - *Prepare and Track Service Orders*
 - *Identify and Resolve Issues*
 - *Acceptance Test Reporting*
 - *Manage Contractor Reporting*
 - *Manage Transition Cost Reimbursements*

4 Closeout: Validating Results

- *Transition Progress Reporting*
- *Billing Verification*
- *Document Lessons Learned*
- *Post Network/Ongoing*
 - *Billing Verification and Discrepancy Identification*
 - *Cost Management and Allocation*
 - *Budget tracking and planning*

An Experienced Transition Team

Apptis' transition team is led by experienced telecommunications experts with decades of combined experience managing large systems migration and implementation for federal government agencies. To accommodate the largest and most complex efforts, Apptis has teamed with a select group of partners, allowing us to address the full spectrum of telecommunications services and technologies.



Extensive Toolset

Included with Apptis Transition Support services is access to a full suite of automated tools that can be customized to address each unique set of customer requirements and environments. Our toolset is specifically targeted at Transition Support although they support the full lifecycle of telecommunication management. Because our tools are included in our service, large customer capital outlays are avoided.

Apptis has extensive experience with other tools widely used within the federal government for telecom management including the online General Services Administration FTS2001 pricing tool and the new Networx Pricer, the Intergovernmental Payments and Collections (IPAC) system, the FTS2001 invoice tool called Monthly Online Records and Reports of Information-Technology Service (MORRIS) and the requirements for the Networx replacement version called Enhanced MORRIS (EMORRIS), the Telecommunications Ordering and Pricing System (TOPS) tool supporting WITS and other local service providers, and the Defense Finance and Accounting Service (DFAS) tools. Our support to the Networx Transition Coordination Center and its website also strengthens our ability to support Agencies. Apptis also has extensive experience in the use of a wide range of network design tools used to develop optimum solution designs and performance, using simulation and modeling techniques.

Contract and Contact Information

Apptis' Networx Transition Team can be retained under the General Services Administration CONNECTIONS Contract, the General Services Administration MOBIS Schedule, or multiple Agency or Departmental contract vehicles.

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