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Summary of CRV RFI

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CRV Request for Information (RFI)

- Prior to the ICAO APAC CRV Procurement process, the CRV TF sent out Request for Information (RFI) to communication service provider to ask for information with regards to regional network capability.
- Jan. 2015



Summary of CRV RFI



- 3 groups of information were requested
 - Network design and Service Level Agreement
 - Service Maintenance and Implementation
 - Financial and Contractual Analysis
- Pricing scheme were requested as part of Group 3



Summary of CRV RFI



- 9 Companies responded to the CRV RFI
- 2 Companies provided full pricing information, others provided partial information.
- RFI pricing information was used to update the Cost-Benefit Analysis (CBA) of ICAO APAC CRV.
- Partial Information was used as requirements to the User Requirements.



Summary of CRV RFI



- Companies include both service provider familiar with aviation and general communication service provider.
- Their experiences with aviation also varied; from directly involved with aviation to no experience with aviation at all.



Summary of CRV RFI



- Companies include both service provider familiar with aviation (SITA, ARINC, Harris, Comsoft) and general communication service provider (KDDI, StarHub, Telstra, NTT, HGC).



Summary of CRV RFI



- Different solution architectures were offered
 - Terrestrial + satellite solutions
 - Full satellite solution (VSAT-based)
 - Terrestrial + satellite + internet VPN solutions
- Some companies did not provide solution at this stage (RFI).



Additional Requirements



- The internet shall be used as minimally as possible and offers with the internet lower usage proposal shall receive higher score.
- In case of the internet usage, security provision shall be provided.



Additional Requirements



- Information of SLA from different companies' response to RFI was integrated into standard levels of services of CRV.
- Consider the use of minim security mechanisms within the network.
- Companies shall state their capability to perform interconnection between CRV and other regional network (e.g. PENS).



Additional Requirements



- Monitoring and Maintenance Services offered:
 - Network Operation Center (NOC)
 - Contact Information in case of issues
 - Mitigation Plan
 - Escalation Process with member states (through Operation-Oversight Group – OOG)
 - Etc.



Additional Requirements



- Project Management aspects:
 - Project Planning
 - Experienced project manager and team members
 - Resource allocations and local staff
 - Milestones and all key-decisions points
 - Etc.



Additional Requirements



- Increase weighting of costs for small islands in tender evaluation.
- Use of the internet-based VPN for non-critical application for small islands is allowed.
- May integrate proposed CRV network with existing point-to-point network for small islands.



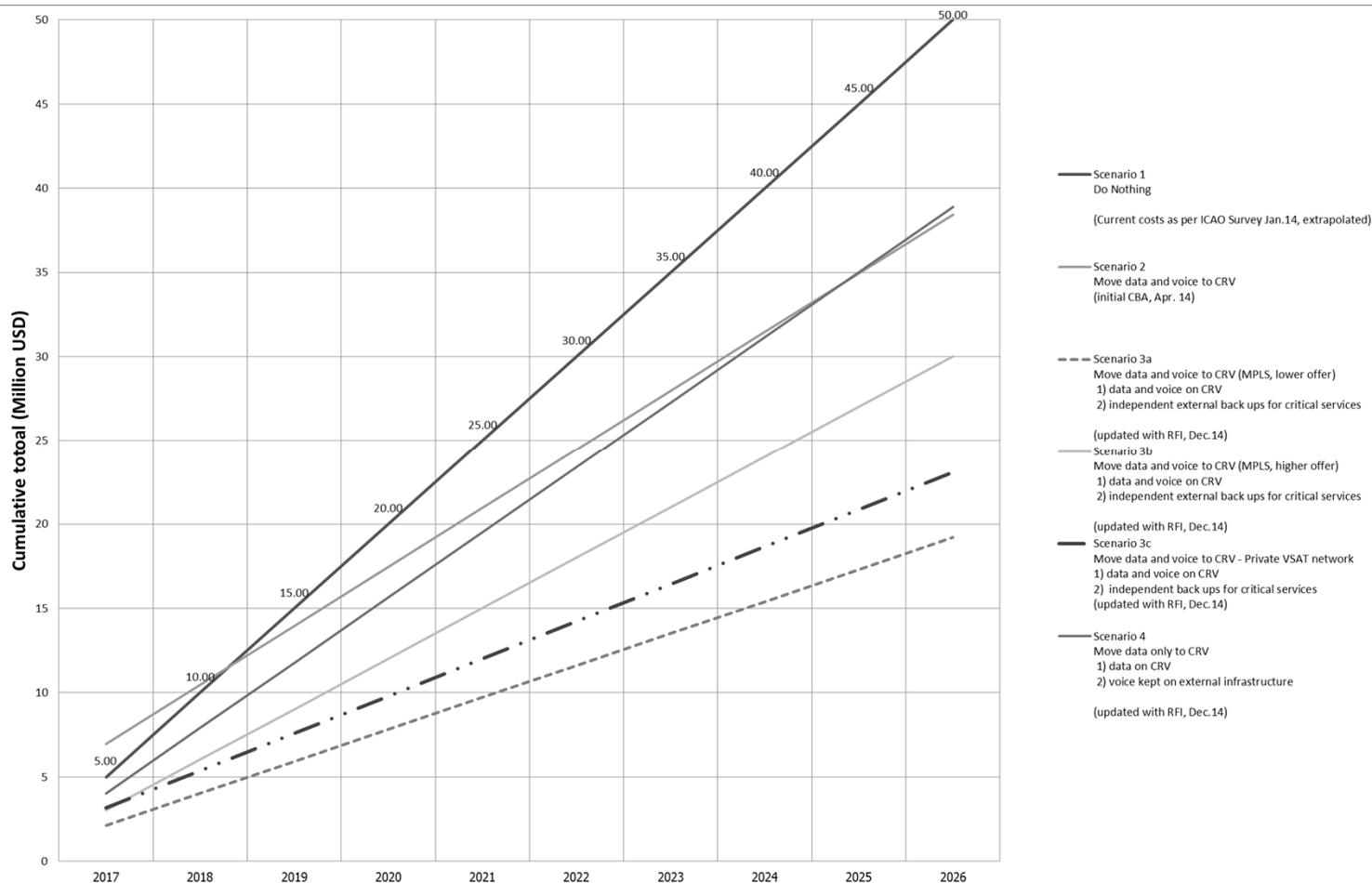
Inputs to CBA



- Previous CBA scenarios
 - Do nothing
 - Move data and voice to CRV
- Additional scenarios for CBA consideration
 - Move data and voice to CRV (MPLS solution lower offer)
 - Move data and voice to CRV (MPLS solution higher offer)
 - Move data and voice to CRV (VSAT solution)
 - Move data only to CRV



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THANK YOU