

UNCLASSIFIED  
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

**SOURCE SELECTION DECISION DOCUMENT**  
**FOR**  
**100G ETHERNET ENCRYPTOR**  
**RFP No. NRO000-14-R-0099**

As the Source Selection Authority for this acquisition, I conducted a best value tradeoff process in accordance with FAR and [redacted] As a result, I have determined that ViaSat, Inc. (Contractor D) provides the best overall value to satisfy the NRO's needs. This selection was made based upon the criteria established in Section M of the Request for Proposal (RFP), "Evaluation Factors for Award," my integrated assessment of the proposals submitted in response to the RFP, and the capability of ViaSat, Inc. to fulfill the Government's requirements. The evaluation criteria against which the potential sources were evaluated, in order of importance, are listed below.

(b)(3)

- The Non-Cost Area is significantly more important than the Cost Area.
- The Non-Cost Area consists of three items: Technical/Management; Past Performance; and Security. Of the three, Technical/Management is more important than Past Performance and Security.
- The Technical/Management Item consists of four factors. Of the four factors, the Design Approach is the most important factor. The Reliability, Availability and Maintainability (RAM) factor and the Capabilities and Experience factor are equally weighted, and are more important than the Program Management factor.

Three of the original four Offerors were determined to be amongst the most highly competitive proposals and, therefore, in the competitive range. Contractor B did not make the competitive range. Meaningful discussions were held with each Offeror in the competitive range and the award decision was made after receipt and evaluation of the Final Proposal Revisions.

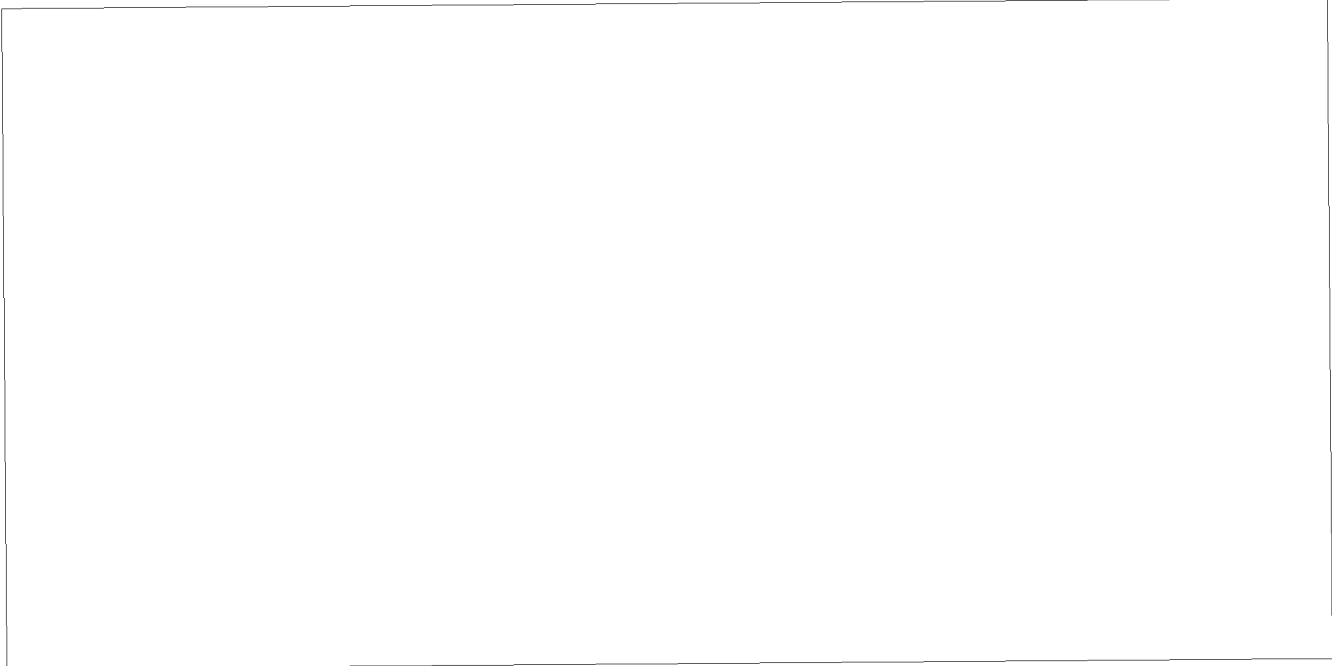
ViaSat's proposal was superior from a [redacted]

[redacted]

(b)(3)  
(b)(4)  
(b)(5)

**Page Denied**

**UNCLASSIFIED**  
**SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104**

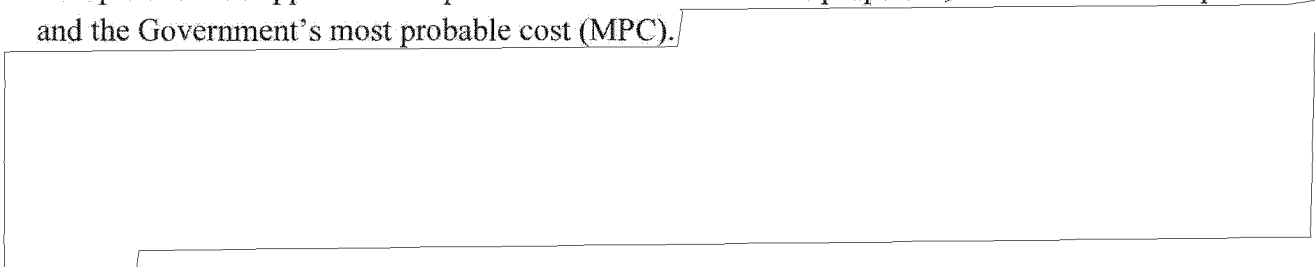


(b)(3)  
 (b)(4)  
 (b)(5)

<b>EVALUATION CRITERIA</b>	<b>Contractor A</b>	<b>Contractor C</b>	<b>ViaSat</b>
<b>Technical /Management Item</b>			
1.0 Design Approach			
2.0 Reliability, Availability, and Maintainability			
3.0 Capabilities and Experience			
4.0 Program Management			
<b>Past Performance Item</b>			
<b>Security Item</b>			
<b>Contract Definitization</b>			

(b)(5)  
 (b)(3)

The cost factor was evaluated based on the criteria of Cost Realism, Reasonableness and Completeness as applicable to specific areas of the Offeror's proposals, the Offeror's total price and the Government's most probable cost (MPC).



(b)(3)  
 (b)(4)  
 (b)(5)

**UNCLASSIFIED**  
**SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104**

A breakout of the Offeror’s originally proposed total price, FPR total price and the Government’s MPC is provided below.

**Proposed Price and Most Probable Cost**

<b>Offeror</b>	<b>Initial</b>	<b>MPC</b>	<b>Δ</b>	<b>FPR</b>	<b>MPC</b>	<b>Δ</b>
Contractor A						
Contractor C						
ViaSat						

(b)(3)  
(b)(4)

\*Contractor B was excluded from the competitive range

--

(b)(3)  
(b)(4)  
(b)(5)

In summary, based on the SSET’s evaluation and my independent review of the teams’ reports, and in accordance with the specified evaluation criteria, it is my decision that the ViaSat proposal offers the best overall value and is the most advantageous to the Government.

[Redacted Signature]

Source Selection Authority

(b)(3)