

INTRODUCTION

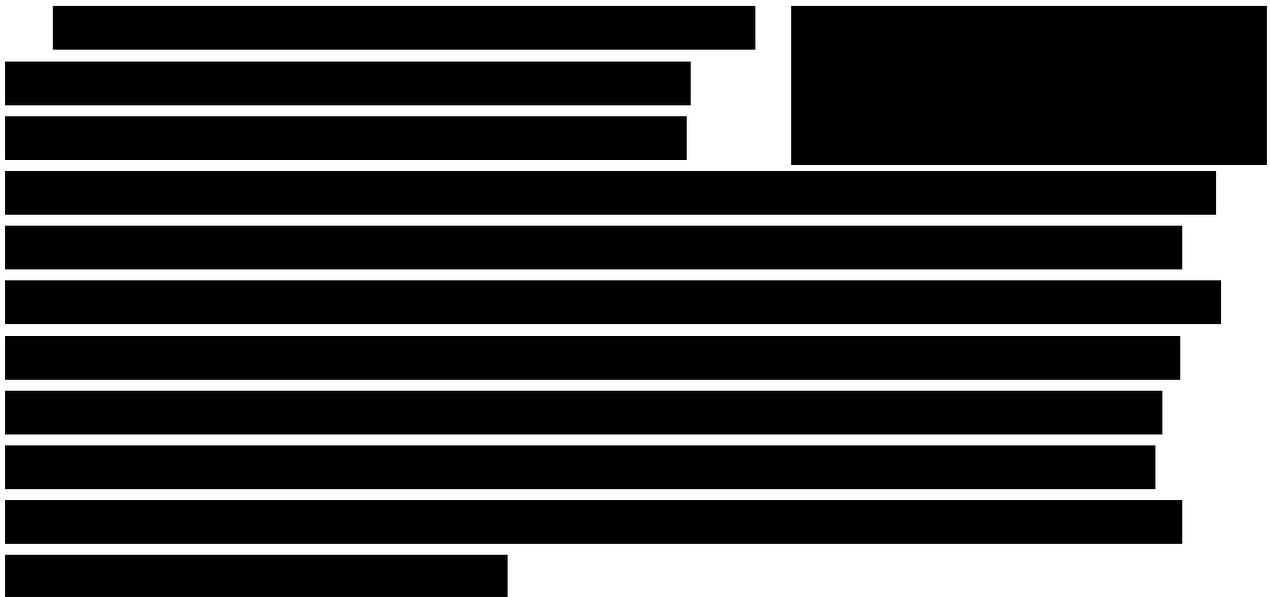
The MetTel Pricing Volume fulfills the mandatory service requirements and selected optional services requirements contained in the Pricing Identification Structure in RFP table B.1.2.1.1. This section presents our pricing strategy and a description of MetTel’s offering, demonstrating our capabilities in the following areas: Standards, Minimum Geographic Coverage, Optional Services, Features, Interfaces, Performance Metrics, and Security. Exhibit 6-1 highlights some key strengths and benefits of our EIS pricing solution in relation to RFP section M.3 evaluation criteria.

MetTel Offering Overview

- [REDACTED]
- Competitive pricing
- Unparalleled geographic footprint and depth of service scope
- A full-featured, comprehensive MetTel EIS Portal for automated access to ordering, Help Desk, trouble tickets, billing, inventory, services, and reporting
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

Exhibit 6-1. Features and Benefits of MetTel EIS Pricing Solution

| Evaluation Criteria | Features and Benefits of MetTel’s Approach |
|------------------------------|--|
| Understanding (M.3(1)) | <ul style="list-style-type: none"> • MetTel’s price response meets or exceeds the requirements for mandatory services (IPVS, ETS, VPNS, MNS, and AA). • MetTel meets or exceeds the requirements for all optional services proposed. • 20 years’ experience delivering telecommunications solutions to business and government clients. • [REDACTED] • MetTel’s advanced proprietary facilities based Future-Proof Network with reach and connectivity options for all EIS requirements |
| Geographic Coverage (M.3(2)) | <ul style="list-style-type: none"> • With the availability of multiple LECs [REDACTED] MetTel exceeds the minimum CBSA requirement for locations and mandatory services in the Traffic Model [REDACTED] • [REDACTED] MetTel’s advanced facilities-based network architecture provides scalable, expansive reach with physically diverse, geographically redundant [REDACTED] • Domestic and Global geographic coverage [REDACTED] |
| Optional Services (M.3(3-5)) | <ul style="list-style-type: none"> • MetTel’s price response meets all the requirements for optional services [REDACTED] • MetTel supports the standards defined for security and ensures that all agency specific requirements are met for identification and authentication, confidentiality, system and resource access control, security audit and logging, data and system integrity, continuity of service, security administration and non-repudiation. |



MetTel's reach provides access to the most advanced domestic coverage of services available in the market today. As an end-to-end communications solutions provider, we streamline the telecommunications service life cycle. Our solutions allow us to move end-users across networks in a quick and transparent fashion, enabling a unique risk mitigation strategy, critically important in these times of dynamic changes in the industry and the the ever-escalating threats these networks sustain. [REDACTED]

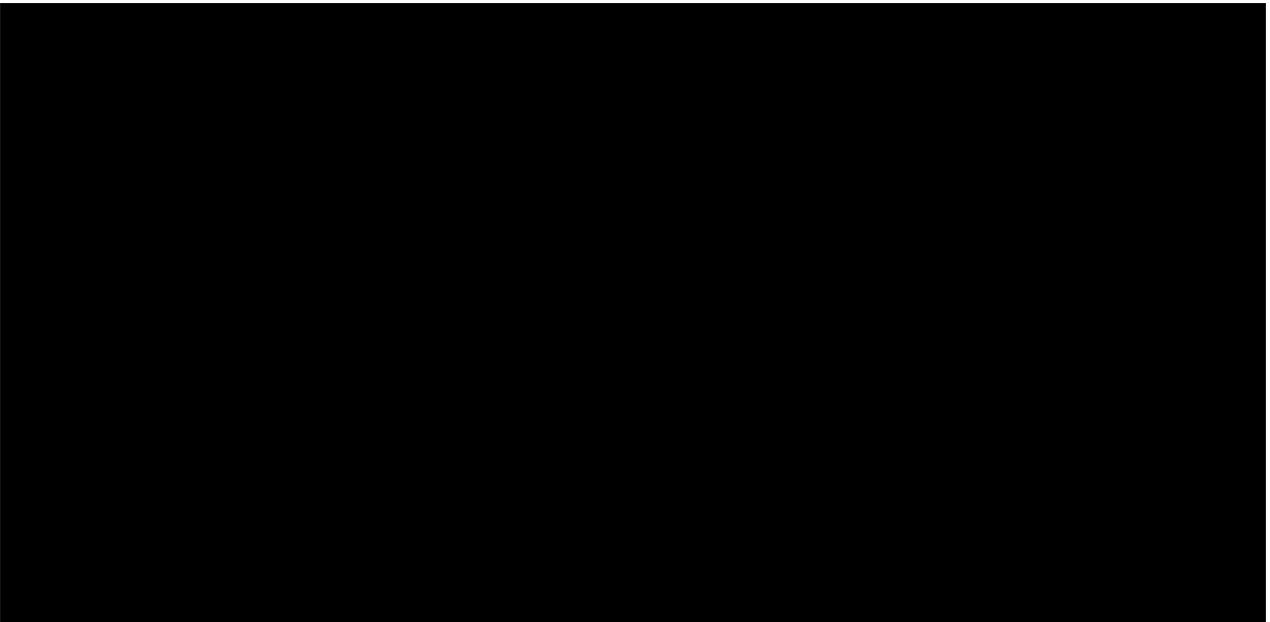


Exhibit 6-2. Telecommunications Synergy

[REDACTED]

[REDACTED]

In addition to our expansive portfolio of products and service offerings, we provide our customers with a powerful Federal Business Support System. The MetTel EIS Portal, known as Bruin to our current customers, enables customers to manage orders, inventory, usage, billing, service, repairs, and much more from one simple, user-friendly web interface. The MetTel EIS Portal replicates the features and functionality of MetTel's Bruin and has been enhanced to meet the specific needs and requirements of the Government while performing on the EIS contract. TMCnet, a leading industry publication, named MetTel's Bruin as a **2016 Internet Telephony Product of the Year** award winner. The 17th Annual Internet Telephony Product of the Year Award recognizes and honors companies that have developed exceptional products and services that have materially impacted the delivery of IP-based communications services. The MetTel EIS Portal also distinguishes itself from others with its data analytics, enabling deep insight of an Agency's spend and funding against budget. The MetTel EIS Portal is a key differentiator and is highlighted in greater detail in the Management Volume, especially the PMP, and throughout our proposal.



The MetTel EIS Portal. MetTel's EIS Portal provides a secure, single source, with full functional traceability for inventory, trouble management, performance measurement, KPI and SLA management, and consolidation of telecommunications expense management.

The MetTel platform and network reach will deliver all the EIS mandatory services and selected optional services. Our architecture allows MetTel to deliver fully compliant solutions to the Government worldwide. MetTel will meet all pricing standards and requirements as identified in Section B of the RFP for all proposed services as long as commercially available. In **Exhibit 6-3**, MetTel lists the proposed services in the EIS solution. All services proposed by MetTel are grouped by Service area and listed by RFP classification as mandatory or optional:

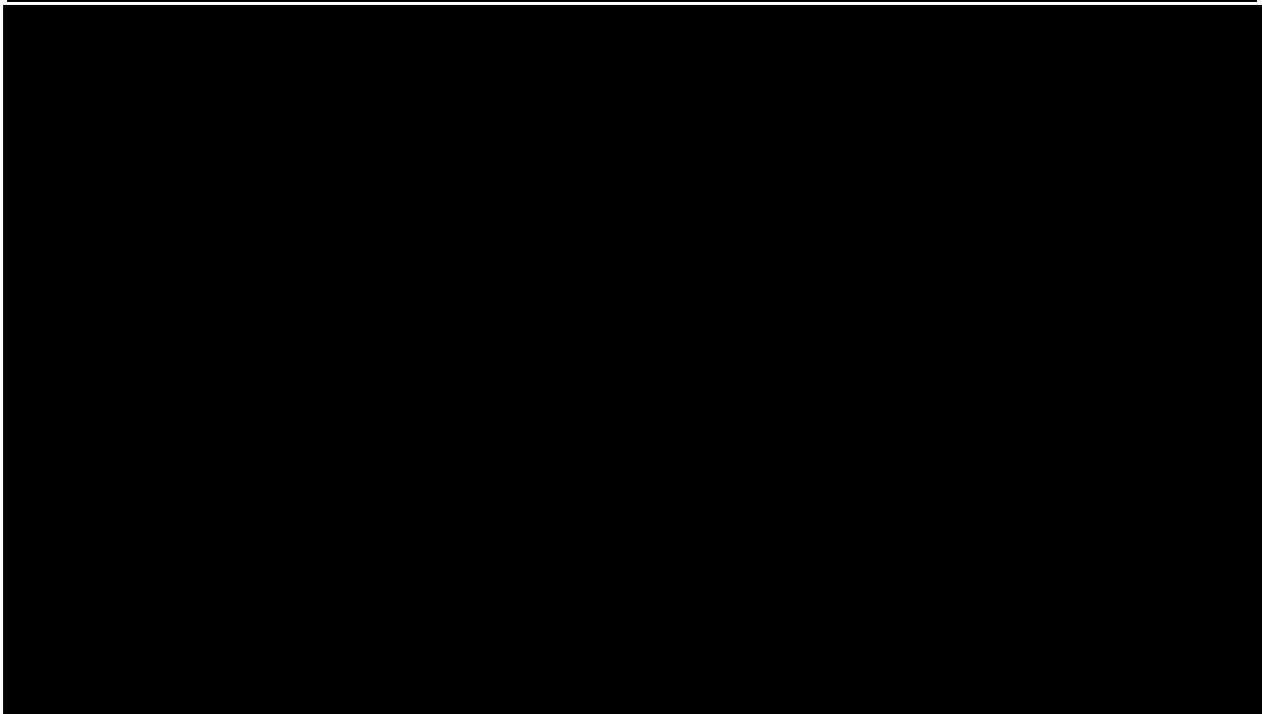


Exhibit 6-4. Global Network Reach

Section L Instructions [L.27.2(1)]

MetTel understands and fully complies with the instructions for the Price volume set forth in sections L.27.2 and L.34 of the EIS RFP. MetTel has followed all government instructions in the proposal. **Exhibit 6-5** summarizes MetTel’s compliance in our EIS pricing solution in relation to RFP section L.27.2 instructional requirements.

Exhibit 6-5. Summary of MetTel EIS Solution Section L Compliance

| Evaluation Criteria | Summary of MetTel’s Approach |
|--------------------------------------|---|
| Contents of Price Volume (L27.2.[6]) | <ul style="list-style-type: none"> MetTel’s price response meets all the content requirements (Price Response no more than 40 pages, unlimited size regarding Price Tables and Submission Matrix submissions). |
| Formatting (L.27.2) | <ul style="list-style-type: none"> MetTel’s price response meets all the content requirements regarding formatting (file type, computing of maximum pages, margins, spacing) |

Response to Section H Special Contract Requirements

MetTel understands and fully complies with the Special Contract Requirements set forth in Section H of the EIS RFP. Exhibit 6-6 summarizes MetTel’s compliance in our EIS pricing solution in relation to RFP section H special contract requirements.

Exhibit 6-6. Summary of MetTel EIS Solution Section H Compliance

| Evaluation Criteria | Summary of MetTel's Approach |
|--|--|
| Type and Term of Contract (H.1) | <ul style="list-style-type: none"> MetTel understands that the term of this contract will be five years from the effective date of award with two (2) five-year government options to extend. Additionally, MetTel understands that the total term of the contract will not exceed 15 years and 9 months. |
| Price Management Mechanism (H.7) | <ul style="list-style-type: none"> MetTel ensures that EIS prices will remain at or below the best commercial prices in the industry for large commercial and government customers. |
| Price Reductions (H.8) | <ul style="list-style-type: none"> MetTel will propose all price reductions to the GSA CO as a contract modification. MetTel proactively looks for ways to reduce costs that ranges from rate reductions due to network efficiency, enhancements, and technology, to reporting on utilization, usage, and network activity to eliminate unneeded cost elements. |
| Taxes (H.14) | <ul style="list-style-type: none"> Non-excepted Federal, state and local taxes will be billed separately from the CLIN prices. MetTel will not include Federal, state and local taxes in its AGF calculation, when Federal, state and local taxes are billed separately from the CLIN price. MetTel will provide to the government, on a semi-annual basis, an itemized list of taxes that are included in its monthly invoices, including the name of each tax, jurisdiction by name, reference to the statutory source for the tax, and applicable tax rates. |
| Economic Price Adjustment – Price Refreshment (H.19) | <ul style="list-style-type: none"> MetTel will submit revised prices for Option Period 1 or Option Period 2 for existing price tables five (5) months prior to the award date of the first or second option period. |
| Fees and Surcharges (H.23) | <ul style="list-style-type: none"> MetTel will not include fees and surcharges in its AGF calculation, when fees and surcharges are billed separately from the CLIN price. MetTel will provide to the government, on a semi-annual basis, an itemized list of fees or surcharges that are included in its monthly invoices, including the name of each fee or surcharge, jurisdiction by name, reference to the statutory source for the fee or surcharge, and applicable fee or surcharge rates. |
| Tariff Filing Requirements (H.34) | <ul style="list-style-type: none"> MetTel will file all domestic and/or non-domestic tariff or any other regulatory filings that are required by law or regulation and that are necessary for contract performance, as we have been doing for the past 20 years. MetTel will file the initial tariff filing(s) required to implement the contract, within sixty (60) days after the date of Notice to Proceed. |

Pricing Notes:

[Redacted content]

[Redacted content]

MetTel Response to Section L.34 Requirements