#### 3.5 CUSTOMER SUPPORT (L.34.2.3.5), (M.3.8)

The Qwest Team provides the GSA an easily accessible Networx partner with high quality, world-wide customer support capabilities. The cornerstone of our business model is customer satisfaction. Our Spirit of Service<sup>™</sup> incorporates a partnership with our customers to ensure high performance, on-time results, and a high degree of satisfaction.

#### 3.5.1 Understanding of the Requirement

GSA requires sound, effective program management, technical support, and professional operational capabilities. Qwest's established customer-focused support model, including policies, processes, and highlyeffective tools and systems, provides outstanding customer support and ensures our ability to meet or exceed all requirements. This model has been successfully implemented

Our Spirit of Service<sup>™</sup> drives a corporate commitment to deliver and maintain high levels of customer satisfaction and quality. To accomplish this, the Qwest Team has incorporated a Customer Support Office (CSO) that is focused on addressing a variety of inquiries relating to Agency assistance, training requests, service orders, general and billing inquiries, disputes, reports, inventory access, network trouble issues, and complaints as shown

The CSO will form a strong partnership with GSA and the Agencies to establish and ensure global support to diverse user communities. The primary function of the CSO is to provide GSA and the Agencies a single Point of Contact (POC) for answers and assistance. The CSO will have the ability to

in





leverage the assets of the entire corporation, as well as those of our teammates, to provide the level of service expected by the Government. The Qwest Team understands the importance of customer service and will ensure that support capabilities are maintained to the highest standards and practices throughout the Networx program.

Customers can contact the CSO using a toll-free hotline, 1-866-GSA-NETWorx (1-866-472-6389), Universal International Freephone Number (UIFN) or Qwest's International Toll Free Service: fax (800-879-2804), e-mail (<u>Federal@qwest.com</u>); or Web Portal (www.gsanetworx.com).

The CSO office is staffed with trained, professional personnel who focus on Agency support and have a track record of providing outstanding



service. provides brief descriptions of CSO capabilities that enable Qwest to provide quick responses to the Agencies.

**Figure 3.5.1-2. CSO Operations.** The capabilities of our CSO enable Qwest to meet or exceed GSA's Networx requirements.



#### 3.5.1.1 Responses to Customer Support Narrative Requirements

*Figure 3.5.1-3* identifies RFP requirements and associated proposal response locations.

### Figure 3.5.1-3. RFP Requirements and Associated Proposal Response Locations

comp_ req_id	RFP Section	RFP Requirement	Proposal Response
772	C.3.4.1.2.1	(2) The contractor shall identify the structure of the CSO to the Government in the contract.	
768	C.3.4.1.2.1	(5.1) The contractor shall provide the capability for non-domestic users to contact the CSO without incurring international charges.	
767	C.3.4.1.2.1	(5.2). The contractor shall minimize, to the extent possible, the different CSO contact numbers that will be required to support non-domestic users.	
757	C.3.4.1.2.1	(14) The contractor's CSO shall be structured to deal effectively with the geographical distr bution of Networx subscribing Agencies and the GSA Program Management Office taking into account GSA Program Management Office activities in the GSA regions and GSA international activities in Germany and	



comp_ req_id	RFP Section	RFP Requirement	Proposal Response
		elsewhere.	

#### 3.5.2 Customer Interface Management (L.34.2.3.5 (a), (M.3.8 (a))

The Qwest Team is prepared to provide the wide range of services and support required under the Networx program. The Qwest Team has established an integrated support model and is providing support systems that are adaptable, proven, and effective to meet or exceed the needs of Agencies.

Under the oversight of the Contractor Program Organization (CPO), the CSO will serve as the focal point to the Government for daily operations, including service and implementation activities. The CSO is readily available through a number of access methods, such as:

- Qwest Networx Website (www.gsanetworx.com)
- Toll-free national number
- International numbers including a Universal International Freephone Number (UIFN)
- Fax
- E-mail
- TTY
- USPS

Throughout the Networx program the CSO will leverage our partnership with the Government to ensure that the Agency interface is managed and that all requirements are met.

## 3.5.2.1 Providing Global Support (L.34.2.3.5 (a), comp\_req\_id 768, 767, 757)



The Qwest Team has an established international presence through Qwest-owned facilities and assets, Qwest subsidiaries, and partners. The Qwest Team is prepared to respond to the global requirements of the Networx program. This presence assures GSA that Networx services support is available globally to its diverse user community, offering robust global telecommunications solutions.

The Qwest Team currently provides a number of international services to the Federal Government.

Qwest's global Internet backbone circumnavigates the globe and delivers a portfolio of applications which benefit Agencies through our ability to deliver speed and reliability. Qwest will continue to leverage the latest optical network and transmission technologies to provide services required under the Networx contract.

The Qwest CSO will manage all aspects of the Networx contract with the same technical and customer support that Qwest currently provides to Agencies in need of assistance, across the United States and around the world. Qwest is a leader in both customer service environments and technology assistance. Our business runs 24x7x365 to achieve the kind of coverage and customer support necessary to provide a level of service and support functions to Agencies that they require and have come to expect. The Qwest CSO will carefully measure and improve customer satisfaction by meeting commitments, and focusing on all deliverables for the Networx contract no matter what the region or time-zone.

The CSO is established to partner effectively with the Government on a global basis, using common means of communications. As noted in Section



This

3.5.4.1.5, Qwest Customer Service personnel are located in areas were they can effectively respond to Agency needs.

provides geographically diverse redundancy for operational back-up for service continuity during emergencies. Our CSO is available 24x7x365 to handle calls, emails, facsimile, and U.S. Mail from the GSA Program Management Office and the subscribing Agencies including the GSA Regions and GSA international activities in Germany and elsewhere.

Our CSO is accessible via the Internet. All CSO functions are available through the Qwest Control Networx Portal around-the-clock from anywhere in the world via a standard web browser and Internet connection.

The CSO will be reachable 24x7x365 from any international location. ITFS (International Toll Free Service) arrangements will be available in other countries that allow a user to call an in-country toll-free access number that will allow dialing to a domestic toll free number. For any non-domestic users without access to UIFN (Universal International Freephone Number) or ITFS, Qwest will offer other options including operator assisted calls, pre- or post-paid calling cards, and collect calls. Domestic callers have the ability to call toll-free using our domestic hotline (1-866-GSA-NETWorx, 1-866-472-6389). As previously noted, both domestic and non-domestic users also have the ability to reach the CSO through our Portal or by fax, e-mail, TTY, or USPS.

Qwest has international subsidiaries

that give Qwest in-country presence for Sales, Customer Service, Network Operations, and Planning. Qwest in-country

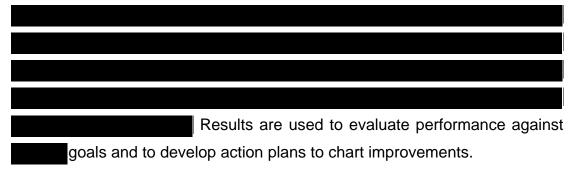
resources will provide additional Networx support to the non-domestic located Agencies.

#### 3.5.2.2 Customer Satisfaction (L.34.2.3.5 (b))

Qwest's Spirit of Service<sup>™</sup> is a constant and overarching guide as we conduct our business with GSA and the Agencies. Qwest demonstrates the value we place in our relationships with customers by listening to their needs, considering their requests as opportunities, and striving to deliver precisely what our customers want and need. Qwest measures our success against how well we meet or exceed customer expectations and our ability to win customers' loyalty and business.

Qwest's business model is designed to operate around one easy-toreach CSO to ensure Agency support and satisfaction throughout the program. Our CSO enables GSA and Agencies to quickly obtain assistance, gather information, make immediate, informed decisions, and to receive support from a professionally trained staff.

The Qwest Team is committed to customer satisfaction and constantly improving the quality of our performance. Qwest uses quality control processes and customer feedback to ensure that we maintain a high level of customer satisfaction, performance, and quality. Our quality control process incorporates quality audits



The Qwest Team is constantly looking at ways to improve. Qwest uses feedback from customers on an ongoing basis to identify areas where Qwest



needs to improve. Qwest values customer comments and encourages their contributions to help us grow as a customer-focused service delivery entity.

To the Qwest Team, customer satisfaction means allocating the appropriate resources to make sure we deliver on our promises. Qwest will meet or exceed the Government's needs by using

. The Qwest Team is focused on performance management, and Qwest will continually strive to improve processes and staff to deliver the Spirit of Service<sup>™</sup> to each customer.

#### 3.5.2.3 Standards and Practices (L.34.2.3.5 (c))

The Qwest Team customer support approach is based on industry standards and practices. Where applicable, Qwest relies on recommendations developed by the International Telecommunications Union - Telecommunications Standardization Sector (ITU-T) and International Telecommunications Union – Radio communications (ITU-R). In U.S. applications and networks, Qwest relies on standards developed by the Institute of Electrical and Electronics Engineers (IEEE), T1 Committee of the Alliance for **Telecommunications** Industry Solutions (ATIS). and Telecommunications Industry Association (TIA), among others, and approved by the American National Standards Institute (ANSI). Where national standards are incomplete, Qwest relies on technical references and generic requirements developed by Telcordia.

Qwest is committed to a level of service and satisfaction that meets or exceeds GSA's most stringent contract deliverables and service-level agreements through a variety of tested support organization functions. Qwest has developed a best practices and policies infrastructure based on industry standards and technical publications to deliver superior service. This is a business of exacting performance requirements, on-time delivery, and critical measurements.



Qwest will ensure Agency support capabilities are maintained and improved throughout the life of the contract. Qwest is the carrier of choice for more than 50 Government Agencies and system integrators serving the Federal Government.



Figure 3.5.2-1. Qwest's Support to Federal Agencies



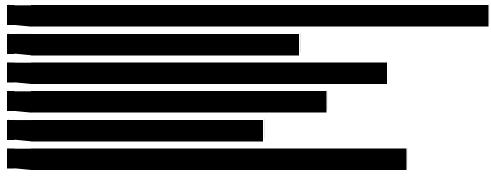


Qwest is able to provide such high levels of service by ensuring that processes, standards, and systems are a part of a continuous improvement cycle. Qwest maintains and grows our customer base because we listen to our customers, take care of our customers' needs, carefully manage our network, and follow sound management practices.

# 3.5.3 FTS Network Services Conference Support (L.34.2.3.5 (d), (M.3.8 (b))

Networx will be the telecommunications infrastructure backbone for the Government. As proponents of this contract vehicle, Qwest will continue to build awareness around the significance of Networx and, in turn, deliver continuing education once the contract is awarded.

The Qwest Team will provide conference support at the FTS Network Services Conference through exhibits and conference meetings. Qwest will present briefings on Networx services and the value of specific service offerings to Agency representatives. Conference support will also include:



Our understanding of these requirements comes from many years of customer support experience. The Qwest Team has, and will continue to provide conference support to include subject matter experts, product managers, staff, and executive management personnel to train, guide, and meet with our GSA and Agency counterparts.



Qwest plays a critical role in support of the GSA Networx Service Conference. Qwest maintains a continuing educational platform and partnership with GSA and will continue to maintain this platform throughout the Networx program. As a GSA industry partner, Qwest has and will participate in the GSA Network Services Conferences annually. The August 2005 conference in Chicago showcased some of these support features, including:

- Qwest Designated Agency Representative (DAR) Training: Qwest presented DAR training on our FTS Long-Distance (LD) Crossover contract at the conference
- Qwest Crossover Presentation: Qwest presented FTS2001 LD Crossover capabilities to current and prospective customers from both civilian and defense Agencies
- Qwest Disaster Recovery (DR) Solutions Presentations: Qwest presented DR and Continuity of Operations Planning (COOP) capabilities

Also in support of the GSA annual conference, Qwest employees who gave presentations completed public speaking certification to comply with GSA's Continuing Education Unit (CEU) requirements.

#### 3.5.4 Management Capabilities

#### 3.5.4.1 Organization and Management (C.3.4.1.1; L.34.2.3.5;

#### M3.8 (c))

Qwest has a time-tested and effectively proven infrastructure, with the tools, people, and industry know-how to get the job done. Qwest has technically skilled employees, who are qualified and have accountability for the value and services Qwest provides. Qwest's seasoned leadership emanates from the top down. Qwest's **provides** structure enables



everyone within the organization to be available for assistance

Qwest is a team of confident and talented professionals, who are ready, capable, and willing to meet, manage, and positively impact, the customer experience. Qwest works with our Government, commercial, and residential customers in delivering world-class service today. Our Qwest Government team provides many services, including:

- Network Management
- Network Surveillance
- Disaster Recovery and Contingency Operations
- Telecommunications Services Priority (TSP) Services
- Security
- Fraud Prevention and Detection
- Reporting
- OSS support
- Web portal support
- Sales/pricing
- Ordering
- Provisioning & Implementation
- Maintenance and repair
- Tiered technical support
- Billing
- Inventory Management
- 3.5.4.1.1 CSO Organization (comp\_req\_id 772)



The Qwest CSO is chartered to ensure smooth implementation, delivery, provisioning, and ongoing support of Networx services to address all of the needs of the Agencies. The CSO's structure **services** brings together the customer support, technical support, billing, and service ordering resources

- Customer Support: This component of the organization responds to general support needs, such as training inquiries and class registration.
- Technical Support: Customer service representatives and technicians provide help desk services, as well as troubleshooting and assistance with applications.
- Billing: Agency-specific billing analysts handle a variety of billing administration and support tasks, from creation of billing reports to resolution of billing inquiries and disputes.
- Service Ordering: Account consultants provide Agencyspecific planning and technical support, assisted by service coordinators who handle order entry and coordination of the order implementation process.





Through our CSO and operational capabilities, Qwest will administer and manage general inquiries relating to user forums, escalations, and points of contact quickly and effectively through to resolution. Qwest will continue to meet the same level of effectiveness and cooperation we have set as a standard for our organization in both service and customer delivery. The Qwest CSO will respond within contractual timeframes to billing and dispute inquiries. Qwest will also provide direction, information and guidance on training, including and registration for available programs in the Networx and Agency arena. Qwest technical support has already forged strong partnerships and quick response times

"We find a way" is the motto of Qwes

This example reflects the same

kind of customer-focused commitment built into our customer support approach for Networx.

For our CSO structure, Qwest has selected the best candidates from our pool of top performers to manage key elements of the Networx Program. Each function is managed by an individual who has deep subject matter expertise in the functional area, years of experience supporting similar programs or operations, excellent customer relationship skills, and demonstrated passion for serving customers. This organization is managed by Mr. Wayne Gomes. Mr. Gomes is currently the Manager of the Qwest Government Services Customer Care Center and is responsible for all customers across a broad range of Government projects. As the Networx Customer Service Manager, Mr. Gomes will be responsible for:

Managing the daily operations of the CSO



- Developing, updating, maintaining, and executing CSO processes, policies, and procedures for service ordering, billing inquiry and disputes, training registration, and trouble and complaint handling
- Communicating internal performance targets, auditing daily transactions, monitoring outputs, and tracking performance results and trends
- Recruiting, hiring, retaining adequate staff in the CSO
- Documenting specific CSO interface requirements for Qwest's team members
- Training personnel on Networx processes, policies, and procedures
- Capturing and defining customer requirements for OSS enhancements
- Serving as the first point of contact for customer escalations and complaint handling

The duties and responsibilities of the Networx Customer Service Manager align extremely well with Mr. Gomes' background and experience in the telecommunications industry. Mr. Gomes manages a team of trained professionals to resolve customer concerns on service implementations and service assurance. He has expertise in many common telecommunications back-office systems



His experience includes implementing the U.S. West Network Operations Center, the first of its kind in U.S. West territory, and managing



the payment and Phone Center operation; including banking, reconciliation, auditing, and performance management.

Mr. Gomes is a Member of Qwest's Emergency Response Team, as well as the

#### 3.5.4.1.2 Resources (L.34.2.3.5)

The Qwest **Constant of Sector Constant of Sector Co** 

Ms. Roxane Rucker, serving as Qwest's Program Director, will provide centralized control of the Networx contract and will manage the contract on a daily basis. Ms. Rucker will be responsible and accountable for all aspects of the Networx program, including:

- Managing all elements of the Networx program (scope, schedule, and cost constraints)
- Serving as the primary POC for the GSA Networx PMO
- Overseeing the performance of the CSO and all organizational elements
- Managing network management functions (program design engineering, usage, optimization, and maintenance)
- Ensuring and enabling the program culture
- Managing risks and overseeing escalation and resolution of issues
- Communicating and partnering with GSA and the Agencies
- Delivering status reports and results to GSA and the Agencies



 Ensuring that Qwest represents and performs in GSA and the Agencies' best interests

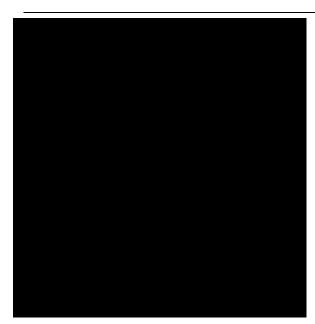
Ms. Rucker has responsibility and accountability within Qwest to ensure superior service on the Networx contract. She is empowered on behalf of Qwest to be the central POC to the Federal Government for Networx program-wide issues.

In addition to Ms. Rucker, Qwest has the leadership and guidance of Ms. Diana Gowen, the Senior Vice President of Qwest Government Services, Inc. (QGSI). While with MCI, Ms. Gowen oversaw the FTS2001 program, the predecessor of Networx, and other significant programs for the Departments of Defense, Homeland Security, and State, the Social Security Administration, and other civilian Agencies. Her depth of knowledge and experience on those programs will be invaluable as Qwest works with GSA and the Agencies throughout the transition of services to Qwest.

Qwest uses a staffing model specifically designed with flexibility in mind, giving us the ability to use Force-To-Load (FTL) concepts and to integrate staff from across the company and the Team as needed. The model provides immediate responses for day-to-day changes in call volumes.

As shown in Qwest employees perform customer service perform customer service functions today and are available to assist immediately to respond to urgent, unplanned, and surge demand. Because Qwest has a platform for service ordering, billing, and repair, Qwest is able to share workload between centers if needed. Through the expertise of the Qwest Training team, Qwest is equipped with the tools to quickly train additional personnel as demand dictates.





The CSO encompasses not only Qwest customer care, network and field operations, and technical suppor

3.5.4.1.3 Strategies (L.34.2.3.5)

The Qwest CSO strategy is

centered on providing outstanding customer service to our partners, the GSA and the Agencies. Qwest will communicate effectively to ensure a clear understanding of the Agency's needs and respond accordingly. Qwest will plan well, and will provide appropriate control and oversight using leadingedge tools and systems to provide superior levels of service.

To implement this strategy, Qwest will

provide outstanding levels of service to GSA and Agencies. Qwest will take advantage of our global experience and highly skilled workforce and the technology available to them to rapidly provide service, respond to inquiries, service requests, trouble and complaint reporting, product assistance, or billing questions effectively and efficiently. Qwest will work diligently to ensure GSA and Agencies' needs are met.

- At the heart of our CSO strategy is a commitment to This commitment is supported by:
- Complete follow-through:

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• Personnel skills and experience:





It is this customer support model that is the basis of the "Spirit of Service" we offer all of our customers.

Implementation of this strategy involves close coordination and partnership with each customer (GSA and the Agencies) to ensure that Networx objectives are met.

#### Figure 3.5.4-2. Partnership Strategy



Qwest understands

Every aspect of our partnership strategy, from participation in Agency transition planning, to the continuous focus on achieving performance objectives, is geared toward fostering and maintaining the highest level of customer satisfaction within the Agencies.

The primary CSO is located and will be staffed with that currently support Federal customers. In the event of an emergency that disrupts business operations, a business Continuity of Operations Plan (COOP) goes into effect. This COOP includes

. This center uses the same Networx staff training program and has access to all Networx tools and applications to effectively provide customer support in the event the primary center is unavailable or requires assistance. This plan is already in place and continuity of operations drills are conducted in compliance with our **conditions** disaster recovery drills. The COOP plan is used to support

#### 3.5.4.1.4 Practices, Policies, Processes, and Procedures

#### (L.34.2.3.6)

Qwest follows documented practices, policies, processes, and procedures in every aspect of our business. Qwest maintains and improves practices, policies, processes, and procedures on an ongoing basis.



Employees must adhere to and are held accountable for following these processes. CSO policies and procedures are in place and have served us for many years in our relationship with the Government. Qwest will continue to build on this infrastructure as we serve the Government under the Networx program.

Qwest CSO practices have been refined as the result of Qwest constantly fine tunes our operations to improve our service quality levels and customer satisfaction results. provides a list of representative practices and procedures that will be applied by the CSO to ensure customer support.





#### 3.5.4.1.5 Staffing Levels and Skills (M.3.8 (d))

The Networx CSO is at the core of our customer service strategy. Qwest is providing a CSO staffed with the best customer service representatives, technicians, and engineers, all supported by an integrated suite of operations and management systems. Qwest offers GSA and Agencies both depth and breadth in skills, training, and ability in our customer



service centers. Through Qwest customer service centers are designed to respond to the needs of dynamic business environments.

The Qwest Networx CSO, which includes a team of service ordering, billing, and customer service personnel, is the primary customer service office for the GSA and Government customer. The Networx CSO is only one of many customer service offices around the country. Because Qwest customers have a nationwide presence, Qwest customer service personnel are located in areas where they can effectively respond to customer needs. Qwest has customer service offices in

As described in Section 3.5.4.1.2, Qwest can draw upon

more than

The Qwest Networx CSO staffing model

With regard to the initial level of staffing to support transition requirements, the Qwest CSO and Transition Manager will work closely with the Qwest Account Team, GSA, and the Agencies to prepare activity forecasts based on sales opportunities, planned transitions, and feedback from the Agency. Our FTL models will use



Qwest's customer service model is based on years of experience in support of both highly complex and relatively simple high volume telecom services. Through continual analysis of

Qwest has developed support models that are continually refined as the service enters more mature phases of the product life cycle. These models include



center will be staffed accordingly with enough skilled personnel to handle peak call conditions within the SLAs outlined in the Networx contract. Close monitoring of performance and trend analysis will allow Qwest to staff ahead of volume surges. In addition, the CSO will work closely with the Transition team to ensure that the center operations is adequately staffed, trained and prepared for Agency transitions.

skills that will be maintained within the Qwest CSO.

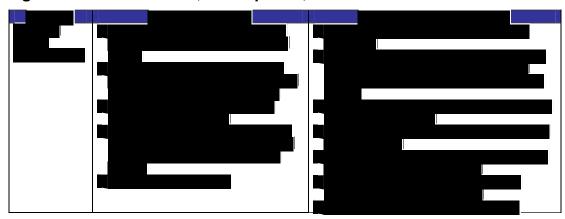
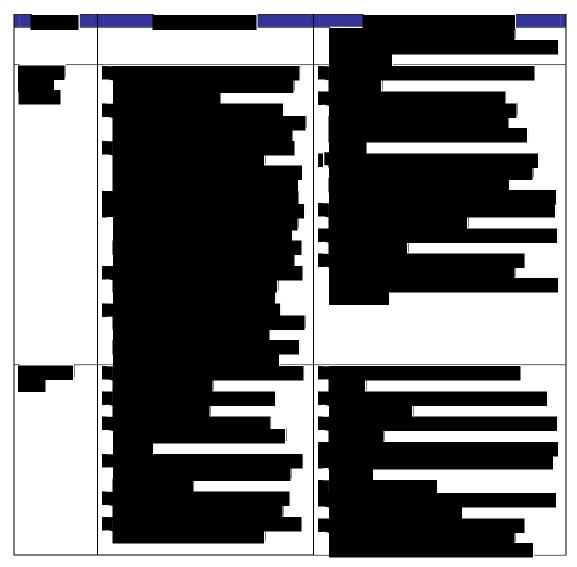


Figure 3.5.4-5. Personnel, Descriptions, and Qualifications





3.5.4.1.6 Tools, Systems and Reports – Technical Capabilities (M.3.8 (e)) Qwest has the tools, systems, and reporting processes, and procedures in place to effectively and efficiently provide customer information, respond to billing inquiries, track service orders, and manage trouble tickets.

identifies some of the tools and applications we are using today in our customer service offices. The Qwest Networx CSO will be equipped with these same toolsets to respond rapidly and accurately to customer service, repair, billing, and general information requests. Qwest will



employ these proven tools for managing the CSO, ensuring seamless continuity of service for Agencies.

**Figure 3.5.4-6. Qwest Best Practices Tools.** The Qwest CSO has access to the same best practices tools and processes that are time-tested and field-tested throughout Qwest.



Qwest will support the Networx program with a comprehensive and secure Operational Support System (OSS) that performs a wide range of functions including billing, service ordering, customer support, network management, trouble management, inventory management, and program management



Qwest's OSS consists of

The Qwest Control Networx Portal

provides access to the back-end OSS. All Networx products and services can be ordered via the Portal through a series of Web forms and flow through interfaces. Qwest continues to design process flows that will generate efficiencies for the customer and Qwest.

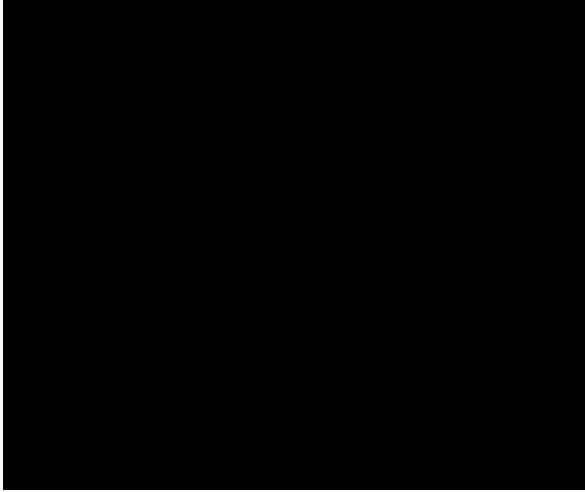
Qwest has deployed a complete set of controls including access controls which manage users access to specific systems based on identification and authorization,





The Ad Hoc Reporting tool is a user-friendly, flexible feature available to customers in the Qwest Control Networx Portal. As shown in

this tool enables the Agency to select customer account, service ordering,

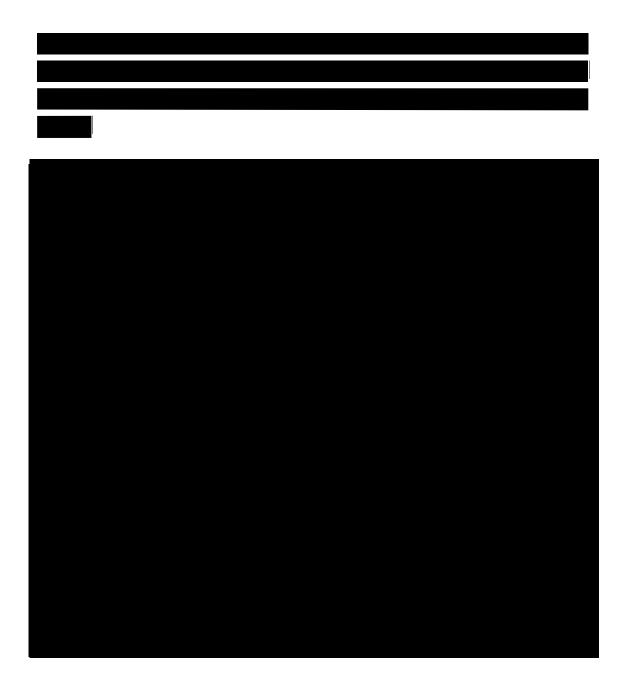


billing, inventory, and other data by choosing a set of fields from which to design reports. Using the Qwest Control Networx Portal, Agencies are able to select, sort, and filter data. Appendix 14 contains an example of user documentation for this feature).

The Ad Hoc Reporting tool can be used to create user-defined reports

for





#### 3.5.5 Summary

Qwest understands the requirements to provide sound, effective management and technical support, along with operational capabilities that meet or exceed GSA support requirements. Qwest has tried-and-true resources, policies, and processes in our current CSO model, supported by effective tools and systems to provide outstanding customer support.

Qwest's CSO will work in conjunction and cooperation with GSA and the Agencies as a single point of contact for answers and assistance. Qwest will address a variety of inquiries relating to training requests, service orders, billing, network trouble issues and complaints.

The Qwest approach to interface management provides multiple convenient ways for Agencies to contact the CSO, 24x7x365, from anywhere in the world. With customer support, technical support, billing, and service ordering resources

foundation of our strategy.

Qwest's best practices and processes are based on the recommendations of national and international standards-making bodies, refined by our experience on major Government contracts, including FTS2001. Largely as a result of a partnership strategy that includes common objectives, project alignment, and multiple channels of communication, Qwest has an outstanding record of customer satisfaction.

As a strong partner with the Government, Qwest will ensure global support to large and diverse user communities. Qwest understands the importance of customer service and will ensure our support capabilities are maintained to current standards and practices through our Spirit of Service<sup>™</sup>.