



Viasat **BEYOND** Encryption

Buying Guide

Viasat™ 

What are my **BEYOND** Encryption buying options?

Viasat **BEYOND** Encryption

Viasat is a trusted partner who, along with our Value Added Resellers, has many contracting vehicles for DOW, federal agencies, support organizations, laboratories, large scale integrators and system integrators. Whether you're looking for specialized communications solutions or broad IT procurement options, Viasat offers a range of contract vehicles to help meet your needs efficiently.



Direct

Get exactly what you need – select your encryptor product, quantities, and any ancillary items. Viasat will provide a firm quote, and all procurement documentation needed. Finalize your purchase through a purchase order or FAR Part 12 Contract Award, and we'll provide fast, reliable delivery in accordance with quoted delivery AROs.



IDIQ

It's easy: select one of our existing IDIQ contract vehicles, prepare a MIPR documenting the associated CLINs and quantities for encryptors and ancillaries. We provide a budgetary quote and procurement instructions. You submit your MIPR procurement, the IDIQ government entity processes your request, we receive the order and deliver - fast and hassle-free, in accordance with the IDIQ delivery timeframes.



Value Added Reseller

Choose your Value Added Reseller or one of their supported contract vehicles, and, we, along with our resellers will guide you through the associated procurement process. The reseller will provide a quote and all necessary procurement documentation. Once you complete your purchase, Viasat will deliver in accordance with the quoted delivery AROs.

Path to Procurement

Viasat **BEYOND** Encryption

Determine Product Need

Review technical requirements and contact Viasat or your COMSEC account manager for guidance

Confirm Eligibility

Ensure your organization is authorized to procure and handle COMSEC items

Request Quote

Contact Viasat inside sales for pricing and availability

Submit Procurement Request

Direct Contract
IDIQ Contract
GSA Schedule
Value Added Reseller

Provide Required Documentation

Government Sponsor
DoDAAC account information
COMSEC account information
Delivery information

Buying Options

Direct Purchasing

Viasat Inside Sales

(888) 842-7281

InsideSales@viasat.com

Receive an up-to-date quote

Accept the Viasat Terms and Conditions

IDIQ Purchasing

NSA IDIQ

(410) 854-6871

IDIQ_Crypto_Orders@nsa.gov

GSA IDIQ

813-880-5015

Raymond.Green@viasat.com

Access the IDIQ Price List for Product Pricing

Execute a MIPR

Value Added Reseller Purchasing

Viasat Inside Sales

(888) 842-7281

InsideSales@viasat.com

Contact Viasat for your Value Added Reseller

Work with the resellers for a quote

BEYOND Encryption ordering checklist



viasat.com/order-crypto

Value Added Resellers

Viasat **BEYOND** Encryption

ADS, Inc.

Rich Brown
757-288-6604
rbrown@adsinc.com

Deployable
Technologies
DTI

Andrew Deleyiannis
703-300-7584
ad@deployabletechnologies.com

SupplyCore

Scott Kever
815-708-5605
scott.kever@supplycore.com

Impres
Technology
Solutions, Inc.

Travis Flipp
361-772-3478
tflipp@imprestechtechnology.com

SharkmanSix

Kelly Heatherman
954-760-0736
kelly.heatherman@sharkmansix.com

Calibre
Systems

Tom Johns
512-284-3827
tom.johns@calibresys.com

Mission
Defense
Solutions

Allen Lerner
443-538-0084
allen@missiondef.com

FCN
Technology
Solutions, Inc.

Danielle Lorenzini-Caputo
571-233-3945
danielle.caputo@fcn.it

Anacapa Micro
Products, Inc.

Nick Marks
805-256-5331
nmarks@anacapamicro.com

GovSmart, Inc.

Andrew Polson
434-326-0420
andrew@govsmart.com

Noble

Casey Shotts
948-205-1858
cshotts@noble.com

iGOV

Sarah Terrell
757-416-4137
sterrell@igov.com

Feddata
Technology
Solutions

Dave Titchener
443-285-2353
Dave.Titchener@feddata.com

Dareley
Defense

Shaelyn Washburn
619-379-2690
shaelynwashburn@darley.com

Our Resellers have Easy, Fast, and Low Overhead Contracting Vehicles



NASA SEWP V/VI

High-Speed Tech Refresh

Known as the “quiet giant,” it allows product additions in under 24 hours, enabling rapid scaling for emerging opportunities.



DLA TLS

Tactical & Mission Support

Focuses on operational readiness; the Special Operational Equipment (SOE) arm can fulfill urgent cyber and encryption requests in as little as 72 hours.



CIO·CS
IT COMMODITIES/SOLUTIONS

CIO-CS NIH

IT Commodities & Solutions

A powerful “storefront” for pre-competed products; it is highly preferred by agencies looking for fixed-price, off-the-shelf cybersecurity solutions.





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