

# Viasat **BEYOND** Encryption

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Buying Guide

Viasat™ 

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

Viasat **BEYOND** Encryption

Viasat is a trusted partner who, along with our authorized value add resellers, has many contracting vehicles available for DoD, 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 from one of our existing IDIQ contract vehicles, prepare a MIPR documenting the associated CLINs and quantities for encryptors and ancillaries. We'll provide a budgetary quote and procurement instructions. You process through MIPR, the government finalizes the order, and we deliver – fast and hassle-free in accordance with the IDIQ delivery timeframes.



## **Value Added Partner**

Choose your Value Added Partner or one of their supported contract vehicles, and, we, along with our partners will guide you through the associated procurement process. The partner 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 Partner

## 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](mailto: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](mailto:IDIQ_Crypto_Orders@nsa.gov)

#### GSA IDIQ

813-880-5015

[Raymond.Green@viasat.com](mailto:Raymond.Green@viasat.com)

Access the IDIQ Price List for Product Pricing

Execute a MIPR

### Value Added Partner Purchasing

#### Viasat Inside Sales

(888) 842-7281

[InsideSales@viasat.com](mailto:InsideSales@viasat.com)

Contact Viasat for your Value Added Partner

Work with the partners for a quote

## BEYOND Encryption ordering checklist



[viasat.com/order-crypto](https://viasat.com/order-crypto)

# Value Added Partners

ADS, Inc.

**Rich Brown**  
757-288-6604  
[rbrown@adsinc.com](mailto:rbrown@adsinc.com)

Anacapa

**Nick Marks**  
805-256-5331  
[nmarks@anacapamicro.com](mailto:nmarks@anacapamicro.com)

Calibre Systems

**Steve Septoff**  
954-629-9125  
[Steve.Septoff@calibresys.com](mailto:Steve.Septoff@calibresys.com)

Feddata Technology Solutions

**Dave Titchener**  
443-285-2353  
[Dave.Titchener@feddata.com](mailto:Dave.Titchener@feddata.com)

GovSmart, Inc.

**Andrew Polson**  
434-326-0420  
[andrew@govsmart.com](mailto:andrew@govsmart.com)

IMPRES Technology Solutions, Inc.

**Adam Teague**  
828-308-3673  
[ateague@imprestechology.com](mailto:ateague@imprestechology.com)

Noble Supply and Logistics

**Brett Williamson**  
702-300-5225  
[bwilliamson@noble.com](mailto:bwilliamson@noble.com)

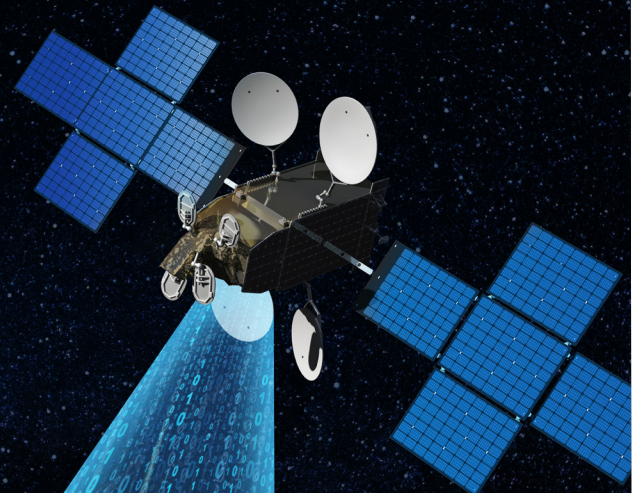
NWN Federal

**Nabil Amiri**  
925-719-6363  
[Nabil.Amiri@leverageis.com](mailto:Nabil.Amiri@leverageis.com)

ThunderCat Technology

**John Q Beaty**  
703-674-0216  
[jq@thundercattech.com](mailto:jq@thundercattech.com)

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