



USDA Imagery Contract with
Arctic Slope Regional Corporation
Management Services
(ASRC MS)
For Global Satellite Imagery and
Services

USDA Imagery Planning Meeting
Version

December 07, 2005



ASRC HISTORY

- **1968 Oil was discovered in Prudhoe Bay which was part of ASRC's land.**
- **By 1971, the U.S. Congress had passed Alaska Native Claims Settlement Act (ANCSA).**
- **This landmark law cleared the way for development of Prudhoe Bay and the Trans-Alaska Pipeline**
- **Under ANCSA, the Inupiat Eskimos (ASRC) were required to give up rights to all but 5 million of the 56 million acres of the North Slope.**
- **Their 5 million acres was to be selected from lands left over after state selections, the granting of oil and gas leases, and large federal withdrawals for Refuges, National Petroleum Reserves and other uses.**
- **ANCSA established 12 Native-owned corporations in Alaska (ANCs)**
- **ASRC was one of the 12 original ANCs formed in 1971.**



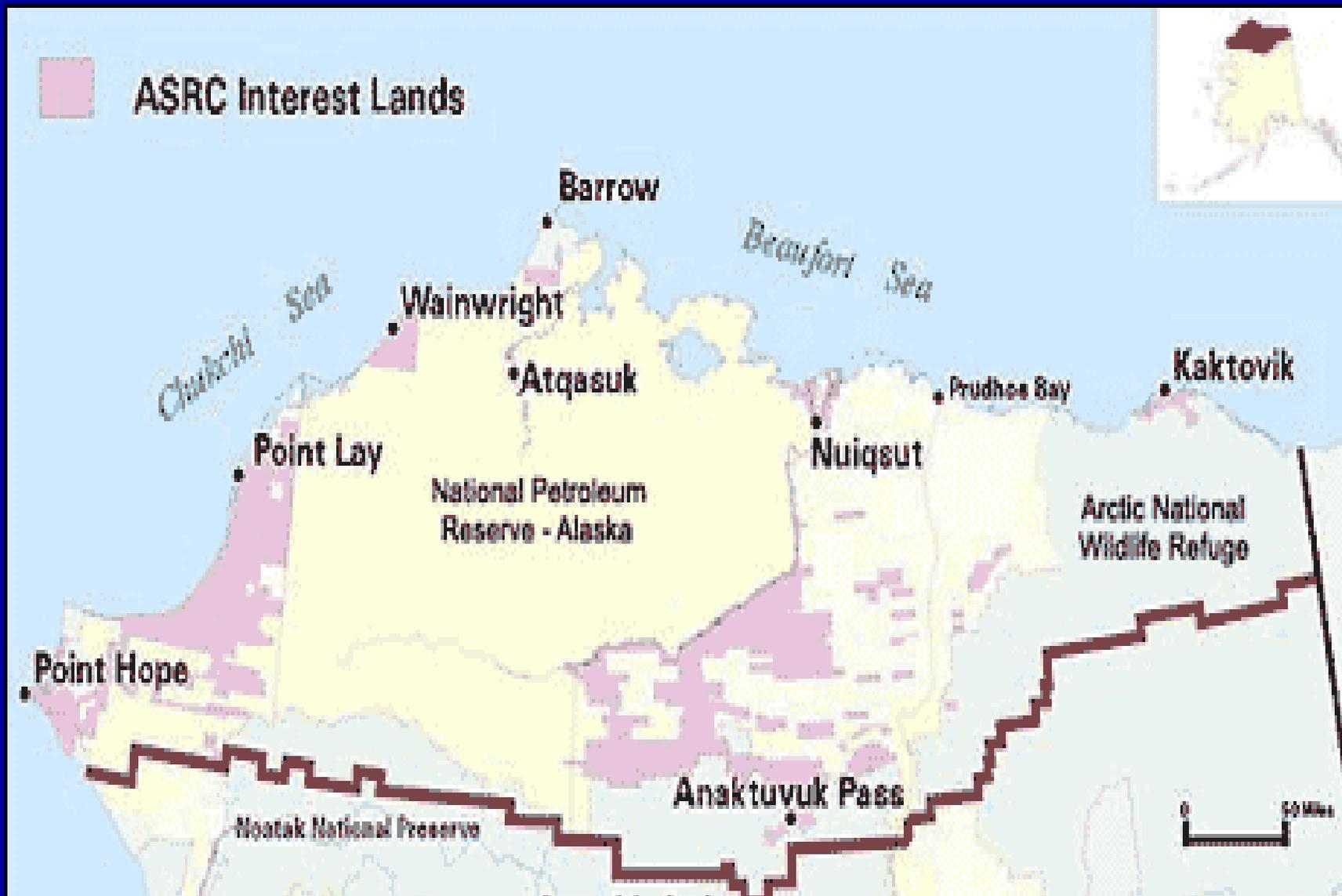
Relevant ANC Rights (*abbreviated*)

- In return for the land and mineral rights, ANCs are entitled to unique privileges under applicable federal regulations. Among the benefits unique to ANCs firms are:
- ANCs are entitled to receive sole source contracts of any value. They are not subject to the \$3 million limitation applied to other 8(a) entities. 13 C.F.R. 124, 123, 311(b).
- ANC's may operate multiple 8(a) companies providing that each company operates under a different primary SIC Code or NAICS Code. 108(c) and 112(c)(3).
- When determining the size of a firm owned by a tribe or ANC, the parent entity or any other subsidiaries owned by that tribe or ANC are not affiliated. SBA considers only the size of the particular tribal/ANC subsidiary at issue. 112(c)(2)(iii).
- ANC-owned firms need not be in business for two-years prior to entering the SBA 8(a) program, providing an acceptable business plan demonstrates that the ANC-owned firm can meet the combination of requirements of the 8(a) program. 112(c)(6).



ASRC 24 Years Later (2004 stats)

- **Grown to over 6500 employees**
- **Currently has over 9500 Inupiat Shareholders**
- **\$3.25 Billion in Assets**
- **ASRC was 285 on the Forbes 500 List of Privately held companies**
- **\$1.3 billion dollars in annual revenue**
- **ASRC manages over 5 million acres (remaining from ANCSA)**
- **ASRC has spent 20 years (since inception of the list in 1985) on Alaska's top 49 companies (49ers)**
- **ASRC has been the number 1 Alaskan owned company for 10 years in a row. The number two company on the list is 2.3 times smaller than ASRC**





Arctic Slope Regional Corporation Divisions



- Engineering
- Communications
- Operation and Maintenance
- Security
- Base Support
- Information Technology



ASRC Federal Holding Company Six Subsidiaries

Primary Business Office	Business Focus
<p data-bbox="129 425 1043 525">Arctic Slope Aerospace Corporation Greenbelt, MD</p>  The logo for Arctic Slope Aerospace Corporation features a stylized blue mountain range with a white peak and a black comet streak above it. Below the graphic, the text "ASRC AEROSPACE CORPORATION" is written in a bold, black, sans-serif font.	<p data-bbox="1096 425 1772 668">System Engineering - Research & Development - Space Systems - Information Technology</p>
<p data-bbox="262 886 910 972">ASRC Management Services Greenbelt, MD</p>  The logo for ASRC Management Services features a stylized red globe icon above the letters "ASRC" in a large serif font, with "MANAGEMENT SERVICES" in a smaller sans-serif font below it.	<p data-bbox="1096 886 1795 1310">Management Services - Information & Records Management - Professional and Technical Services - Financial & Administrative Services</p>



ASRC Federal Holding Company

Six Subsidiaries

<p>Arctic Slope Airfield and Range Services Pasadena, CA (Hub Zone Qualified)</p>	<p>Security</p> <ul style="list-style-type: none">- Physical- Information- Systems
<p>Field Support Services Inc. Greenbelt, MD</p>	<p>Base Support</p> <ul style="list-style-type: none">- Maintenance- Roads and Ground- Supply
<p>Arctic Slope World Services Inc. Colorado Springs, CO</p>	<p>Operations & Maintenance</p> <ul style="list-style-type: none">- Radar/Electronics- Facilities- Logistics
<p>Arctic Slope Communications, Ltd. Albuquerque, NM</p>	<p>Communications</p> <ul style="list-style-type: none">- Test & Evaluation- Networking- Secure



ASRC MS IMAGERY PRIME VENDOR

Satellite Imagery and Services

USDA-FAS/PECAD

1. MDA Geospatial Services-Radarsat International
2. Eurimage
3. Earthsat
4. Space Imaging
5. Digital Globe
6. OrbImage
7. SPOT
8. USGS Website Pricing Included



MDA GEOSPATIAL SERVICES RADARSAT

LANDSAT 5-NORTH AMERICA

HIGHLIGHTS

- Base Year and 4 Option Year Prices Remain the Same
- Lowest Landsat 5 Pricing for North America
- 3 Day Product Delivery (FTP or CD)
 - 1 to 2 Day Emergency Delivery Available



MDA GEOSPATIAL SERVICES RADARSAT LANDSAT 5-NORTH AMERICA

Vendor	Product Services Description	Catalog List Price	Volume Discount Price + Handling (5%)
MDA	Landsat 5-System Correction	\$425	\$344.40
	Landsat 5-Precision Correction	\$550	\$399.00
	Landsat 5-Terrain Correction	\$625	\$498.75
	Landsat 5-Pan Fused	\$200	\$200.10
	Also Available of Variety of Services ranging from Custom Meta Data Generation to Unsupervised Classifications and Radar Data		

EURIMAGE

LANDSAT 5-EUROPE, NORTH AFRICA, AUSTRALIA,SOUTH AMERICA ENVISAT-EUROPE HIGHLIGHTS

- Delivery

- ESA Stations and GA (Australia)
Stations 3-5 Calendar Days via DHL or
Limited Number of Scenes via FTP
- CONAE Station 5-10 Days via DHL



EURIMAGE

LANDSAT 5-EUROPE, NORTH AFRICA, AUSTRALIA,SOUTH AMERICA ENVISAT-EUROPE

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
EURI - MAGE	Landsat 5 – Europe/North Africa (ESA, Kiruna)	1-99	€1500	\$787.50
		100 -199		\$735.00
		200+		\$682.50
	Landsat 5 – Australia (GA)	No Min.	\$770	\$682.50
	Landsat 5 – South America (CONAE)	No.Min.	\$550	\$446.26
	ENVISAT	First 20 Scenes		No Charge



EURIMAGE

LANDSAT 5-EUROPE, NORTH AFRICA, AUSTRALIA,SOUTH AMERICA ENVISAT-EUROPE

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
EURI-MAGE	ENVISAT-Standard Image-Mode Data from Archive for Planned Imagery Prices Double	1-99	€400	\$210.00
		100-199		\$157.50
		200+		\$105.00
EURI-MAGE	Landsat 5 Subscription Services (Europe 3 mos. – 6 scenes)	Receive 6 Scenes	€3000	\$1890=\$315 /Scene
		Receive 12 Scenes		\$3360=\$280 /Scene



EARTHSAT

LANDSAT 5-NORTH AMERICA HIGHLIGHTS

- Offered variety of data and processing services
- Data Delivery for Landsat:
 - US, Canada and Mexico 5-10 Days
 - Australia 5-7 Days
 - South America CONAE 5-14 Days

EARTHSAT

LANDSAT 5-NORTH AMERICA

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
Earth-sat	Landsat 5 – US, Canada and Mexico	\$5,000	\$425	\$393.75
	Landsat 5 - Australia	\$5,000	\$1,100	\$677.25
	Landsat 5 – South America (CONAE)	\$5,000	\$500	\$467.25
	Landsat 5 – South America (INPE – No Product Warranty)	\$5,000	\$1,000	\$624.75



Space Imaging IKONOS and RESOURCESAT I HIGHLIGHTS

- **Base Year and 4 Option Year Prices Remain the Same**
- **Quicklooks provided for all AOIs at no cost. If AOI is in a cloud free area and the scene has more than the standard cloud cover Space Imaging will provide a 50% discount off of the Volume Discount Price**



Space Imaging IKONOS and RESOURCESAT 1 HIGHLIGHTS

- License - Federal Civil for IKONOS and IRS
- Delivery

IKONOS:

- Data of the North America (NA) 72 Hours
- Data Outside of NA Pending Input From Regional Affiliates

IRS:

- 5 Day Data of the US
- 10 Days Rest of World

Space Imaging IKONOS and RESOURCESAT I

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
Space Imaging -North Am.	AWIFS Multispectral 56m (GeorecPath)	No Minimum	\$850	\$714
	AWIFS Multispectral 56m (GeorecMap)	No Minimum	\$850	\$735
	AWIFS Multispectral 56m (Orthorec)	No Minimum	\$1,100	\$924
	IKONOS Geo B&W & MS (Option Year Prices Remain the Same) 100sq km Min	No Minimum	\$18.00	\$14.18 100 sq km



Space Imaging IKONOS and RESOURCESAT I

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
Space Imaging – North Am.	IKONOS Geo Ortho Kit B&W and Standard Ortho B&W (49sq km minimum purchase)	No Minimum	\$20.00 Sq km	\$15.75 49sq km
	IKONOS Archive Geo B&W and MS (49sq km minimum purchase)	No Minimum	\$7.00 Sq km	\$5.52 49sq km
	LISS III Multispectral 23.5m (Georec-Path and Map)	No Minimum	\$2,500	\$630



Space Imaging IKONOS and RESOURCESAT I

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
Space Imaging - Outside of North Am.	AWIFS Multispectral 56m (Orthorec)	No Minimum	\$1,100	\$924
	RESOURCESAT I LISS IV B&W 5m (Outside of US Georec Path)	No Minimum	\$2,500	\$1732.50
	LISS IV Multispectral 5m (Outside of US GeorecPath)	No Minimum	\$2,500	\$1732.50
	LISS III Multispectral 23.5m (GeorecPath and Map)	No Minimum	\$2,500 \$2,750	\$630.00



DIGITAL GLOBE

HIGHLIGHTS

- All Prices Quoted are Base Year and Option Year One Only
- Volume Discount Level
 - 15% all invoices
 - Single Order = or >25k less 19%
 - Cumulative Order >\$1M less 23%
 - Cumulative \$5M applied to subsequent invoices less 25%



DIGITAL GLOBE

HIGHLIGHTS

- Cloud Cover

- <20% Cloud Cover Standard
- <10% Cloud Cover there is a Price Increase of 25%
- Cloud-Free Price Increase of 50%

- Delivery

- Standard for Georectified Products <7 Days
- Standard for Orthorectified Products <30 Days

- License

- Federal Civil

DIGITAL GLOBE

QUICKBIRD

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
Digital Globe	QuickBird Basic Imagery Products (Min. 272sq km)	See Highlights	\$22.00-\$37.80	See Applicable Discount
	QuickBird Standard Georectified Imagery Products (Min. 64sq km)	See Highlights	\$22.00-\$37.80	See Applicable Discount
	QuickBird Standard Orthoready Imagery	See Highlights	\$22.00-\$37.80	See Applicable Discount



ORBIMAGE

HIGHLIGHTS

- **Pricing for Base Year Option One Year Only**
- **License – Federal Civil Excluding the DoD and Title 50 Organizations**

ORBIMAGE

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
ORB-IMAGE	Basic Geo Products Mono and Stereo 1km	\$0-\$100k 3% \$100-\$500k 5% \$500k-\$1M 10% \$1M-\$3M 15% \$3M - \$5M 20% \$5M-\$10M 25%	Range \$13.00- \$48.00	Range \$13.24- \$37.80 Depending on Volume Purchased

SPOT

HIGHLIGHTS

- **Additional Licensing Fees applied to the purchase cost of the Data and are an addition of 10-20% of the Commercial Price of the Scene. For USDA the upcharge for a USDA Wide License is 10%**
- **License – Single Organization and Site**
- **Programming Fees also apply to each order on a per scene basis this will ONLY be charged upon delivery of a validated scene ranging from \$1,000-\$4875.00**

SPOT

HIGHLIGHTS

- Delivery - Some Delivery Options could be considered
 - Rush (From 6 hours to 72 hours Worldwide) and prices range from \$1,200-\$5,000
 - Standard Delivery for the USDA is 72 hours with no additional Rush Charges

SPOT

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
SPOT	Imagery Products Level 1A via FTP 3600sq km	<\$200k 0% \$200k-\$499k 5% \$500k-\$999k 10%	\$10,125- \$1,200	Refer to Aggreg. Value of Orders Chart + (5%)
	Level 1B via FTP 3600sq km	\$1M-\$1.9M 20% \$2M-\$2.9M 25% \$3M-\$4.9M 30%	\$10,125- \$1,200	
	Level 2A Geocoded without GCP's via FTP 3600sq km	+\$5M 35%	\$11,750- \$1,700	
	Level 2B Geocoded without GCP's via FTP 3600sq km		\$11,475- \$1,450	

SPOT

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
SPOT	<p>Level 3A Orthorectified Via FTP- 3600sq km</p> <p>Monitoring Services (Dedicated Programming Service- one contiguous area) 1 Month Service 30,000sq km must be defined by client with SPOT</p>	<p><\$200k 0%</p> <p>\$200k-\$499k 5%</p> <p>\$500k-\$999k 10%</p> <p>\$1M-\$1.9M 20%</p> <p>\$2M-\$2.9M 25%</p> <p>\$3M-\$4.9M 30%</p> <p>+\$5M 35%</p>	<p>\$11,750</p> <p>\$1,700</p>	<p>Refer to Aggreg. Value of Orders Chart + 5%</p> <p>TBD</p>

SPOT

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price + Handling (5%)
SPOT	Vegetation Product via FTP Global 10 day Synthesis (World)	Quote	Quote	Order does add to Volume Discount but is quoted on a per client basis

USGS

Landsat 5 & 7

HIGHLIGHTS

- **All pricing obtained from the USGS Website**
- **Delivery**
 - **All Landsat (CD: 1-3 Weeks; FTP: 5-10 Business Days**
 - **Handling Charge - \$5.00/Multiple Transactions may constitute one or multiple orders**



USGS

Landsat 5 & 7

LANDSAT 5, 7 WEBSITE PRICES

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price
USGS	Landsat 5 – System Corrected	25 Scenes	\$425	\$340
	Landsat 5 – Precision Corrected		\$550	\$440
	Landsat 5 – Terrain Corrected		\$625	\$500
	Landsat 7 – Level 0RP-SLC ON		\$475	\$380
	Landsat 7 – Sys. Cor.-SLC ON		\$600	\$480
	Landsat 7 – Prec. Cor.-SLC-ON		\$725	\$580
	Landsat 7 – Terr. Cor.-SLC ON		\$800	\$640



USGS

Landsat 5 & 7

LANDSAT 5, 7 WEBSITE PRICES

Vendor	Product Services Description	Volume Discount Level	Catalog List Price	Volume Discount Price
USGS	Landsat 7 – Level 0RP-SLC OFF	25 Scenes	\$200	\$200
	Landsat 7 – Sys. Cor.-SLC OFF		\$250	\$250
	Landsat 7 – Prec. Cor.-SLC OFF		\$310	\$310
	Landsat 7 – Terr. Cor.-SLC OFF		\$340	\$340



PURCHASING

Ordering data through USDA/FAS/PECAD :

1. Contact Bob Tetrault robert.tetrault@FAS.usda.gov 202-690-0130
2. MPR money to FAS
3. FAS issues task order to ASRC

Benefit is ordering commercial company to commercial company and greater volume discounts for USDA



CONTACT INFORMATION

Bob Tetrault (FAS/COTR)

202-690-0130

Don Brown (ASRC)

202-720-6593