Department of Defense Enterprise Software Initiatives

LTC Tom Loper

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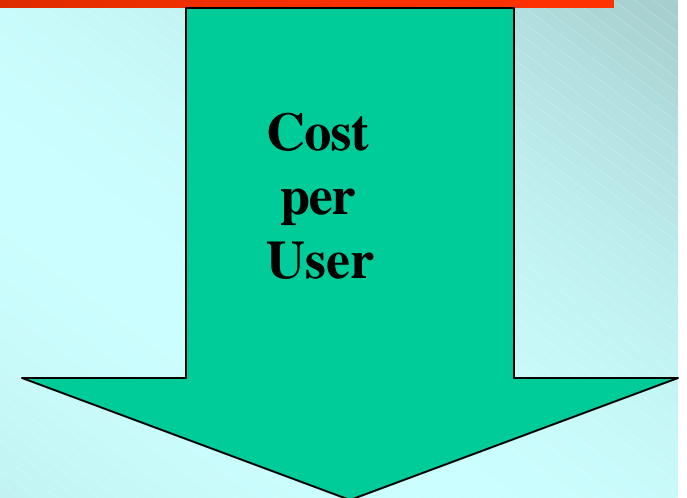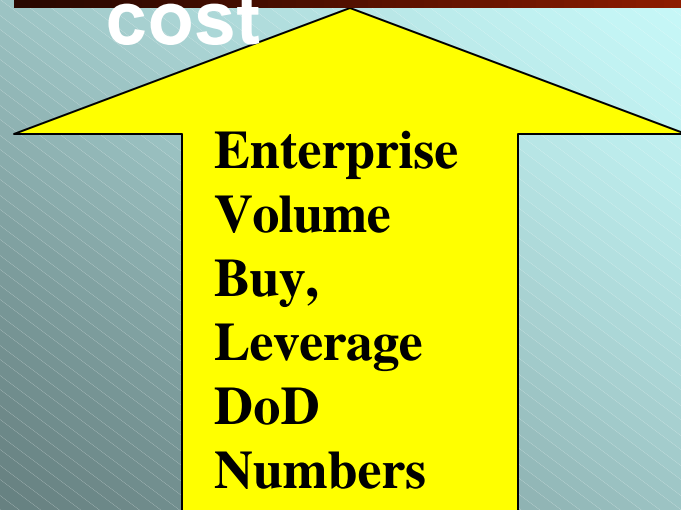# Information Technology Acquisition ODISC4

Provide direct acquisition support to the DISC4 as the Military Deputy to the Army Acquisition Executive (AAE) for C4/IT and as the Army's Chief Information Officer. Provide software policy support to the DISC4 as the Army's Enterprise Architect. Provide principle Army subject matter expertise for C4/IT acquisition and software policy to DoD and Joint Service Councils and OIPTs. Provide internal technical acquisition support to the DISC4 staff.

ESI Vision & Goal

- **1998 CIO INITIATIVE**
- **Vision:** *faster, better, cheaper* **mission support**
- **Goal: point & click software shopping at lowest cost**

Enterprise Volume Buy, Leverage DoD Numbers

Cost per User

Driving Force

- **High software cost drove CIOs into action**
- **Private Sector Success Through Volume**
  - **over 90% savings**
- **1998 CIO Off-Site Action Plan/Goals**
  - **Obtain buy-in**
  - **Reduce cost**
  - **Provide best, flexible software suites**
  - **Create funding incentives**
- **Steering Group and Working Group Created**

Team Composition

Participating Organizations

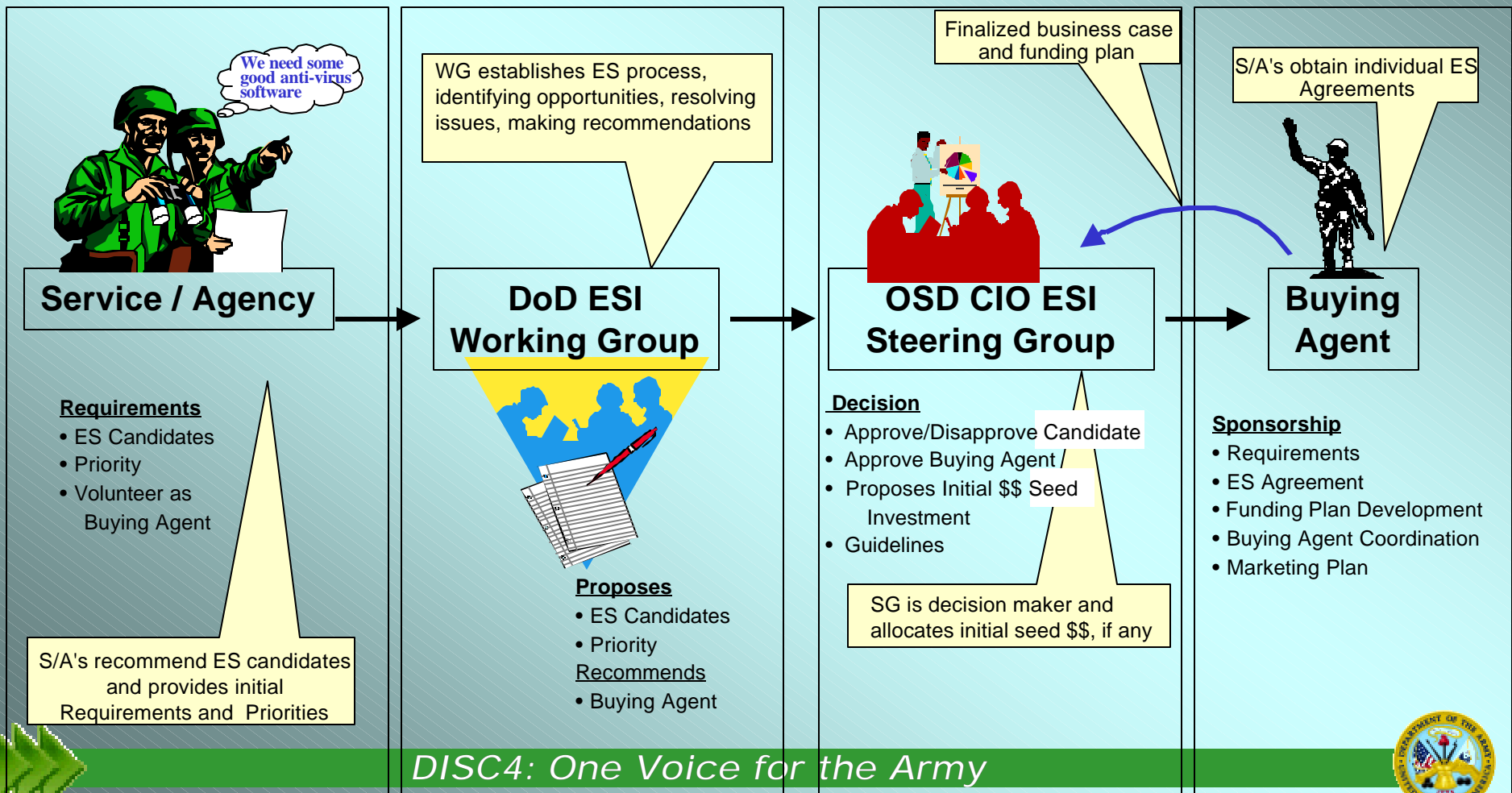|	
OSD	DISA
Dept of the Army	DIA
Dept of the Navy	NIMA
Dept of the Air Force	NSA
DLA	

Federal Information Resource Managers (IMRCO) 1999 Award for Excellence

How The Enterprise Software Initiative Works

We need some good anti-virus software

WG establishes ES process, identifying opportunities, resolving issues, making recommendations

Finalized business case and funding plan

S/A's obtain individual ES Agreements

Service / Agency

DoD ESI Working Group

OSD CIO ESI Steering Group

Buying Agent

Requirements
- ES Candidates
- Priority
- Volunteer as Buying Agent

S/A's recommend ES candidates and provides initial Requirements and Priorities

Proposes
- ES Candidates
- Priority

Recommends
- Buying Agent

Decision
- Approve/Disapprove Candidate
- Approve Buying Agent
- Proposes Initial $$ Seed Investment
- Guidelines

SG is decision maker and allocates initial seed $$, if any

Sponsorship
- Requirements
- ES Agreement
- Funding Plan Development
- Buying Agent Coordination
- Marketing Plan

DISC4: One Voice for the Army

Two-Phased Strategy

- **"Quick Hit" Agreements - Near Term**
  - ESI jump start
- **E-Mall - IT Corridor**
  - ESI long haul
  - Software - IT commodities - IT services

Quick Hits

- **60-80% solution - accept risk**
  - volunteer lead agents
  - avoid unproductive overhead (exhaustive data calls)
- **PBD 426 Empowering Service use of the Working Capital Fund**
- **Use up-front funding to obtain best deals**
- **priority to installed base**
  - flexibility for future
- **share results - identify lessons learned, best practices**

Army Managed Enterprise Agreements

Databases: DoD ESI Agreements (Army Lead)

- **Oracle**   **BPA with Spot Quotes**
- **Informix**   **"Gold Disk," Now BPA**
- **Sybase**   **"Gold Disk"**

Internal Army ESI Agreements:

- **Tivoli**   **Future DoD Lead Air Force**
- **Computer Associates**   **Future DoD Lead Air Force**
- **Parametric Technology Corporation**
- **Jet Forms**
- **Microsoft desktop applications, Navy Lead for Servers/SQL**

Savings: 28% to over 90% off GSA Schedule!

WARNING! BUYER BEWARE!!

- ## What is the "REAL" Final Price – With All the Extras Included?
    - Added Shipping Charges – Remote/OCONUS
    - "Taxes"
    - Functional Software Loads
    - Any Charge if I Move the Equipment Later?

- ## How Long is Your Warranty Period?

• SCP Standards:	• GSA Standards:
– 3-5 Years	– 1 Year or Less
– On-Site	– Mail Back
– 2 Days to Repair	– 7-14 Days to Repair/Mail

SCP ID/IQs and BPAs are Compliant with DoD and DA Policies

- **Defense Information Infrastructure (DII)**
  - **Common Operating Environment (COE)**

- **Technical Architecture Framework for Information Management (TAFIM)**

- **Joint Technical Architecture-Army (JTA-A)**

- **DoD Directive 5200.28 Security Requirements for ADP**

- **Executive Order #13103   Re: Computer Software Piracy**

Procurement Vehicles

- **Indefinite Delivery/ Indefinite Quantity (ID/IQ) Contracts**
  - Full and Open Competition

- **Blanket Purchase Agreements (BPA)**
  - GSA Schedule is the Base Source

- **Enterprise License Agreements (ELA)**
  - Normally BPAs
  - Customer Focus: Army Only or DoD-Wide
  - "Golden Disk", Regular BPA, or Both

Enterprise Agreements

SAVINGS/Cost Avoidance For DoD/Army

$676,589,610

ARMY RESPONSIBLE FOR DATABASE VENDOR AGREEMENTS

• ORACLE.. BASIC BPA WITH OVER 27 % DISCOUNT, SPECIAL SPOT PRICING (83%) …SAVINGS TO DATE: $626,377,867 (535 million from Air Force deal for period of 9.5 years)

• SYBASE..BASIC GOLD DISK WITH MINIMUM OF 68,000 SEATS WITH ESTIMATED 64% DISCOUNT…SAVINGS TO DATE: $2,409,463

• INFORMIX..BASIC BPA WITH 31% ON MAINTENANCE... SAVINGS TO DATE: $5,940,251

ESI Savings/Cost Avoidance

- **MICROSOFT DESKTOP.. 49% DISCOUNT, SAVINGS TO DATE: $27,945,055**

- **COMPUTER ASSOCIATES 64%DISCOUNT : UP FRONT PURCHASE OF 30,000 SEATS…SAVINGS TO DATE $3,560,643**

- **TIVOLI: UP FRONT PURCHASE OF 40,000 SEATS AT 69%-98% DISCOUNT…SAVINGS TO DATE: $7,518,642**

- **JETFORMS 42% SAVINGS TO DATE $2,837,689**

Summary

☑ **Leading Technologies**   ☑ **Price**

☑ **Robust Warranties**   ☑ **Web Site and Electronic Ordering**

☑ **Quick Delivery Times**   ☑ **Flexibility in Ordering**

ESI Web Pages

OSD Enterprise Homepage: http://www.doncio.navy.mil/esi/

Army PM Small Computers: http://pmscp.monmouth.army.mil

E-Mall: https://www.emallmom01.dla.mil/

Air Force: http://web1.ssg.gunter.af.mil/home/

Navy: http://www.nawcad.navy.mil/its

http://www.itec-direct.navy.mil

DISA: https://www.ditco.disa.mil/products/asp/welcome.asp

DIA: http://assess.dia.mil/itasc_home.html

POCs

Small Computer Program
AMSEL-DSA-SCP, Ft. Monmouth, NJ 07703
Thomas Leahy, Acting Chief (DSN: 987-6791)
Adelia Wardle (DSN: 987-6793)

Hotline: 888-232-4405
Fax: (732) 532-5185   DSN: 992-5185

Email: AMSEL-DSA-SCP@mail1.monmouth.army.mil

Web Site: http://pmscp.monmouth.army.mil

BACK UP SLIDES

Tivoli Enterprise Management Software

- **Open to Army and Army Contractors**
- **Golden Disk for seats Include:**
  - Tivoli Framework
  - Tivoli Software Distribution
  - Tivoli Inventory
  - Tivoli User Administration
  - Tivoli Security Manager
  - Tivoli Security Console
  - Tivoli Manager for Database (Oracle, Sybase and Informix)
- **Golden Disk for Enterprise Consoles (limited number)**

T-EMS - Pricing

- **Seven products one price (desktop or server) - $157.32**

- **Average 73% off GSA**

- **Comes with warranty through 31 July 2002**

CA-Enterprise Management Software

- **Open to Army and Army Contractors**

- **Golden Disk Products Include:**

  NT and Unix Server – 9 products

  - Security Management
  - Event Management
  - Network Management
  - Storage Management
  - Output Management

  - Performance Management
  - Problem Management
  - Software Delivery
  - Asset Management

C-EMS

- **Unix and NT Agent**
- **Desktops for Unix and NT include**
  - Software Delivery Agents
  - Asset Management Agents

C-EMS - Pricing

- **NT Server - $2,562**
- **Unix Server - $ 7,918**
- **Agent (Unix and NT) - $466**
- **Desktops (Unix and NT) - $140**
- **Average 64% off GSA**
- **Comes with year warranty**
- **Eliminates Power Units for the User**

JETFORM (Enhanced Technology-1)

- **JetForm FormFiller Products** (FormFlow 2.22 & FormFlow 99) for the Army JetForm Consolidation

- **Open to Army and Army Contractors**

  FormFlow 2.22/FormFlow 99 (New): $46.46
    – Upgrade to 2.22 or FormFlow 99: $21.05
    – Maintenance: $7.88 per license per year
    – 42% off GSA

Database Enterprise Agreement Licenses - Informix

- **Informix Database Products, Service and Warranty.**

- **Open to DoD and DoD Contractors**

- **Offers 52% off Product/Service**

- **Spot Pricing for large orders**

- **Offers 31% off Software Maintenance**

Database Enterprise Agreement Licenses - Sybase

- **Sybase Data Base Products, Services and Warranty**

- **Open to DoD and DoD Contractors**

- **Golden Disk Products Include:**

NT Server	$ 472	UNIX Seat	$ 260
NT Seat	$ 93	LINUX Server	$ 472
UNIX Server	$ 1304	LINUX Seat	$ 93

  – **Includes One Year Warranty**

- **64% off GSA**

Database Enterprise Agreement Licenses - Oracle

- **Oracle Data Base Products, Services and Warranty**

- **Open to DoD and DoD Contractors**

- **BPA Percentage off GSA 1-27%**

- **Special Solutions Orders 63% - 83% off GSA**