



Government-wide Software Agreements Update

March 7, 2018

For Official Use Only



Agenda

- **Background**
- **Current Agreements - IT Schedule 70 FITARA Enhancement Program**
- **Current Agreements – Government-wide DoD ESI / GSA Software BPAs**
- **Potential Future Agreements**



IT Schedule 70 FITARA Enhancement Program

IT Schedule 70 FITARA Enhancement Program - Background

- GSA has been working with leading publishers and resellers to enhance their Government-wide Schedule 70 contracts to:
 - Drive down pricing
 - Provide packaged functional solutions that better meet customer needs and support Government-wide IT initiatives
- The implementation of IT Schedule 70 enhancements are driven by recent Government-wide legislation and guidance that focus on the government buying as “one” through the development of government-wide software agreements and the adoption of category management:
 - Federal IT Acquisition Reform Act (FITARA)
 - OMB M-16-12
 - MEGABYTE Act

Note: The enhancements are not specific “transactions” or “purchases”; they are simply new offers on Schedule 70 that provide customers with the ability to purchase packaged functional solutions at any time at lower price points



Government-wide DoD ESI / GSA Software BPAs

Government-wide DoD ESI / GSA Software BPAs - Background

- DoD and GSA have a partnership in place to establish software agreements - “co-branded” ESI-SmartBUY BPAs - with several major software publishers for government-wide usage
- Current annual sales volume through all DoD ESI vehicles of approximately \$1.5B*, of which an average of approximately \$556M is through the ESI-SmartBUY Co-branded BPAs
- To date, over \$6B total in cost avoidance achieved through usage of all DoD ESI vehicles with an average of \$766M in annual cost avoidance through the ESI-SmartBUY co-branded BPAs alone



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IT Schedule 70 FITARA Enhancement Program - ESRI

Scope

- Entire portfolio of geospatial software products available through ESRI's IT Schedule 70 contract

Key Characteristics / Benefits

- Overall Government-wide savings target = \$4M or 5% of annual spend on ESRI
- Special FITARA discount rate applied on existing ELAs with ESRI - discount rate is dependent on total annual ELA payments of participating agencies during the preceding year
- Discounts for IDIQ purchases by existing ELA customers of software and maintenance, training, and professional services
- Access to premium / secure services, technical advisers, ESRI's Disaster Response Program, self-paced learning, curriculum advisers, and personal / home use licenses
- For non-ELA customers, can use the enhancement as framework for discounts

How to Access / More Info

- <https://www.gsaelibrary.gsa.gov/ElibMain/contractorInfo.do?contractNumber=GS-35F-253CA&contractorName=ENVIRONMENTAL+SYSTEMS+RESEARCH+INSTITUTE+INC&executeQuery=YES>
- <http://www.esri.com/~media/Files/Pdfs/library/whitepapers/pdfs/esri-and-fitara-compliance.pdf>



IT Schedule 70 FITARA Enhancement Program - HPE

Scope

- IT Management software solution packages from Hewlett-Packard Enterprise (HPE):
 - Software License Management
 - Software Incremental Development Enablement
 - Data Center Automation
 - IT Portfolio Savings Enablement
 - Flexible Software Package
- Available through Carahsoft's IT Schedule 70 contract (GS-35F- 0119Y)

Key Characteristics / Benefits

- Volume discounts that increase based on the total dollar value purchased - increase in 2% increments up to 8% total depending upon size of solution grouping - small to extra large (currently, Carahsoft offers a 28% discount on the IT70 contract off of list price for the products under scope)

How to Access / More Info

- <https://www.gsaelibrary.gsa.gov/ElibMain/contractorInfo.do?contractNumber=GS-35F-0119Y&contractorName=CARAHSOFT+TECHNOLOGY+CORPORATION&executeQuery=YES>
- <https://www.gsa.gov/node/86290>



IT Schedule 70 FITARA Enhancement Program - Adobe

Scope

- Adobe Data Centric Security and Electronic Signature Category Management solution packages with the following two options:
 - Adobe Enterprise Digital Rights Management – Product Grouping
 - Adobe Electronic Signatures – Opportunity Based Pricing
- Available through Carahsoft's IT Schedule 70 contract (GS-35F- 0119Y)

Key Characteristics / Benefits

- Tiered volume discounting for Adobe Digital Rights Management Product Groupings at 5 different break points – 1,000 users, 5,000, 10,000, 25,000, and 50,000 – ranging from 7% to 30%
- Tiered volume discounting for the Adobe Sign Electronic Signature package based on transaction size - \$25-\$75K, \$75K-\$125K, \$125K-\$200K, \$200K-\$500K, \$500K+ - ranging from 2% to 10%

How to Access / More Information

- <https://www.gsaelibrary.gsa.gov/ElibMain/contractorInfo.do?contractNumber=GS-35F-0119Y&contractorName=CARAHSOFT+TECHNOLOGY+CORPORATION&executeQuery=YES>
- <https://www.gsa.gov/node/82906>

IT Schedule 70 FITARA Enhancement Program - Nutanix

Scope

- 10 distinct Nutanix product solutions focused on Hyperconverged Infrastructure (HCI):
 - Hybrid Cloud Infrastructure Pilot/Micro Agency Solution
 - Hybrid Cloud Infrastructure Base Solution (in three variations)
 - Hybrid Cloud Infrastructure Scale Out Solution (in four variations)
 - Hybrid Cloud Software Defined Datacenter Solution (in two variations)
- Available through Carahsoft's IT Schedule 70 contract (GS-35F- 0119Y)

Key Characteristics / Benefits

- In most cases, each product solution, depending upon volume, the discounts are up to 50% off of previous GSA pricing:
 - Hybrid Cloud Infrastructure Pilot/Micro Agency Solution – 47%
 - Hybrid Cloud Infrastructure Base Solution (in three variations) – 7 volume-based discount levels from 3% to 15%
 - Hybrid Cloud Infrastructure Scale Out Solution (in four variations) – 7 volume-based discount levels from 3% to 14%
 - Hybrid Cloud Software Defined Datacenter Solution (in two variations) – 4 volume-based discount levels from 6% to 11%

How to Access / More Info

- <https://www.gsaelibrary.gsa.gov/ElibMain/contractorInfo.do?contractNumber=GS-35F-0119Y&contractorName=CARAHSOFT+TECHNOLOGY+CORPORATION&executeQuery=YES>
- <https://www.gsa.gov/about-us/newsroom/news-releases/hyperconverged-cloud-infrastructure-solution-now-available-on-gsa%E2%80%99s-it-schedule-70>



IT Schedule 70 FITARA Enhancement Program - ServiceNow

Scope

- Solution packages that satisfy deployments of varying sizes for IT Service Management, Cyber Security Operations, IT Operations Management, Customer Service Management, and HR Service Management
- Available through Carahsoft's IT Schedule 70 contract (GS-35F- 0119Y)

Key Characteristics / Benefits

- On-premises, off-premises or hybrid purchasing and deployment models
- Tiered discounts of 4%-10% based on volume purchases of software and implementations across all federal agencies

How to Access / More Info

- <https://www.gsaelibrary.gsa.gov/ElibMain/contractorInfo.do?contractNumber=GS-35F-0119Y&contractorName=CARAHSOFT+TECHNOLOGY+CORPORATION&executeQuery=YES>
- <https://www.gsa.gov/about-us/newsroom/news-releases/gsa-negotiates-new-enterprise-license-agreement-for-governmentwide-savings-on-software>



IT Schedule 70 FITARA Enhancement Program - IBM

Scope

- Three distinct DB2 database solution packages:
 - DB2 Advanced Enterprise Server
 - DB2 Enterprise Server Edition
 - DB2 Developer Edition
- Services including enablement/training for Database Administrators (DBAs) on the latest features of IBM DB2 Version 11, migration assessments, and priced services engagements to assist with one or all the migrations of applications to IBM DB2
- Available through Carahsoft's IT Schedule 70 contract (GS-35F- 0119Y)

Key Characteristics / Benefits

- A special migration offer for legacy database customers, looking to consolidate or move to IBM DB2, that scales up to an 80% discount from legacy support/maintenance costs
- Tiered discounts of 2%-8% based on aggregate volume purchasing within an agency

How to Access / More Info

- <https://www.gsaelibrary.gsa.gov/ElibMain/contractorInfo.do?contractNumber=GS-35F-0119Y&contractorName=CARAHSOFT+TECHNOLOGY+CORPORATION&executeQuery=YES>



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Government-wide DoD ESI / GSA Software BPAs – Telos

Scope

- PoP: 5/06/2016 – 2/01/2021
- Provides a secure messaging environment and services with Telos Automatic Message Handling System (AMHS), Xacta Information Assurance (IA) Manager, and Xacta security consulting services to DoD, Federal agencies and Intelligence Community

Key Characteristics / Benefits

- Pricing discounts off of GSA price range from 4-40% per Delivery Order and volume purchases are considered in discount range.
- Management obligations: Bi-annual Program Management Review (PMR) and quarterly report of sales.
- Additional ESI Best Practice License Terms

How to Access / More Info

- www.esi.mil: Agreement page with pricing and contract information, submit questions on the agreement to the POCs identified or through the “Ask an Expert” feature on the DoD ESI web site.



Government-wide DoD ESI / GSA Software BPAs – iGrafx

Scope

- PoP: 1/29/2009 – 6/30/18
- Resellers: SHI International Corporation
- Products include Process for Six Sigma, Flowcharter and Client software licenses, one year software maintenance support, and information technology professional services.

Key Characteristics / Benefits

- Discounts structure below GSA depending on volume purchase.
- Management obligations: Bi-annual PMR and quarterly report of sales.
- Additional ESI terms to include transfers, audit rights, & functionality replacement

How to Access / More Info

- www.esi.mil: Agreement page with pricing and contract information, submit questions on the agreement to the POCs identified or through the “Ask an Expert” feature on the DoD ESI web site.



Government-wide DoD ESI / GSA Software BPAs – Oracle

Scope

- PoP: Mythics (5/31/2006 – 5/31/2018), DLT (5/31/2006 – 6/12/2018), Affigent (11/24/2008 – 11/30/2018)
- Products include Oracle database and applications software licenses (i.e. eBusiness), software maintenance, support, and consulting services, plus some former Sun Microsystems products.

Key Characteristics / Benefits

- Volume discount per Delivery Order.
- Management obligations: Bi-annual PMR and quarterly report of sales.
- Mythics, DLT and Affigent are operating with Limited Letters of Supply to fulfill Oracle requirements for existing customers.
- Additional ESI Best Practice License Terms to include license assignment

How to Access / More Info

- www.esi.mil: Agreement page with pricing and contract information, submit questions on the agreement to the POCs identified or through the “Ask an Expert” feature on the DoD ESI web site.



Government-wide DoD ESI / GSA Software BPAs – Quest

Scope

- PoP: 11/20/2017 – 11/19/2022
- Resellers: Four Points Technology and DLT Solutions
- Enterprise Management Software (EMS) products include licenses and maintenance for Information Management, Microsoft Platform Management, Identity & Access Management, and Data Protection.

Key Characteristics / Benefits

- Volume discount per Delivery Order.
- Management obligations: Bi-annual PMR and quarterly report of sales.
- Additional ESI Best Practice License Terms

How to Access / More Info

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IT Schedule 70 FITARA Enhancement Program

- Veritas – solutions focused on Data Insight, E-Discovery / Clearwall, Infoscail, Enterprise Vault 247, and 360 Data Management
- Amazon Web Services (AWS) – cloud-related solutions
- BMC – Remedy-related solutions
- Fortinet – firewall-related solutions
- Check Point – cybersecurity-related solutions

Government-wide DoD ESI / GSA Software BPAs

- CA – estimated award date Q3, FY18
- SAP – estimated award date Q3, FY18
- VMware – estimated award date Q4, FY18

Are there any other software publishers and / or product sets that we should take into consideration?

Conclusion

- Please reach out to the ESCT contacts below for more details about any of the Government-wide Software Agreements available via GSA and DoD ESI

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