



DoD Enterprise Software Initiative

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DoD Enterprise Software Initiative (Introduction)



- DoD ESI leads in the establishment and management of enterprise COTS IT agreements, assets, and policies for the purpose of **lowering total cost of ownership** across the DoD, Coast Guard and Intelligence communities.
- Establishes *strategic sourcing* relations with leading information technology vendors to produce **Enterprise Software Agreements (ESA)** containing favorable pricing, terms and conditions for buyers.
- Five DoD Components, including Air Force (through the 754th ELSG), host **Software Product Managers (SPM)** to consolidate requirements, negotiate with vendors, and administer ESA.
- Close working relations with the **Intelligence Community**, and with **OMB/GSA SmartBUY Program**.

<http://www.esi.mil>



DoD Enterprise Software Initiative

(Products)



- **Enterprise Software Agreements (ESA)**
 - Contracts or Blanket Purchase Agreements (BPA) used to Acquire Software, Software Maintenance, or Selected Services with improved pricing, terms & conditions
 - Open to all DoD, the U. S. Coast Guard, the Intelligence Community, NATO, and Authorized Defense Contractors Products are Standards-Compliant
 - Negotiated and administered by ESI Software Product Managers and contracting officers
- **74 ESA** in place for products and services from 52 publishers, systems integrators, and research/advisory firms through distribution channels that include 32 resellers. Over \$3 billion in cost avoidance since 1999.

<http://www.esi.mil>



DoD Enterprise Software Initiative

- Agreements with 52 publishers & integrators -



CIO/MII
Enabling Net-Centric Operations



Connecting People With Information

DoD Enterprise Software Initiative (Policy)



- Department of Defense (**DOD**) **Chief Information Officer (CIO)** Guidance and Policy Memorandum No. 12-8430 – July 26, 2000 – Acquiring Commercial Software
- Defense Federal Acquisition Regulation Supplement (**DFARS**) Subpart 208.74, Enterprise Software Agreements
- **DODI 5000.2 (E.4.2.7)** Operation of the Defense Acquisition System
- **DPAP/DCIO** memo of December 22, 2005, DOD Support for the SmartBUY initiative
- **DoD CIO** Memo of July 3, 2007 - Encryption of Sensitive Unclassified Data at Rest on Mobile Computing Devices and Removable Storage Media
- **DNI CIO** Memo of June 26, 2008 – Intelligence Community (IC) Enterprise Software Licensing

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DoD Enterprise Software Initiative (Policy)



- Defense Acquisition Policy make the COTS enterprise software agreements “mandatory for consideration”, but continual attention is needed:
 - To ensure that all **MAIS** and **MDAP** programs are aware of and use the agreements when buying direct
 - To ensure DoD PMs and KOs explicitly encourage authorized **DoD contractors** (e.g., Boeing, Lockheed Martin, Raytheon, Northrop Grumman) to use the agreements
 - To promote DoD ESI collaboration throughout the **Intelligence Community**

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DoD Enterprise Software Initiative (Net-Centricity)



- Components need to be able to share critical information within DoD, among other federal partners, and with “unanticipated users”
- DoD Net-Centric Data Strategy Goals:

Visible	Is an information resource discoverable?
Accessible	Is it connected to the network(s), and are tools and licensing provisions in place?
Understandable	Can it be readily used... semantics documented?
Trusted	Is source, accuracy and currency verifiable?
Interoperable	Can it be easily combined or compared with other information or mediated?
Responsive	Is the resource answering user needs?

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DoD Enterprise Software Initiative

(Net-Centricity)



- Net-Centric policies are in place*, and some Major Programs (e.g., DCGS) have overcome most technical obstacles
- Commercial software licensing terms can restrict the ability to share government data. Examples:
 - access to data only via specified software tools
 - specific named-user populations
 - specified number of seats or number/type of computer processors
 - limiting access by named organizations, Programs or within specified networks

* DoD Net-Centric Services Strategy, dated May 4, 2007
DoD Net-Centric Data Strategy, dated May 9, 2003

<http://www.esi.mil>



DoD Enterprise Software Initiative

(Net-Centricity)



- Unified DoD/Intelligence Community (IC) approach to software licensing to enable information sharing with partners and unanticipated consumers
- MOA signed May 15, 2008 by the DoD Deputy CIO and the DNI Deputy Associate for IC Technology Management
 - Established Joint Net-Centric Licensing Tiger Team to establish net-centric terms & conditions
 - Tiger Team to work with key vendors to establish initial set of net-centric license agreements, leveraging existing investments where appropriate
 - Contractual actions to be coordinated and finalized by the appropriate DoD ESI and/or GSA SmartBUY contracting office

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DoD Enterprise Software Initiative

(IT Asset Management)



▪ Tangible Benefits

- Enable Strategic Sourcing for better enterprise agreements
- Information assurance and software assurance awareness
- Streamline IT reporting for ongoing OMB E-Gov mandates
- Gartner projects 30% ROI possible for 1st year

▪ DoD ITAM Drivers

- ESI Mission: *To lead in the establishment & management of enterprise COTS IT agreements, **assets**, and policies...*
- DoD ESI Policy: *Acquire and Manage Commercially-Available Software as a DoD-wide **Asset***
- *All DoD stakeholders need better visibility into enterprise **IT assets!***

▪ Governance

- Full-time ITAM PM heads up Cross-Component IPT
- GO/SES ITAM Steering Group now being established
- Working toward *Limited ITAM Pilot* within next 18 Months

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DoD Enterprise Software Initiative

(SmartBUY)



- SmartBUY sponsored by Federal CIO Council and OMB as part of the President's Management Agenda eGov Strategy
 - Extends **enterprise software licensing** opportunities to Federal agencies
 - **GSA** is the SmartBUY executive agent
 - DoD ESI methodology was genesis for GSA SmartBUY
- DPAP/DCIO memorandum, ***DoD Support for the SmartBUY Initiative***, dated December 22, 2005
 - **SmartBUY use mandatory**, where requirements match offerings: agreements now in place for 22 publishers
 - OMB waiver required to buy from other than SmartBUY contract vehicle, DoD buyers must check DoD ESI website before making commercial software buys: www.esi.mil
 - Applicable FAR language in final stages of review
- ESI SPMs manage 20 SmartBUYs through “**co-branding**”, leveraging DoD IT acquisition expertise for entire federal government
 - Air Force manages 11 Data-At-Rest encryption BPAs plus Telos

<http://www.esi.mil>



DoD Enterprise Software Initiative

(Systems Integration BPAs)



- **Authorized** by Business Initiative Council, requested by DCIO and the DUSD(L) Program Implementation Group
- **Awarded May 2004**, after 18 months market research
 - Complement the Enterprise Integration Toolkit
 - Best commercial practices & proven methodologies
 - Joint selection team led by Navy ESI partner
- Five “**world class**” **systems integrators** awarded BPA
 - Accenture, BearingPoint, CSC, Deloitte, IBM
 - FAR Part 8 Competition using GSA FSS eBUY
 - Fixed price, fixed labor hour or T&M pricing
- **Current & past DoD users:** Business Transformation Agency’s DAI, Army GFEBS, AF DEAMS, AF ECSS, DLA CFMS, and USMC GCSS-MC

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