



ENTERPRISE SOFTWARE INITIATIVE

ESI Fact Sheet

The DoD ESI is a joint project designed to implement a software enterprise management process within DoD. By pooling our current and future requirements for commercial software and presenting a single negotiating position to leading software vendors, DoD ESI provides pricing advantages not otherwise available to individual Services and Agencies. Twenty three software best practices have been identified and adopted by the DoD ESI Working Group, leading toward a DoD-wide business process for acquiring, distributing and managing enterprise software. Agreement negotiations and retail contracting actions are performed by IT acquisition and contracting professionals within participating DoD Services and Agencies, as DoD ESI "Software Product Managers". For more detailed information visit the DoD ESI at <http://www.esi.mil>. DoD ESI also offers selected IT services and is implementing IT Asset Management across DoD with linkages to the DoD Component level. The DoD ESI Team promotes regular sharing of information about DoD Component IT hardware enterprise acquisition practices, and is represented on DoD's Strategic Sourcing Board of Directors, and on the Federal Strategic Sourcing Initiative's IT Commodity Team.

CURRENT DoD ESI AGREEMENTS:

- **Adobe Desktop and Server** software at up to 60% off GSA TLP level 1 pricing.
- **Autodesk** Included in this award are over two dozen **AutoCAD** and Autodesk products, at a discount of up to 10% off of the GSA price.
- **Business Objects Crystal Reports, Crystal Enterprise**, and training and professional services. Software license volume discounts from 5% to 20%.
- **CA Unicenter** enterprise management software is available at 64% off; *BPwin and Erwin* modeling tools (including product, maintenance, and upgrades) are available at 56% off GSA FSS prices.
- **Collabnet** Support for TeamForge and Subversion, Lab management products and CoDesign Cloud services up to 5% discounts.
- **Data Compression Software SmartSync** and **Digital Media Bridge** data compression software offered at a 5% discount off of the GSA price.
- **Gartner** Research and Advisory Services including unlimited access to telephone inquiry support, access to research via the Web sites and analyst support.
- **IBM's** five newly established "product lines" – **Rational, DB2, Tivoli, Lotus** and **Websphere** – and **IBM/Informix DB** software are available at up to 27% off GSA FSS pricing. **Rational Enterprise Architecture Software** and maintenance discounts up to 14% of GSA FSS.
- **Microsoft's** software products for desktop configurations, servers and other products at up to 38% off GSA FSS pricing by nine resellers.
- **Microsoft Premier Support Services** provided at 4% off list price
- **Minitab Statistical Software, Quality Companion** and **Quality Trainer** software discounted up to 5% off GSA FSS pricing depending on volume of transactional buy; greater reductions available through spot discounting.
- **NetIQ** systems & security management /web analytic tools are discounted at up to 18% off GSA FSS.
- **McAfee and Symantec** anti-virus products are available at no cost. (See JTF-GNO Web site: <https://patches.csd.disa.mil/Default.aspx> for free downloads.)
- **McAfee (Securify)** Network Security Management System and other products and services at 4% to 36% off GSA Schedule prices
- **Netscape** products available at no cost through ESI.
- **OpsPlanner™ Emergency planning, Incident Management, and Automated Notification Software and services** offered at multiple discount levels below GSA.
- **PowerSteering** Project and Portfolio Management (PPM) software (Lean Six Sigma); Transactional discounts from 2.6% to 12%. Greater reductions available through spot discounting.
- **Red Hat Linux** operating systems software and services at 10% to 48% off GSA FSS price.
- **RWD Technologies Info Pak Products (Publisher, Administrator, Simulator, and Omni Help)**. Individual software discounted 5% to 51% off GSA- FSS Training and Services discounted at 5%. Greater reductions available through spot discounting.
- **SAP** Enterprise Resource Planning software starting at 33% off GSA FSS prices. Greater discounts are available for higher volume.
- **Securify's Network Security Management System** and other products and services at 4% to 36% off GSA Schedule prices.
- **Sun Software** Supplies integration and service oriented architecture SOA software. SUN **Java Enterprise Systems (JES)** includes **JES Identity Management Suite, JES Communications Suite, JES Availability Suite** and other SUN JES products at 10% off GSA FSS prices.
- **Sustainable Planner** software and services offered at multiple discount levels below GSA.
- **Sybase's Adaptive Server Enterprise (ASE)** is available to DoD (unlimited seats) at 64% off GSA FSS prices.
- **Websense** Security Filtering, Premium Support, Web Filter, Security Gateway, and Web Security all at significant savings.

DoD ESI WORKING GROUP CO-CHAIRS:

Jim Clausen: (571)372-4657, james.clausen@osd.mil / **Floyd Groce:** (703) 695-1917, floyd.groce@navy.mil

DoD ESI operates under the purview the DoD Deputy CIO

January 1, 2012



ENTERPRISE SOFTWARE INITIATIVE

ESI Fact Sheet

JOINTLY MANAGED DoD ESI AND FEDERAL SMARTBUY PROGRAM AGREEMENTS:

- **Data-at-Rest security products** enabling full disk encryption, file encryption, and integrated FDE/FES solutions are available from **SafeNet, Spyrus, WinMagic, Information Security Corp, Encryption Solutions Inc, Checkpoint, Credant Technologies, Symantec, Mobile Armor, and McAfee Mobile Data Security**. Eleven BPAs – many through resellers – offer discounts up to 85% off GSA FSS pricing for volume purchases.
- **Geo spatial software products** such as **ESRI, Google, CubeWerx, Carbon Project, NT Concepts, SAIC, ISC, and Planet Associates**
- **iGrafx** business process analysis tools such as **Process for Six Sigma, Flowcharter, Enterprise Modeler, Enterprise Central, and BPEL Generator**. Software is discounted off GSA prices from 21% to 69%.
- **IT Asset Management** software, maintenance, and services are available from **BMC, BelManage, Opware, BDNA, and BigFix**.
- **Meridio - Pt One** lifecycle records management software at significant discounts off of GSA FSS.
- **Oracle, Oracle BEA and Oracle Primavera** product line discounts reach 27% off GSA FSS prices. Greater discounts are available.
- **Quest Software** enterprise management products and services discounted from 3% to 48% off GSA prices for software licenses.
- **SAIR** (Situational Awareness and Incident Response) software includes **McAfee, Big Fix and Gideon/Secure Fusion** with significant discounts.
- **Telos/Xacta** Web Certification and Accreditation (C&A) software products
- **VMware** virtualization software products and services are available at discounts off GSA FSS, including **vCenter Server, VMware Workstation, VMFusion**, and other software titles.

DoD ESI WORKING GROUP CO-CHAIRS:

Jim Clausen: (571)372-4657, james.clausen@osd.mil / **Floyd Groce:** (703) 695-1917, floyd.groce@navy.mil

DoD ESI operates under the purview the DoD Deputy CIO

January 1, 2012