



DEPARTMENT OF THE AIR FORCE
WASHINGTON DC

OFFICE OF THE ASSISTANT SECRETARY

15 APRIL 2000

MEMORANDUM FOR ALMAJCOM-FOA-DRU/CC

SUBJECT: Air Force Policy for DoD Enterprise Software Initiative Agreement Use

The DoD Enterprise Software Initiative (ESI) and its enterprise software agreements are proving that managing commercial software at the DoD enterprise level reduces the cost of acquiring and maintaining software products. Their objective is to reduce costs and improve information sharing through procurement of common-use, standards-compliant software.

This initiative has begun to provide real results--through the ESI, DoD elements can now acquire selected COTS products at significant discounts--in some cases as much as 70% to 90%--from the standard GSA schedule costs. The exercise of group buying power when extended to more and more products will stretch the DoD software dollar further and further.

We should use ESI agreements, wherever they exist, for all software contracts--except in the most unusual cases with compelling justification. The Commercial Information Technology Product Area Directorate (CIT-PAD) at Standard Systems Group, Maxwell AFB-Gunter Annex, will act as the Air Force's agent for all ESI agreement purchases. For a list of current ESI agreements, visit the CIT-PAD website at <http://www.web1.ssg.gunter.af.mil/CIT-PAD>. For additional information, contact the Air Force ESI Working Group representative, Mrs. Karlene Rosasco, karlene.rosasco@pentagon.af.mil, DSN 425-6325.

A handwritten signature in cursive script, reading "Lawrence J. Delaney".

LAWRENCE J. DELANEY
Assistant Secretary of the Air Force
(Acquisition)