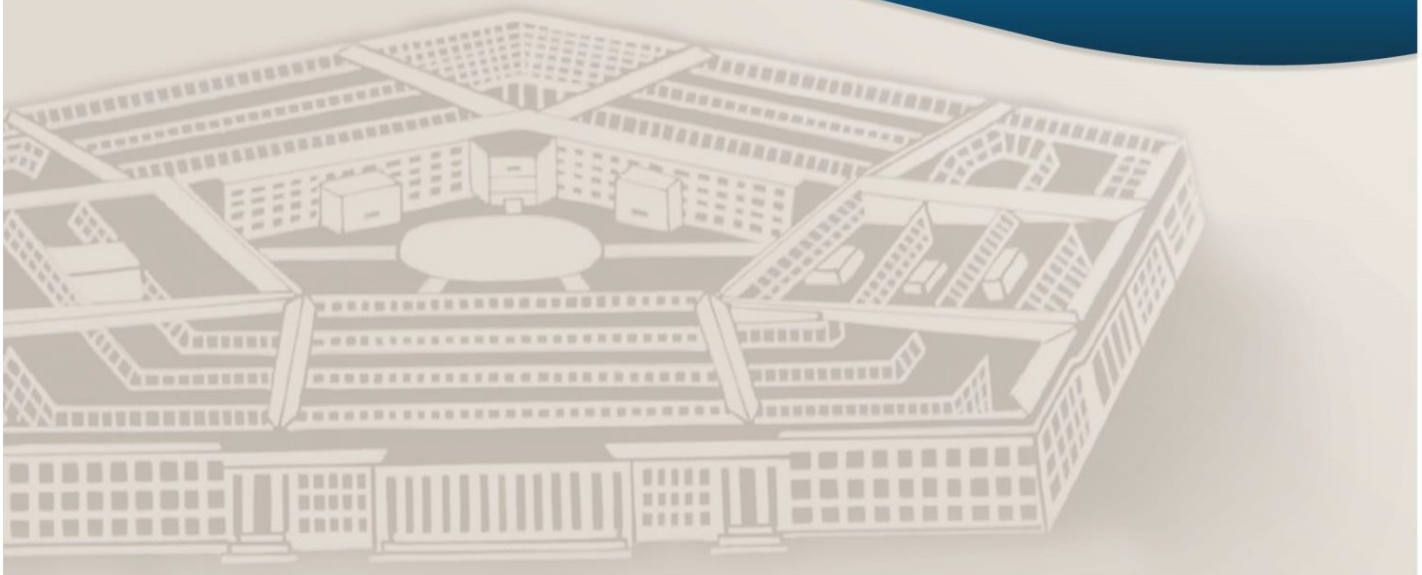

DoD ESI
ORDERING GUIDE

Palantir Technologies Inc.

Blanket Purchase Agreement (BPA)

N66001-19-A-0044

www.esi.mil

Department of Defense Enterprise Software Initiative (DoD ESI)
BPA ORDERING GUIDE

This Ordering Guide has been developed by the DoD ESI team to assist IT buyers and contracting officials to order technology products and/or services from the ESI BPA holder. This Guide contains essential information about the Blanket Purchase Agreement (BPA), identifies the authorized users of the BPA, summarizes the products and services available under the BPA and instructions for users to place an order, and provides Points of Contact information for support.

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1. BPA General Information

CONTRACTOR / VENDOR	**Palantir Technologies Inc.**
GENERAL SERVICE ADMINISTRATION (GSA) SCHEDULE NUMBER AND WEB LINK	**GS-35F-0086U** View Palantir's GSA Contract Here
BPA NUMBER AND WEB LINK	**N66001-19-A-0044** **www.esi.mil**
BPA ISSUE DATE	**12 July 2019**
BPA EXPIRATION DATE	**11 July 2024**

2. **Authorized BPA Users**

   a. This BPA is open for ordering by the "DoD or Agencies" on a worldwide basis. "DoD or Agency" is defined by 48 Code of Federal Regulations, Section 202.101. In addition, "DoD or Agencies" includes the Intelligence Community[1] (IC) and the U.S. Coast Guard.

   b. GSA or other applicable U.S. Government ordering organizations/agencies are authorized to place Orders under this Agreement on behalf of DoD end users and must comply with DFARS 208.74.

   c. Government contractors performing work for "DoD or Agencies" may place Orders under this Agreement on behalf of and for the benefit of the DoD if authorized by their cognizant Contracting Officer in accordance with the requirements of Federal Acquisition Regulation (FAR) 51 and/or Defense Federal Acquisition Regulation Supplement (DFARS) 251, Use of Government Sources by Contractors, as appropriate.

3. **Products and Services Overview**

Category	Publisher(s)	Product Line	Service Line
Data Integration and Analysis Technology	Palantir Technologies	Palantir	Software license, software maintenance, training, and professional services Cybersecurity, Big Data Analytics, Collaboration, Enterprise Management, BI

(full list is available at www.esi.mil)

[1] The Intelligence Community is a federation of executive branch intelligence agencies and organizations that are comprised of 17 member organizations (https://www.dni.gov/index.php/what-we-do/members-of-the-ic). Office of the Director of National Intelligence (ODNI) is authorized to procure IT through DoD ESI per the Memorandum of Agreement dated 15 May 2008 between DoD CIO and ODNI (http://dodcio.defense.gov/Portals/0/Documents/Net-Centric-MOA.pdf).

4. Ordering Officer Responsibilities

a. Ordering is decentralized. Only U.S. Government Contracting Officers (whose warrant authorizes purchases from GSA Federal Supply Schedule (FSS) Contracts), Government Purchase Card Holders, or Contractors given FAR 51 Authorization are able to place orders against this BPA.

b. This is a single award BPA established competitively using the procedures under FAR 8.405-3.

c. It is the responsibility of the Ordering Officer to:

i. Comply with the ordering procedures of FAR 8.4 and DFARS 208.4;

ii. Obtain competition and/or execute and publish a brand name or limited source justification as applicable;

iii. Provide fair opportunity to all BPA holders who offer the applicable product and/or service required;

iv. Ensure compliance with all fiscal laws prior to issuing an order under the BPA;

v. Incorporate into the order any regulatory and statutory requirements that are applicable to the agency for which the order is placed, if pertinent requirements are not already included in the BPA; [Note: The FAR and DFARS clauses listed in Attachment E of the BPA are those in effect as of the effective date of the BPA. Ordering Offices are responsible for incorporating the most current version of the applicable FAR and DFARS clauses, at the ordering level, in the Delivery Order as appropriate]

vi. Obtain the required authorization to acquire the products or services through the ESI BPA in accordance with FAR Part 51 when a contractor is ordering on behalf of a DoD component;

vii. Ensure the vendor selected for the order represents the best value. (Note that the BPA terms encourage spot discounting.); and

viii. Review the license terms and conditions when ordering software or proprietary appliances provided in the BPA Attachments. If required, ordering offices may secure additional terms and conditions at the Order level if those terms and conditions do not conflict with those at the BPA level and represent best value to the Government.

5. Ordering Process

a. DFARS Regulation 208.74

i. The BPA is an Enterprise Software Agreement (ESA) as defined in DFARS 208.74, which directs DoD software buyers and requiring officials to check the DoD ESI website for DoD inventory or the availability of an ESA before using another method of acquisition. These steps are summarized as follows from the DFARS:

1. To check the DoD ESI website to determine if commercial IT products or services have already been purchased and are available, navigate to www.esi.mil and to Agreements > All Agreements, and checkmark the "Inventory Exists" box to verify whether or not said Agreement is on the list. If it is available, purchase the designated software from DoD inventory and reimburse the SPM.

2. If the required commercial products or services are not available from inventory, but are available from an ESA, buyers must follow the procedures in the DFARS Section 208.74.

3. If a DoD component must obtain the commercial products or services outside the DoD ESI BPA, the component may seek a waiver from a management official designated by the DoD Component. After the steps in paragraphs (5)(i) and (5)(ii)(A) of the PGI 208.7403, Acquisition procedures have been completed.

4. If the required commercial products or services are not available from inventory or from an ESA, the DoD component may use an alternate method of acquisition, subject to applicable laws and policy.

b. Ordering

i. All orders must be competed amongst the awardees unless an exception applies (see FAR 8.405-6 Limiting Sources).

ii. Orders are subject to the ordering office's local policy, the underlying GSA FSS, and the terms of the BPA. The order may be placed directly with the vendor after ensuring compliance with the Ordering Officer Responsibilities specified in Section 4. The following is needed to place an order:

1. Execution of a delivery order (SF1449) by the respective local contracting office:

   A. Contracting Officers will need to create a BPA shell in your respective contract writing system in order to execute delivery orders against this BPA (see section 7).

   B. If you do not have an automated contract writing system, you must place the BPA number N66001-19-A-0044 in Block 2 and a locally assigned delivery order number in Block 4. Note: Ensure when creating the FPDS-NG report to insert the PIIV number of 4700 the referenced BPA number above in the applicable fields.

   C. All orders issued should have the BPA number in Block 2 and a locally assigned delivery order number in Block 4.

2. Open Market items (i.e. not in the BPA catalog) may be added to a BPA call/delivery order for quoting purposes and shall be clearly labeled on the Quote as "Open Market". The following actions apply for Open Market items:

A. For Open Market items under the Micro-purchase threshold, an ordering officer may add this item to an individual BPA call/delivery order without following the procedures in FAR 8.402(f). The items must be clearly labeled "OPEN MARKET" on the Order.

B. For Open Market items over the Micro-purchase threshold, the ordering officer will need to purchase the item(s) outside of the BPA as a separate order using FAR and DFARS procedures as applicable to their purchase. The ordering activity will need to abide by FAR Parts 5 (Publicizing), Part 6 (Competition Requirements), Part 12, (acquisition of commercial items), Parts 13, 14, and 15 (contracting methods), and Part 19 (Small Business Program).

C. The completed SF1449 will be forwarded to the contractor with the following information:

Contractor / Vendor Information

Address:	**Palantir Technologies Inc.** **100 Hamilton Ave, Ste 300** **Palo Alto, CA 94301**
Remit To:	**Palantir Technologies Inc.** **100 Hamilton Ave, Ste 300** **Palo Alto, CA 94301**
CAGE:	**470F5**
DUNS:	**362130952**
TIN:	**68-0551851**
Business Size:	**Large**

D. A copy of the SF1449 must be sent to the servicing DFAS center.

3. Government-Wide Purchase Card orders can be submitted via telephone

A. Orders can be placed by calling: **(650) 815-0227**

B. Information Required from the Ordering Office:

i. End User and Name

ii. End User Email Address

iii. End User Phone Number

6. BPA Points of Contact

a. Contracting Office

	Procuring Contracting Officer (PCO)	Alternate Point of Contact
POC	Spencer Sessions	Veronica Beck
Telephone	619-553-4523	619-553-4490
Email	spencer.sessions@navy.mil	veronica.beck@navy.mil

b. Software Product Manager (SPM)

	Software Product Manager (SPM)	Alternate Point of Contact
POC	Thao Vu	Nina Diep
Telephone	619-553-1065	619-553-1023
Email	thao.vu@navy.mil	nina.diep@navy.mil

c. Vendor Points of Contact

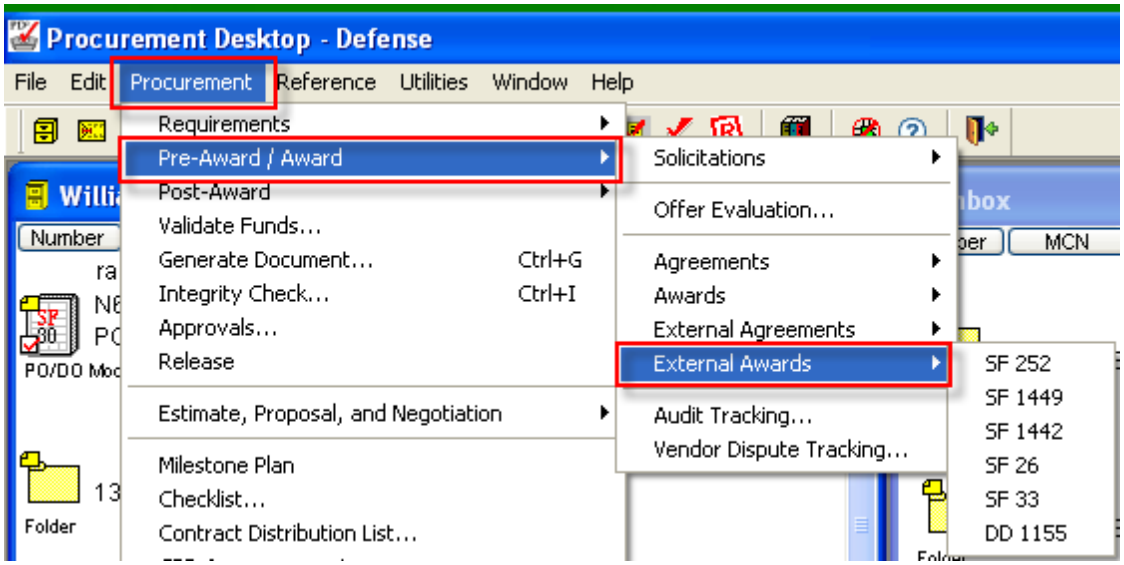
	Program Manager (PM)	PM Alternate	Contracts Management	Sales & Ordering
POC	Charlie Kindermann	Lawrence Gordin	Lawrence Gordin	Lori Baylor
Telephone	650-815-0217	650-815-0217	650-815-0217	650-815-0227
Email	ckindermann@palantir.com	lgordin@palantir.com	lgordin@palantir.com	lbaylor@palantir.com

7. External Award / Agreement

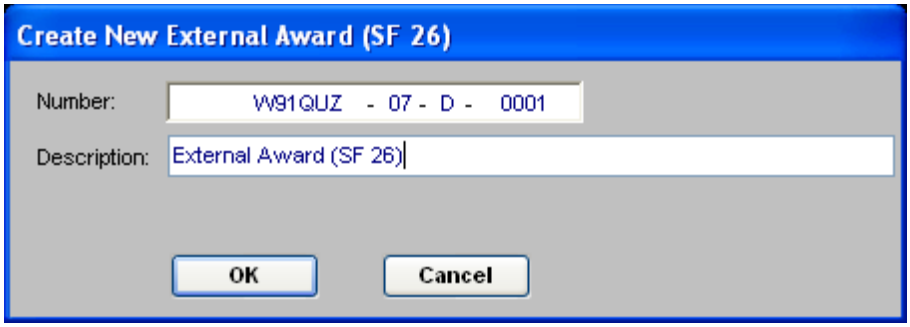
Blanket Purchase Agreements awarded by other contracting offices can be entered in the system as external awards. External awards allow users to enter line item information and establish order constraints consistent with the original award. Once an external award is loaded in the system, it can be used as a reference when creating orders.

To create an external award, go to Procurement > Pre-Award / Award > External Awards (or Agreements) > select

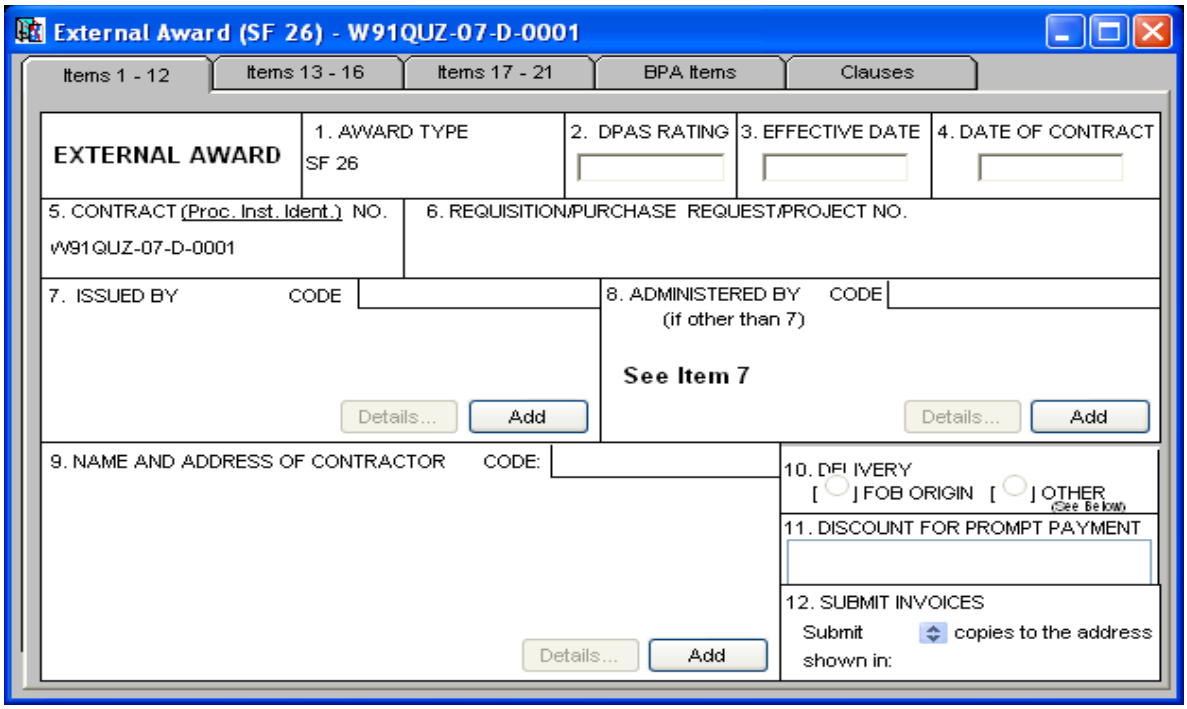
the desired form.



The Create New External Award window displays.



Enter the Agreement number for which the external award is being created. Click OK. The external award document is opened and displayed.



Enter all relevant information on the tabs to replicate the award that the external award is representing. You must create CLINs for external awards in order to issue orders off of those CLINs. Agreements do not utilize CLINs. It is not necessary to replicate clauses.

When complete, simply approve the external award. This document type is not run through funds validation, not generated, and not released.