



DoD  
ESI



## Your Preferred Source for IT Acquisition Across the DoD

Save time and money on commercial software, IT hardware, and services

[www.esi.mil](http://www.esi.mil)

## Commercial Software, IT Hardware & Services

DoD ESI has established department-wide agreements for thousands of software and IT hardware products and services. Software Product Managers (SPMs) from Department of Defense (DoD) Components manage ESI's relationships with each vendor company.

Commercial software agreements are arranged and managed by key categories, which include:

**Approved USB Thumb Drives**

**Asset Discovery**

**Business Process Modeling**

**Business Intelligence**

**Collaboration**

**Data at Rest**

**Database Management**

**Enterprise Application Integration**

**Enterprise Architecture**

**Enterprise Management**

**Enterprise Resource Planning**

**Geospatial Imaging Systems**

**Information Assurance**

**IT Hardware**

**IT Asset Management**

**Office Systems**

**Operating Systems**

**Records Management**

## Results-Driven Enterprise Agreements

DoD ESI agreements are based primarily on GSA Federal Supply Schedules. They include enhanced terms and conditions and discounted pricing for DoD—though programs are encouraged to seek additional discounts for their transactions. DoD ESI's systems integration agreements incorporate commercial best practices using proven implementation methodologies and performance-based pricing approaches to reduce risk.

"DoD ESI changed how the entire department acquires and licenses commercial software."

— DAVE WENNERGREN  
Former DoD Deputy Chief Information Officer

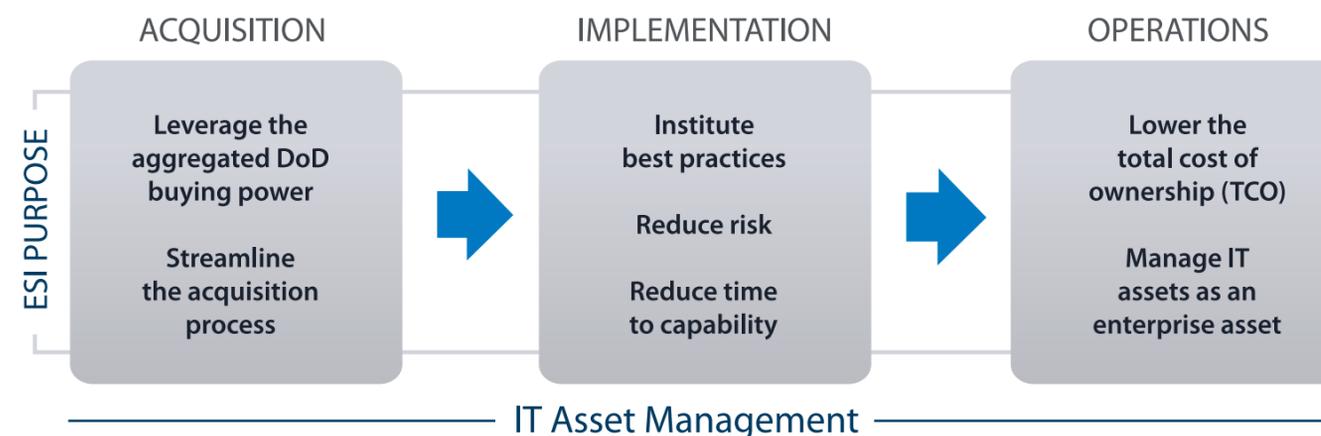


## What is DoD ESI?

DoD ESI is an official Department of Defense initiative sponsored by the DoD Chief Information Officer (CIO) that helps information technology buyers obtain the best value on commercial software, IT hardware, and services. Through its joint team of experts, DoD ESI consolidates requirements and establishes agreements with IT providers, resulting in a unified contracting and vendor management strategy across the entire department. This enables programs to:

- ➔ **Acquire solutions that best fit their requirements**
- ➔ **Receive the best value**
- ➔ **Secure the best terms and conditions**

## DoD ESI Mission



## Over \$4 Billion in Cost Avoidance Since Inception

Since 1999, DoD ESI has provided DoD IT buyers with more than \$4 billion in cost avoidance from prices established on the GSA Federal Supply Schedule. Its success in achieving better pricing and contract terms has resulted in numerous awards from DoD and Federal government initiatives. DoD ESI has negotiated discounts of as much as 86% off of list prices for software, hardware, and services. Enterprise purchasing practices have also yielded better contracting terms and conditions for DoD programs, thereby reducing risks associated with IT acquisition.

Visit [www.esi.mil](http://www.esi.mil) for an up-to-date list of DoD ESI offerings.

1998 ESI Formed by DoD Chief Information Officers

1999 First Enterprise Software Agreement Awarded

2002 DoD ESI Expands Scope to Include Hardware and Services

2003 SmartBUY Initiative Launched by OMB and GSA

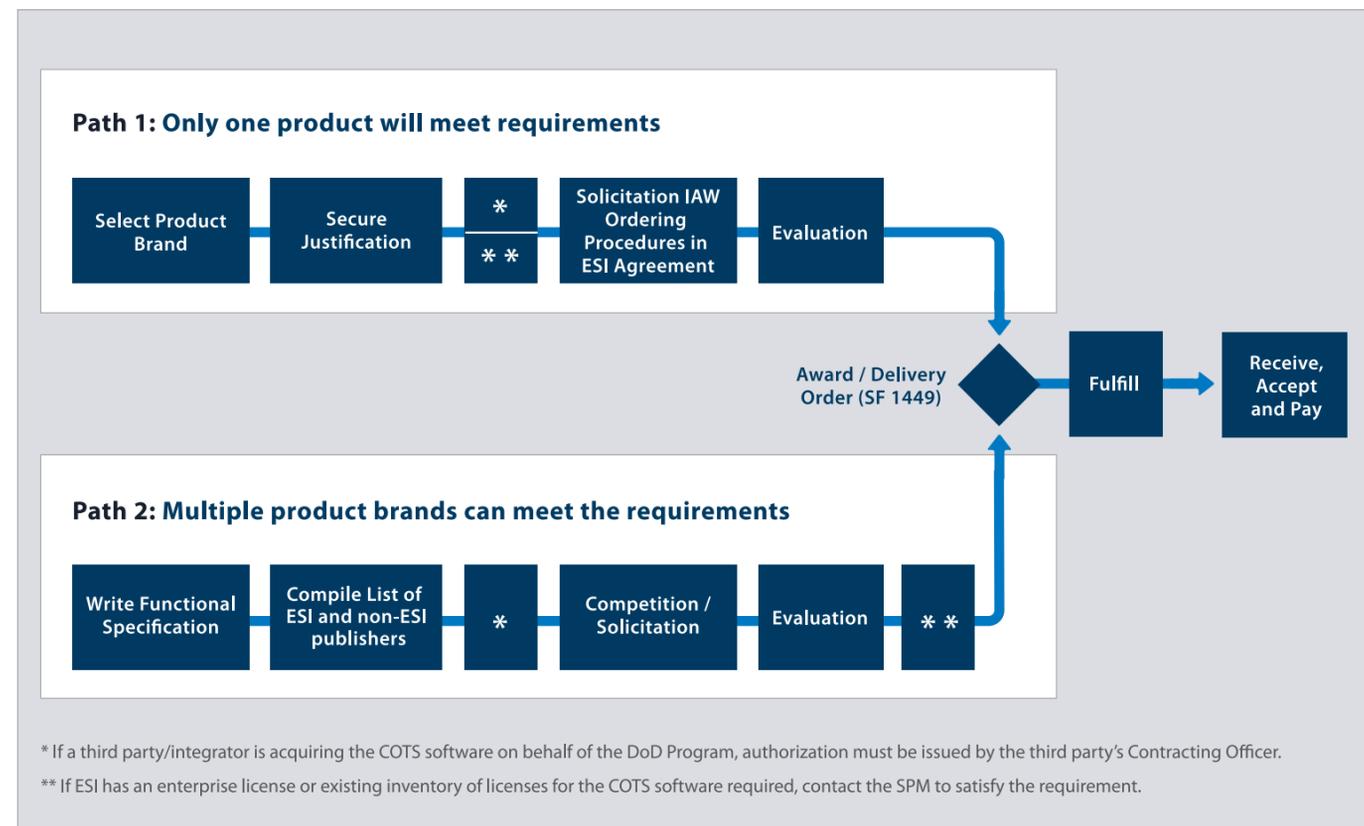
## Placing an Order with DoD ESI

### How to Order

To utilize DoD ESI agreements, defense department customers can follow a standardized process to determine how to incorporate DoD ESI into their acquisition strategy. The following chart summarizes the process when it has been determined that commercial software may satisfy a DoD Program's requirement and ESI has an agreement in place for the product(s) required. There are two basic paths that can be taken. Path 1 occurs when only one commercial off the shelf (COTS) software product satisfies the requirement. Path 2 occurs when multiple product brands satisfy the requirement.

### Working Capital Fund

The DoD's Working Capital Fund can be used to secure short-term bridge funding when enterprise-wide purchases are in the best interest of the department. This enables a DoD program to participate in scheduled purchases, even if funds are not immediately available to that program.



### Who Can Order?

DoD ESI agreements can be used as ordering vehicles by all DoD organizations and authorized defense contractors, which include:

- Office of the Secretary of Defense (OSD)
- Military Departments
- Chairman of the Joint Chiefs of Staff
- Unified Combatant Commands
- Inspector General of the Department of Defense (DoD IG)
- Defense Agencies
- DoD Field Activities
- U.S. Coast Guard
- Intelligence Community
- NATO
- Foreign Military Sales (FMS) with a Letter of Authorization
- Authorized Defense Contractors

### Inventory of Software Licenses

DoD ESI also maintains an inventory of software licenses for certain products that DoD programs can leverage. For current inventory availability, visit [www.esi.mil](http://www.esi.mil).



### SmartBUY Initiative

Since 2003, DoD ESI has partnered with GSA's SmartBUY program to implement strategic sourcing for software

acquisition at the federal level. Many DoD ESI disciplines, practices, and agreements are the basis for SmartBUY's agreements for federal agency use, and in some cases for state and local government use. DoD ESI serves as the implementation agent for SmartBUY within DoD.

### Become an ESI Vendor

DoD ESI provides the means by which commercial IT providers increase value for DoD customers while reducing DoD acquisition and provider costs. Vendors seeking additional information on how to become a DoD ESI vendor should review the DoD ESI "Vendor Information" page at [www.esi.mil](http://www.esi.mil).



2004 COTS Systems Integration BPAs Established

2005 Designation as DoD Source for Federal SmartBUY Program

2007 Software Asset Management Program Expanded to IT Asset Management

2010 \$4 Billion Cost Avoidance Achieved

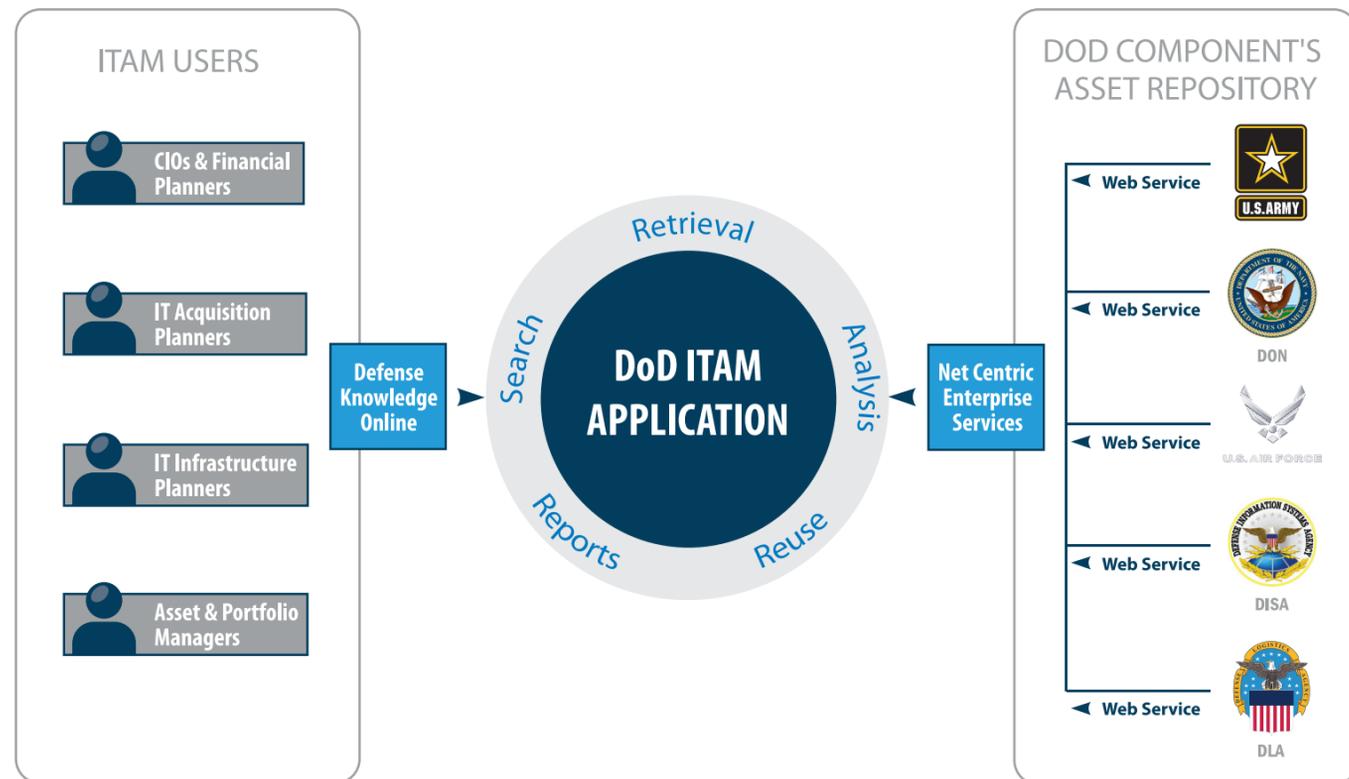
## Information Technology Asset Management (ITAM)

Since DoD ESI's inception, optimizing acquisition and utilization of IT assets across the DoD has been a key objective. Effectively managing financial, contractual, and inventory data for IT assets allows the department to make better, faster, and smarter sourcing decisions.

DoD ESI and DoD components work together to establish processes to identify IT hardware and software asset inventories, along with their associated contractual and financial data.

In concert with efforts such as the Defense IT Infrastructure Library (DITIL), DoD ESI ultimately envisions an ITAM capability that will provide enterprise-wide visibility into summary IT asset data through web services and common IT asset data standards.

As DoD ITAM matures, it will enable DoD executives to make better IT asset investment and allocation decisions, reinforce DoD ESI's strategic sourcing efforts, and provide timely visibility into enterprise IT asset information.



"DoD ESI is essential to deliver effective and efficient information technology capability across all mission areas at the least cost. DoD ESI must continue to flourish as we transform and rely on commercial software more than ever to run the business of the DoD."

— ROB CAREY  
Former Department of the Navy Chief Information Officer

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Department of Defense initiative  
sponsored by the Department of Defense  
Chief Information Officer (DoD CIO).

**Your Preferred Source for  
IT Acquisition Across the DoD**

**BEST VALUE**

**EFFICIENT**

**LOW RISK**

**VOLUME DISCOUNTS**

**UNIFIED VOICE**

To apply to be a DoD ESI vendor, visit the  
"Vendor Information" page at [www.esi.mil](http://www.esi.mil)



Visit DoD ESI online at [www.esi.mil](http://www.esi.mil)

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