



Your Preferred Source for IT Acquisition Across the DoD



ESI Agreements

About DoD ESI

DoD ESI is a joint project originally established as the Department of Defense Enterprise Software Initiative to implement a software management process for the DoD enterprise. Starting with twenty-three software purchasing and management best practices identified and adopted by the DoD ESI Working Group, DoD ESI implemented a DoD-wide process for acquiring commercial software. Information Technology (IT) acquisition and contracting professionals within participating DoD Services and Agencies, known as Software Product Managers, or SPMs, negotiate DoD ESI enterprise agreements and support contracting actions. By leveraging DoD-wide requirements for commercial software and presenting a single negotiating position to software providers, SPMs implement enterprise purchasing vehicles with pricing advantages, contract terms, and licensing provisions not otherwise available to individual DoD Components and other authorized buyers, which include the Intelligence Community. DoD ESI also offers vehicles for selected IT services, and facilitates commodity IT hardware buying initiatives. DoD ESI leads efforts to implement enterprise IT Asset Management (ITAM) capabilities across the Department. DoD ESI is represented on the DoD Strategic Sourcing Board of Directors (SSDB) and on the Federal Strategic Sourcing Initiative (FSSI) IT Commodity Team. DoD ESI implements General Services Administration (GSA) Software Purchase Agreements, formerly SmartBuy, within the DoD and Federal Government. For additional information, visit the DoD ESI website <http://www.esi.mil>.

DoD ESI Agreements

Publisher	Category	BPA Information
Adobe Server	Digital Media	10% off GSA FSS prices (level 4)
BMC Remedy	IT Asset Management	Licenses and maintenance at up to 5% off GSA FSS
CAD/CAM (Category)	Computer Aided Design and Modeling	To include various OEMs offering software for Computer Aided Design, Engineering, and Simulation
Expansive (formerly Qadium)	Network Security	Customers include DISA, Army, Coast Guard, and Air Force Office of Special Investigations
ForeScout	Network Security	Awardees include DLT solutions, Immix Technology, Inc., Patriot Technologies, Inc., and Carahsoft, for products, maintenance and support services
IT Research & Informative Services (Category)	Market Research	Category will consist of technology and market research companies delivering research-based consulting services
ITAM (Category)	IT Asset Management	ITAM products to be offered with significant savings off GSA FSS
McAfee	Network Security	<ul style="list-style-type: none"> Network Security Management System (formerly Securify) and other products and services 4% to 36% off GSA Schedule. McAfee anti-virus available at no cost for DoD and home use (see DISA PEO-MA anti-virus website)

DoD ESI WORKING GROUP CO-CHAIRS

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DoD ESI operates under the purview of the DoD CIO
Current as of January 2019

Microsoft	Office Automation, Servers	Desktop, server, back office and other products at up to 2% off GSA FSS
Minitab	Statistical Software	Statistical Software, Quality Companion and Quality Trainer software discounted up to 5% off GSA FSS
Red Hat (Linux)	Operating System	Operating systems software and services at 10% to 48% off GSA FSS

DoD ESI and GSA Jointly Managed Agreements

Publisher	Category	BPA Information
CA Technologies	Business Solutions, Network Security	Program awarded a single-award, Federal-Wide and DoD-Wide BPA
IBM Consolidated Products	Consolidated Products	Products include Informix, Lotus Notes, Rhapsody, Telelogic, Tivoli, among others. IBM End Point Manager (formerly BigFix) ITAM software available through GSA
Quest	Business Solutions	Decentralized ordering, includes SW licenses, and maintenance for Information Management, Microsoft Platform Management, Data Protection, and Performance Monitoring and Support, among others
Telos	Web Certification/ Accreditation, & Secure Messaging	Software discounted at 4% to 40% off GSA FSS pricing

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Pricing Discount Structure

The DoD ESI has excelled at securing discounted prices for commercial software, IT hardware and services since 1998—yielding over \$7B in cost avoidance. DoD IT buyers reduce buying cycle time and risk by using ESI’s enterprise agreements (ESAs) with enhanced terms and conditions that support many DoD objectives and industry best practices. The ESAs generally provide license terms that improve upon those contained in the GSA Schedule, such as:

- Expanded use rights
- Functionality replacement and extended support
- Rights of survivorship of the Agreement
- Transfer rights within DoD
- Temporary use of software during times of conflict
- Compliance with IPv6 requirements
- Compliance with Net-Centricity policies

Additional discounts may typically be provided based on further competition at the order level and other factors, such as:

1. The volume of the transaction/order
2. A milestone discount level achieved due to the total cumulative volume ordered under the ESI BPA
3. Spot discounts/transaction basis/time of year/ other opportunities

The spot discounts do not automatically equate to a new ESI/GSA price in the BPA available to future orders. The BPA price is set for the term of the BPA but is subject to negotiation and, where applicable, subject to any cumulative volume discount rates published in the BPA. An example of the cumulative pricing discount concept is shown below:

Transaction #	Cumulative Value of Orders Under the ESI BPA	Additional Discount on the Order
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1	\$1,000,000	0
2	\$2,000,000	5%
3	\$10,000,000	10%

Typical Pricing Structure

List Price / Retail Rates	\$\$\$\$\$
GSA Pricing	\$\$\$
ESI / SmartBUY Price / Rate	\$\$
ESI secures initial discounts off the published GSA Federal Supply Schedule rates from the publisher, hardware vendor or service provider. The pricing established in an ESI agreement is typically not the final price to be paid for the IT software, maintenance, hardware, or services.	
Order Price / Price Paid by ESI Customer	\$
When a customer uses an ESI agreement to order from, generally additional discounts may be negotiated by the program’s contracting office.	

Pricing Support

If you have any questions about ESI pricing, please contact the Software Product Manager (SPM) assigned to the vendor or product you are seeking to acquire. Contact information is available on the ESI web site under the section titled “Ask an Expert”.