

[www.don-imit.navy.mil/esi](http://www.don-imit.navy.mil/esi)

### BUY/PRICING POCs

#### **DATABASE PRODUCTS**

Oracle, Informix, Sybase

Dee Wardle (732) 427-6793  
adelia.wardle@mail1.monmouth.army.mil

#### **RECORDS MANAGEMENT SOFTWARE**

Open Text, Provenance, Tower, Persoft

Barbara Starr (334) 416-2312  
barbara.starr@gunter.af.mil

#### **OFFICE AUTOMATION SUITES**

Corel, Visio & Novell

Peggy Harpe (858) 537-0323  
harpep@spawar.navy.mil

#### **MICROSOFT DESKTOP and O/S**

ARMY- Dee Wardle (732) 427-6793  
adelia.wardle@mail1.monmouth.army.mil

NAVY- Peggy Harpe (858) 537-0323  
harpep@spawar.navy.mil

AIR FORCE- Larry Morgan (334) 416-1371  
larry.morgan@gunter.af.mil

OTHER DoD COMPONENTS-  
Floyd Groce (703) 607-5658  
groce.floyd@hq.navy.mil

#### **MICROSOFT SERVERS**

NAVY- Barbara Johnson (858) 537-0324  
barbaraj@spawar.navy.mil

*Free*

#### **McAfee & Norton AntiVirus/Netscape**

DISA- John Hittle (703) 681-1668  
hittlej@ncr.disa.mil

### **DRIVERS FOR SOFTWARE ASSET MANAGEMENT**

- Revolution in Business Affairs
- Clinger-Cohen Act of 1996
- GPRA of 1993
- Executive Order 13103, Computer Software Piracy
- Changing Cultural View of Software (Asset vs. Expense)
- 76% of midsize companies may overspend on software because they fail to investigate licensing requirements with their vendors. *Maximize Software ROI, Service determines usage and rights, Information Week Online, May 3, 1999, Engler, N.*
- Failing to manage software assets effectively can lead companies to overbuy licenses on as much as 60% of their software portfolio. *Life-Cycle Management, Managing assets effectively pays off for companies that make the investment, Information Week Online, August 30, 1999, Kay, A.S.*



**DEPARTMENT OF DEFENSE**  
ENTERPRISE SOFTWARE INITIATIVE

[www.don-imit.navy.mil/esi](http://www.don-imit.navy.mil/esi)



**2001**

# DoD Enterprise Software Initiative

*“Point & Click IT Shopping  
at the Lowest Cost”*

[www.don-imit.navy.mil/esi](http://www.don-imit.navy.mil/esi)

Brought to you by:  
The DoD Enterprise  
Software Team

## PURPOSE

Maximize Department of Defense (DoD) buying power and take advantage of the significant cost savings and management efficiencies that result from acquiring and managing commercially available software on a DoD-wide basis. Simply stated, the vision of the ESI is “point and click information technology shopping at lowest cost.”

## ESI METHODOLOGY

The ESI Working Group is comprised of members from the major DoD Components, and is chaired by a member of the OASD (C3I/CIO) Information Technology Investment and Acquisition Directorate. DoD Component executive agents appoint a Software Product Manager (SPM) to consolidate requirements and develop a business case, negotiate best-value deals for DoD ESA in ESI product categories, and administer the resulting agreements.

### DoD ENTERPRISE SOFTWARE INITIATIVE TEAM

OSD	WHS
U.S. Army	U.S. Navy
U.S. Marine Corps	U.S. Air Force
DISA	NIMA
DLA	DIA
DFAS	OSD Comptroller

“The ESI’s effectiveness in meeting its objectives lies in its ability to increase the number of DoD organizations using DoD ESA, achieve significant cost reductions from current prices, satisfy DoD organizations’ requirements, and locate funding to support DoD enterprise software agreements.”

-Department of Defense (DoD) Chief Information Officer (CIO) Guidance and Policy Memorandum No. 12-8430-July 26, 2000 – Acquiring Commercially Available Software

## Why use Enterprise Agreements?

- Best prices in DoD
- Aggregation of software requirements brings big savings
- Market leading, high-demand commercial software products
- JTA compliant products promote interoperability
- Encourage competition among software OEMs and resellers
- ESAs should be used in contractor acquisitions authorized under FAR 51.101

## NEW DoD-WIDE POLICY BASICS

- Acquire & manage commercial software as DoD asset
- Aggregate component requirements for commercial software buys
- Compare pricing, T&Cs on ESI agreements *before* buying from other sources, or creating new ESAs
- Buy from existing inventory *first*
- ESI Software Product Managers recoup admin costs
- Check [www.don-imit.navy.mil/esi](http://www.don-imit.navy.mil/esi) for latest agreements

## Product Category Lead and SPM

Office Automation	Navy
Database Management	Army
Enterprise Management	Air Force
Info Assurance Tools	Air Force
Records Managements	Air Force
Operating Systems	DISA

## SUCCESS STORIES

- Microsoft server products discounts begin at 15% off GSA FSS prices.
- Oracle available at up to 28% off GSA FSS pricing; much greater discounts for “special offers” (spot quotes).
  - USAF-wide options at 86% off GSA FSS prices.
  - PM GCSS-Army saved 63% off GSA FSS.
  - OSD (Health Affairs)/Tricare earned 82% discount off GSA FSS.
- Sybase ASE products available at 64% off GSA FSS pricing.
- MS Visio products available at about 50% off GSA FSS schedule pricing.
- Corel savings of up to 69%.
- Novell products available at 48% off GSA FSS.
- ESI wins IRMCO 1999 Team Award as *the best information technology team in the federal government.*

## ESI WORKING GROUP MEETING



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