Computer Hardware Enterprise Software and Solutions (CHESS) 101

AFCEA NOVA SMALL BUSINESS

Stacy Watson, Director, Enterprise Solutions Division

PEO EIS – CHESS

18 January 2023

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DISCLAIMER

Information provided in this presentation is for informational purposes only and is subject to change. Neither this presentation nor any information gained from it are binding on the Government. Only the final RFP issued to Industry will be binding upon the Government.

Sam.Gov will be the method of notification for releases such as but not limited to: Industry Day, draft PWS, draft Sections L&M, draft solicitation and final solicitation.

Please continue to monitor Sam.Gov for any releases or updates to this acquisition.

Agenda

ARMY CHESS
COMPUTER HARDWARE,
ENTERPRISE SOFTWARE AND SOLUTIONS

- CHESS Advantage, Mission, & Vision
- CHESS Organization Relation to PEO EIS, ASA(ALT) and HQDA CIO
- CHESS Authority – AFARS
- CHESS Authority – Army Regulation
- CHESS Applied Standards and Policy
- Supply Chain Risk Management
- About CHESS
- Hardware
  - Army Desktop and Mobile Computing-3/Consolidated Buy (ADMC-3/CB)
  - Information Technology Enterprise Solutions-3 Hardware (ITES-3H)
  - AIT/RFID Contracts
  - Mobility Services
- Services
  - Information Technology Enterprise Solutions-3 Services (ITES-3S)
- Software
  - Software Procurement Through CHESS
  - Enterprise License Agreements (ELA)
  - CHESS License Tracker for Software (LTS)
  - Enterprise Software Initiatives (ESI)
  - Information Technology Enterprise Solutions – Software 2 (ITES-SW2)
- CHESS IT E-Mart
- CHESS Statement of Non-Availability
- Request For (RF) Tool
- What's Coming & How to Succeed
- CHESS Training Schedule

CHESS Advantage
Small Business Friendly

- Many Small Business vendors that take part of a CHESS contract eventually graduate to a Large Business

- CHESS has an open-door policy for Vendor meetings – please schedule a meeting with the PL CHESS (Tuesday)

- Small Business metrics are built into base contract agreements

Overview

Mission

Be the *primary source* to support the Warfighter's information dominance objectives by developing, implementing and managing commercial information technology contracts that provide enterprise-wide net-centric hardware, software and support services for the Army.

Vision

To be the Army's center of excellence for commercial IT acquisition through continuously competitive contracts that *provide economical, value-added, Networthy IT* products and superior, performance-based IT services based on Army and DOD policy and standards compliance.

Magnitude

- **177** contracts with ceiling value exceeding **$37B**
- **$1.84B** spent across all contracts annually
- **10** Joint/Enterprise License Agreements (J/ELA)
- **27** DoD Enterprise Software Initiative (ESI) as Software Product Manager
- **$1.4B** cost avoidance over GSA catalog price
- **$13.8M** GSA fee avoidance
- **$696M (38%)** to Small Business based on ID/IQ spend

Mission Areas

Hardware $1.1B

Software $172.54M

Services $514.56M

Key Messaging

We are the Army's Premier Solution for commercial IT!

ARMY CHESS — COMPUTER HARDWARE, ENTERPRISE SOFTWARE AND SOLUTIONS

PEO EIS Organization

Program Executive Officer
Mr. Ross R. Guckert

Acting Deputy PEO
COL Robert Wolfe

Chief of Staff
Mr. John Howell

Plans & Operations
Mr. Ken Wojcik

Acquisition Innovation Directorate
Mr. Aric Sherwood

Business Management
Mr. Michael McCaffery

Human Resources
Mr. Steven Uehling

Acquisition Logistics & Property Management
Mr. Lawrence Silas

Cyber
Mr. Manish Patel

Strategic Communication
Ms. Tara Clements

BUSINESS MISSION AREA

Assistant PEO - Business Mission Area
Mr. Lee James III

ENTERPRISE INFORMATION ENVIRONMENT MISSION AREA

Assistant PEO - Networks, Cyber & Services
VACANT

PM ARDAP
Army Data and Analytics Platforms

- **Ms. Jennifer Potts** — Acting Project Manager
- **LTC LJ Freeland** — Product Manager, *Army Data Platform*
- **Mr. James Winbush** — Product Lead, *Logistics Information Systems*
- **Mr. Richard Eva** — Product Lead, *Global Force Information Management*
- **Mr. Preston Hayward** — Product Lead, *Enterprise Business Systems - Convergence*
- **Mr. Timothy Hale** — Product Manager, *Army Training Information System*

PM DIBS
Defense Integrated Business Systems

- **Mr. Kevin Curry** — Project Manager
- **LTC Christee Cuttino** — Product Manager, *Army Contract Writing System*
- **VACANT** — Product Manager, *Global Combat Support System – Army*
- **Mr. Robert Porter** — Acting Product Director, *General Fund Enterprise Business System*
- **Mr. Gabriel Saliba** — Product Director, *Logistics Modernization Program*
- **Mr. Keith Baylor** — Product Lead, *Army IgnitED*

PM IPPS-A
Integrated Personnel and Pay System – Army

- **COL Robert Williams** — Project Manager
- **LTC Corris Bullock** — Product Manager, *IPPS-A Increment II*
- **Mr. Steven Reichard** — Acting Product Lead, *Medical Communications for Combat Casualty Care*
- **Mr. Sajjan (Saj) George** — Product Lead, *Reserve Component Automation Systems/Force Management System*
- **Mr. Wayne Sok** — Acting Product Director, *Army Human Resource Systems*

*Works directly for the PEO

PM IEN
Integrated Enterprise Network

- **COL Justin Shell** — Project Manager
- **LTC Scott Davis** — Product Manager, *Wideband Enterprise Satellite Systems*
- **LTC Xkoshan Arnold** — Product Manager, *Global Enterprise Network Modernization - Americas*
- **Mr. Thomas Dunaway** — Product Manager, *Global Enterprise Network Modernization - OCONUS*
- **Mr. EJ Wasikowski** — Product Lead, *Land Mobile Radio*

PM DCO
Defensive Cyber Operations

- **COL Mark Taylor** — Project Manager
- **LTC Dakota Steedsman** — Product Manager, *Cyber Analytics & Detection*
- **LTC Bradley Son** — Product Manager, *Cyber Platforms and Systems*
- **Mr. Arthur Edgeson** — Product Lead, *Applied Cyber Technologies*
- **Mr. John Swart** — Product Lead, *Technology Applications Office*
- **Mr. Ryan Greeney** — Product Lead, *Allied Information Technology*

PD ES
Enterprise Services

- **Mr. Sergio Alvarez** — Acting Project Director
- **Mr. Boyd Williams** — Product Director, *Acquisition, Logistics & Technology Enterprise Systems & Services*
- **Mr. GW Burnside II** — Product Lead, *Army Enterprise Staff Management System*
- **Mr. Brent Thomas** — Product Lead, *Human Resource Solutions*
- **Ms. Sarah Mullins** — Product Lead, *Computer Hardware, Enterprise Software & Solutions*
- **Mr. Palmer Mitchell** — Product Lead, *Enterprise Computing*
- **Ms. Deidra McCaskill** — Product Lead, *Enterprise Content Collaboration & Messaging*

UPDATED 19 JUL 2022

ARMY CHESS
COMPUTER HARDWARE,
ENTERPRISE SOFTWARE AND SOLUTIONS

CHESS is the mandatory source for commercial IT hardware, software, and services purchases

"All information technology (IT) purchases must be submitted through the *Information Technology Approval System (ITAS).*"

AFARS 139.101

"The **Product Lead, Common Hardware Systems (PdL CHS)** coordinates across the Army's computing environments and tactical program offices to modify commercially available off-the-shelf IT … Organizations that receive written authorization from PdL CHS to use a CHS contract are exempt from the requirement to obtain a CHESS SoNA…"

AFARS 5139.101-90 (a)

"… Purchasers of commercial hardware and software must satisfy their IT requirements by utilizing the Joint and Enterprise License Agreements (J/ELA), DoD Enterprise Software Initiative (ESI) agreements, and/or CHESS contracts first, *regardless of dollar value or financial appropriation*…IT hardware or software purchase made outside of the CHESS contracts requires an Army Chief Information Officer (CIO)/G-6 approved ITAS Approval."

AFARS 5139.101-90 (a)

"The Army's CHESS program is the mandatory source for the purchase of commercial IT services. Purchasers of commercial IT services must satisfy their requirements by utilizing the CHESS contracts first, *regardless of dollar value or financial appropriation*. When procuring IT services, contracting personnel must consider setting aside requirements for small businesses and other small business categories in accordance with FAR 13.003(b)(1) and FAR subpart 19.5.

AFARS 5139.101-90 (b)

"… Principal assistants responsible for contracting must ensure that contracting personnel receive appropriate **CHESS training**…"

AFARS 5139.101-90 (c)

CHESS Authority – Army Regulations

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COMPUTER HARDWARE,
ENTERPRISE SOFTWARE AND SOLUTIONS

CHESS is the primary source for purchases of COTS software, desktops, and notebook computers regardless of dollar value

"… CHESS is the *primary source* for establishing commercial IT contracts for hardware, software, and services…"

AR 25-1 3-4 (a)

"… ***Regardless of dollar value or financial appropriation***, Army organizations must procure COTS IT software and hardware from CHESS, including desktop and notebook computers, video teleconferencing equipment, routers, servers, printers, and so forth."

AR 25-1 3-4 (a)(1)

"… Regardless of the dollar value or financial appropriation, when no small business capability exists, CHESS contract vehicles are the preferred source for acquisition of IT services.

AR 25-1 3-4 (a)(2)

"… CHESS, in conjunction with the Army Contracting Command's designated offices, will conduct semiannual consolidated buys (CB) for desktop and notebook computers. Organizations shall use the ***CB to satisfy*** their desktop and notebook requirements to the maximum extent possible."

AR 25-1 3-4 (a)(3)

CHESS Applied Standards and Policy

Contract Requirement: Compliance with DOD, Army and NETCOM Standards

- NETCOM Implementation Memorandum For Army End-User Computing Environment (TA)

- SHB-A (Army Implementation of Government Secure Host Baseline)

- Electronic Product Environmental Assessment Tool (EPEAT) / Energy Star

- GIG Technical Guidance Federation (Formerly DOD IT Standards Registry)

- Information Assurance (AR 25-2/DoD Information Network Approved Products List) (DoDIN APL)

- Internet Protocol Version 6 (IPv6)

- Army Information Management and Technology (AR 25-1)

- Section 508 (§1194.26 U.S. Rehabilitation Act)

- Smart Card Reader (CAC) (ISO 7816, FIPS 201, NIST IR 6887)

- Trusted Platform Module (TPM v2.0)

- Wireless Networking (DODD 8100.2 & AR 25-2)

- UID, RFID, etc.

- Hardware Requirement for FIPS 140-2 Certified Mode in Support of 802.11 Wireless Connection

- Secure BIOS/UEFI (NIST SP 800-147)

- Applicable DISA Security Technical Implementation Guides (STIG)

Supply Chain Risk Management (SCRM)

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What is it?

Supply Chain Risk means the risk that an adversary may sabotage, maliciously introduce unwanted function, or otherwise subvert the design, integrity, manufacturing, production, distribution, installation, operation, or maintenance of a national security system so as to surveil, deny, disrupt, or otherwise degrade the function, use, or operation of such system. SCRM refers to the systematic process for managing supply chain risk by: (1) identifying susceptibilities, vulnerabilities, and threats throughout the DoD's supply chain, (2) developing mitigation strategies to combat those threats.

CHESS Contract Standard Requirements

*Please check the SOW of each contract for clarification.

SCRM DFARS Clause 806 / 2339a Authority to DoD	Software RMF – CON – DoD APL – NSA NIAP	Trade Agreements Act (TAA) Compliant	Letters of Supply / Authorization/ Counterfeit Prohibited	SECURE ACT 2018	Refurbished Equipment
Government has authority to remove a source that fails to meet qualification standards established within the clause.	Software must be certified through the Risk Management Framework (RMF) or be listed on another approved DoD program.	TAA requires that the U.S. Government may acquire only "U.S. made or designated country end products". This excludes companies in China, Iran , or other U.S. adversaries.	Authorized reseller (verified with OEM) provides LOS or LOA for products. Providing counterfeit products is prohibited under any CHESS contract.	Grants authority for Federal Government to restrict products and manufactures of all IT. Applies to ALL IT as defined in "Covered Article" definition across the Federal Government	All contracts require only new equipment be provided by default and some contracts vary on allowing the use of used or refurbished equipment.

Procurement officials purchasing IT for National Security Systems (NSS) must ensure that items are not listed on the NSS Restricted List (Section 2339a List, formerly Section 806 List) IAW DoD policy dated 28 Dec 2018. The list is accessed through the Supplier Performance Risk System at https://www.sprs.csd.disa.mil/default.htm

About CHESS

What is CHESS?

- Army's designated Primary Source for Commercial Off-the-Shelf (COTS) IT
- No-fee, flexible procurement strategy for COTS IT Hardware, Software and Services
- Online request for quote / proposal process

REVERSE AUCTION · CB · ADMC-3 · ITES-3H · ITES-3S · ITES-SW2 · ELA · DoD ESI · CHESS IT E-MART

DECENTRALIZED ORDERING • NO CHESS FEE • MANDATED AR 25-1 & AFARS 5139

ADMC-3 & CB	ITES-3H	ITES-3S	Wi-Fi Devices Contract	ITES-SW2	Software Agreements	
Laptops	Servers/Workstations	IT Services & Support	Tablets:	IT Utility & Security	Adobe	Microsoft
Desktops	Networking Equipment	Program Management	Wi-Fi only	Modeling & Simulation	VMware	Oracle
Monitors	Multifunctional Devices	Network Support	No data/cellular	Multimedia & Design	Cisco	Symantec
Printers	VTC Equipment	Cloud Services	Apple or Android OS	Program & Development	BMC	IBM
	Peripherals	Cyber Security	MS Surface	...and more	CA	...and more
					Java	
10 ID/IQs	17 ID/IQs	119 ID/IQs	NASA SEWP	30 ID/IQs		
$5B Ceiling	$6.6B Ceiling	$12.1B Ceiling		$13B Ceiling	ESI	
					ELA	

__Value of CHESS: Anything purchased through CHESS follows the DOD Applied Standards and Policies__

Hardware

ARMY CHESS — COMPUTER HARDWARE, ENTERPRISE SOFTWARE AND SOLUTIONS

ADMC-3

ITES-3H

ITES-3S

CB

ARMY CHESS IT E-MART
Army's Designated Primary Source for commercial IT

ELA

ITES-SW2

DoD ESI

ITS

# Army Desktop & Mobile Computing-3/Consolidated Buy (CB)
ADMC-3 Contract Scope

Commodity purchases of commercial off-the-shelf desktop computers, integrated desktop computers, workstations, notebooks, tablets, electronic displays, thin clients, ultra-thin client, printers and multifunction devices and warranty on a worldwide basis. Limited services include: installation, asset tagging, imaging, site survey, system configuration.

Base contract for desktop and notebook Consolidated Buys (CB)

Contract NAICS Code(s): 334111
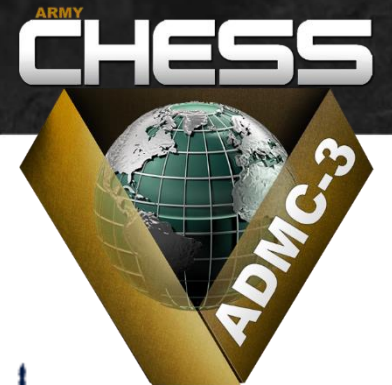
ADMC-3 Contract Overview

- Ten (10) Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts
- Period of Performance: 06 MAR 2020 to 05 MAR 2030
- Open to Army, DOD, and Federal agencies
- Program Maximum: $5 Billion across all contracts for life of contracts (including all options)
- Decentralized Ordering
  - IT E-Mart Request for Quote (RFQ) Tool preferred
  - Contracting Officers have the option to negotiate the proposed delivery order pricing
- No CHESS fee
- No protests allowed on orders under $25M for DoD and Civilian Agencies
- Includes technology refreshment, replacement and new technology provisions

Consolidated Buy Process & Purpose

Consolidated Buy Overview

The CB objective is to reduce Army costs and standardize IT configurations across the Army enterprise

Considerations

– Cost, technical, OEM flexibility, schedule, O&M
– NETCOM Army enterprise desktop standardization

Contracting Process

– Online Process: IT E-Mart
– Customer compares technology, prices, support features
– Decentralized ordering by customer's contracting activity

CHESS Advantages

– No CHESS fee
– Already standards/policy compliant (ADMC-3)
– Windows 10 AGM loaded at factory

CB Exceptions

– Non-CB Configuration Requirements: Required desktop or notebook configurations and/or capabilities differ substantially from the CB designated configurations and cannot be satisfied by the inclusion of upgrades and/or peripherals offered on the CB

– Mandatory OCONUS host-country agreement requires items not available through the CB

Information Technology Enterprise Solutions-3 Hardware (ITES-3H)

ITES-3H Contract Scope

IT hardware solutions of commercial off-the-shelf RISC/EPIC servers, Windows based servers, workstations, thin clients, desktop and notebooks (as part of a total solution), storage systems, networking equipment, network printers, cables, connectors, cabinets, video teleconferencing equipment (VTC), power supplies and related ancillaries. Related Fixed Prices Services include:

- system configuration and integration, physical site analysis, installation and relocation, high availability configuration and legacy equipment warranty/maintenance.

Includes desktops and notebooks for the fielding of a complete system or part of total solution and leasing of equipment is available.

Contract NAICS Code(s): 334111

ITES-3H Contract Overview

- Seventeen (17) Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts (7 small & 10 large businesses)

- Period of Performance: 21 FEB 2016 to 22 AUG 2023

- Open to Army, DOD, and Federal Agencies

- Program Maximum: $6.6 Billion across all contracts for life of contracts (including all options)

- Decentralized Ordering
  - IT E-Mart Request for Quote (RFQ) Tool
  - Contracting Officers have the option to negotiate the proposed delivery order pricing

- Ability for Small Business set asides

- No CHESS fee

- No protests allowed on orders under $25M for DoD and Civilian Agencies

- Includes Technology Refresh and New Technology Provisions

ITES-3H – Contract Performance (FY22)

	Number of SB RFPs Submitted
FY22	182
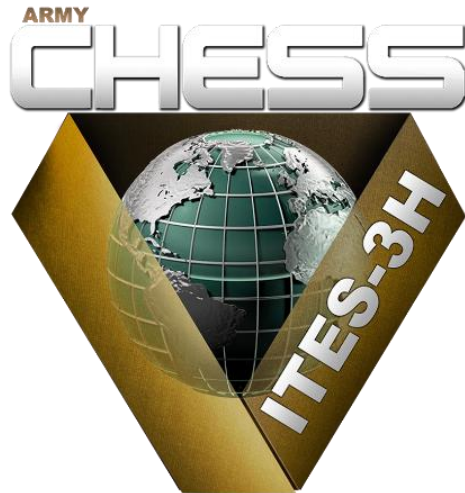
Top Performers:
World Wide Technology, LLC
CDW-G
Iron Bow Technologies, LLC

Contract Spend thru 30 Sept 2023:
$832,491,766

Small Business Spend:
292,701,453

*Contract to date based on total spend.

Services

ARMY CHESS IT E-MART
Army's Designated Primary Source for commercial IT

CB · ADMC-3 · ITES-3H · ITES-3S · ITS · ELA · ITES-SW2 · DoD ESI

Information Technology Enterprise Solutions – 3 Services (ITES-3S)

ITES-3S Contract Scope

A full range of services and solutions necessary for the Army to satisfy its support of Army net centric goals with Information Technology (IT) services worldwide

The IT services solutions include but are not limited to the following Task Areas:

- Information Systems Security
- Information Assurance
- Program/ Project Management

- Systems Operations and Maintenance
- Network support
- Cloud Hosting Services

- Cyber Security Services
- IT Supply Chain Management
- Warranty and Maintenance

Contract NAICS Code(s): 541519
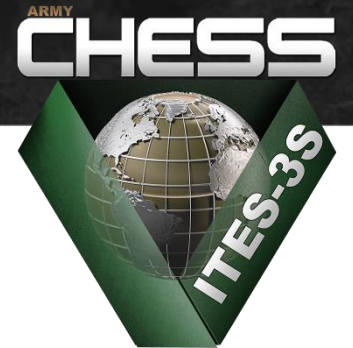
ITES-3S Contract Overview

- 119 Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts
  - 77 Small Business, 42 Large Business
- Period of Performance: 25 SEP 2018 to 24 SEP 2027
- Open to Army, DOD, and Federal agencies
- Program Maximum: $12.1 Billion across all contracts for life of contracts (including all options)
- Firm Fixed Price, Time and Materials, Cost Plus
- Decentralized Ordering
  - IT E-Mart Request for Proposal (RFP) Tool required for Task Order Requests (TOR)
  - Contracting Officers have the option to negotiate the proposed task order pricing and conduct evaluations
- No CHESS fee
- CONUS, OCONUS, & REMOTE OCONUS
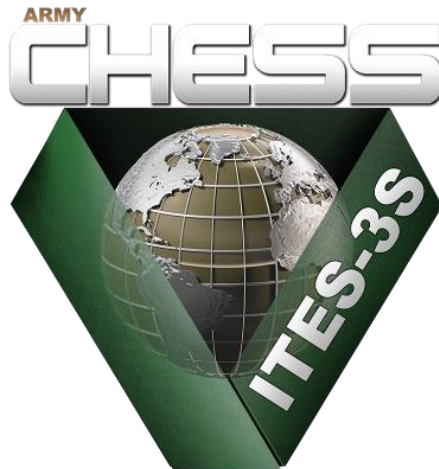- No protests allowed on orders under $25M for DoD and Civilian Agencies

77 Small Business
- 4 HubZone
- 13 Service-Disabled Veteran Owned Business
- 29 Women Owned Small Business (WOSB)
- 10 8(a)

ITES-3S – Contract Performance (FY22)

	Number of SB RFPs Submitted
FY22	193

Top Performers:
Science Application International Corporations
Agile Defense, Inc.
IBM Corporation

Contract Spend thru 30 Sept 2023:
$604,070,462

Small Business Spend:
$294,996,936

*Contract to date based on total spend.

What's New

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- **ITES-3S Labor Categories**
  — Updated and added additional task areas and labor categories to the contract vehicle

- The task areas that were updated with the new labor categories include:
  — Artificial Intelligence
  — Cloud Services
  — Cybersecurity Services
  — Application Systems
  — Data Services and Information Technology Services such as Telecommunications

- **Artificial Intelligence (AI):**
  — Artificial Intelligence (AI) Engineer
  — Machine Learning Engineer
  — Machine Learning (Data) Scientist

- **Application Systems:**
  — Continuous Integration,
  — Continuous Delivery or Deployment (CI/CD) Engineer
  — DevOps Engineer – I
  — Full Stack Developer
  — DevSecOps Engineer

- **Cloud Services:**
  — Cloud Architect
  — Cloud Developer
  — Cloud DevOps Engineer
  — Cloud Network Engineer
  — Cloud Security Engineer
  — Platform Engineer
  — Test Engineer
  — User Interface, User Experience (UI/UX) Designer

- **Cybersecurity Services:**
  — Cyber Security Architect

- **Data Services:**
  — Data Architect
  — Data Engineer
  — Data Labeler
  — Data Scientist
  — Operations Research and Systems Analyst (ORSA)

- **Information Technology Services:**
  — Telecommunications Specialist

What's Coming

Recertify small business during exercise of option year.

Conduct market research to determine if there is a need for price adjustments due to the economic challenges

51.102 Authorization to use Government Supply Sources

- Letter of Agreement (LOA) for total solutions, e.g. incidental software and hardware, have been added to contract ordering guide

- Ensure it is part of award documents and that they are authorized to conduct RFQ in site

ITES-3S Post Award Lessons Learned

- Educating the use of the "Out of Scope" response for RFPs

- A need for a checkpoint/gatekeeper for scope determination at task orders level

- With 119 vendors, the automation of Contract Management Deliverables

- Post award meeting with contractors – CHESS has an "Open Door Policy"

- Additional education needed such as Lunch and Learn sessions for Cloud Services

- Updating Ordering Guide to include Cloud Services

Software

ARMY CHESS
COMPUTER HARDWARE, ENTERPRISE SOFTWARE AND SOLUTIONS

CB

ADMC-3

ITES-3H

ITES-3S

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Army's Designated Primary Source for commercial IT

LTS

ELA

ITES-SW2

DoD ESI

Software Procurement through CHESS

Software Requirement

Determine if requirement can be met by ELA/CETA

ELAs/CETAs can be found on the CHESS Software Agreements Page

If ELA/CETA meets requirement, follow ordering instructions on agreement page

If ELA/CETA **does NOT** meet requirement, KO should make the determination to use either ITES-SW2 or DoD ESI

Depending on your acquisition strategy, choose ITES-SW2 or DoD ESI

DoD ESI can be utilized for requirements that are more brand name specific while ITES-SW2 can be utilized for those requirements that are capabilities based and/or brand specific

Visit the CHESS Software Page to get Started!

Submit RFQ to determine if ITES-SW2 meets requirement

If ITES-SW2 meets requirement, work with contracting office to make award

If ITES-SW2 **does NOT** meet requirement, determine if it can be met by ESI or submit a Statement of Non-Availability (SoNA) via the IT E-Mart

Choose ESI Agreement from CHESS Software Agreement Page

If ESI meets requirement, follow ordering instructions on agreement page

If ESI **does NOT** meet requirement, determine if it can be met by ITES-SW2 or submit a Statement of Non-Availability (SoNA) via the IT E-Mart

Enterprise License Agreements

ELA Contract Overview

- ELAs are typically service component specific unless specified as a Joint effort between two or more DoD components
- ELA candidates determined by G-6
- Period of Performance varies
- Ordering Open To varies
- Decentralized Ordering

ELA Scope

- Utilizes best practices for establishing ELAs
- Acquisition Planning specific to ELAs
- Vendor relationships
- Established standard terms and conditions for ELAs
- Strong partnership with supporting Contracting Office
- Army representative to the DoD Enterprise Software Initiative

ELA
Quick Look

2 or More Army Commands

$$ Applied Funding $$

G-6 determine ELAs

Validated Requirements
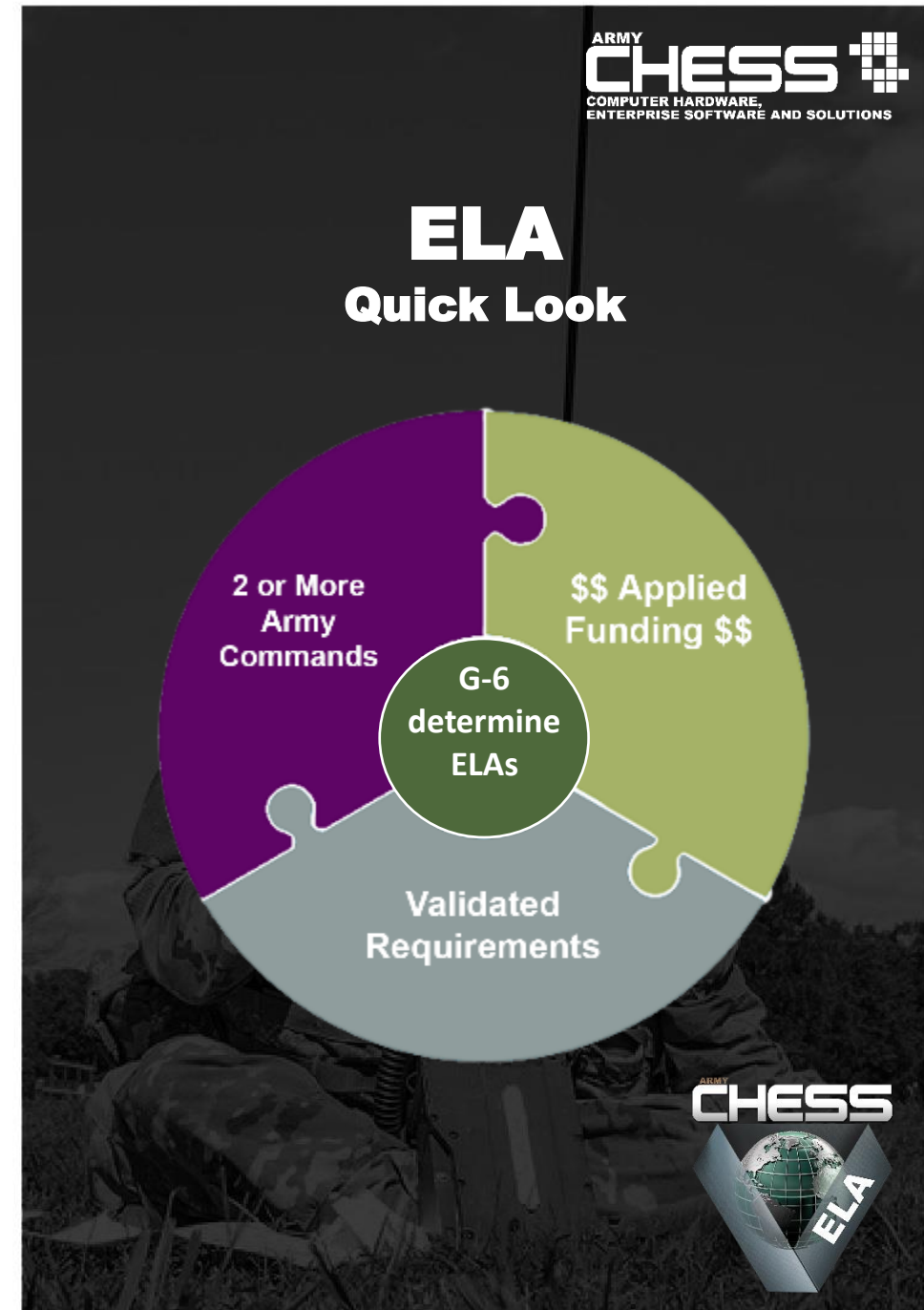
Enterprise Software Initiatives

ESI Contract Overview

- Co-chaired by OASD/CIO staffer and DOD Service rep (currently Navy)
- ESI Established Jun 1998
- ESIs are DOD-wide level agreements
- Period of Performance varies
- Ordering Open To varies
- Decentralized Ordering at Component level

ESI Scope

- Lower total cost of ownership across DOD, Coast Guard and Intelligence Community
- Establish and manage enterprise commercial off-the-shelf (COTS) IT agreements, assets and policies
- DOD components appoint Software Product Manager (SPM) to:
  - Consolidate requirements and develop business case
  - Negotiate best-value deals
  - Administer resulting agreements
- CHESS is the Army's Software Project Manager (SPM)
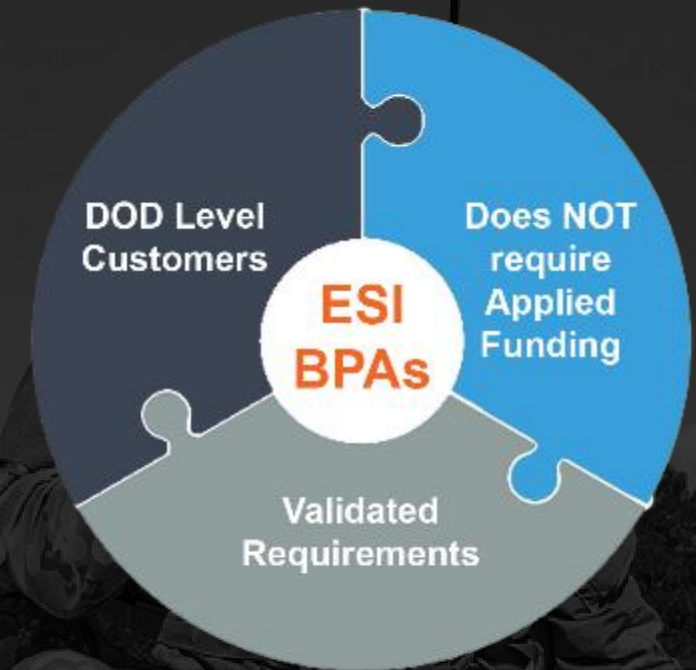
Information Technology Enterprise Solutions – Software 2 (ITES-SW2)

ITES-SW2 Contract Scope

The scope of the Information Technology Enterprise Solutions - Software 2 contract includes COTS software products, software maintenance and related incidental hardware/services.

Software Catalog categories are:

- Audio & Visual,
- Business & Finance
- Communication
- Database
- Education
- Internet
- Programming & Development
- Modeling & Simulation
- Multimedia & Design
- NetOps
- Office Suite
- Operating Systems
- IT Utility & Security
- Specialized

Contract NAICS Code(s): 513210

ITES-SW2 Contract Overview

- Thirty (30) Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts
    - 8 Small Businesses and 22 Large Businesses
- Period of Performance: 31 AUG 2020 to 30 AUG 2030
- Open to Army, DOD, and Federal Agencies
- Program Maximum: $13 Billion across all contracts for life of contracts (including all options)
- Decentralized Ordering
    - IT E-Mart Request for Quote (RFQ) Tool
    - Reverse Auction Tool
- Ability for Small Business set asides
- No CHESS fee
- No protests allowed on orders under $25M for DoD and Civilian Agencies
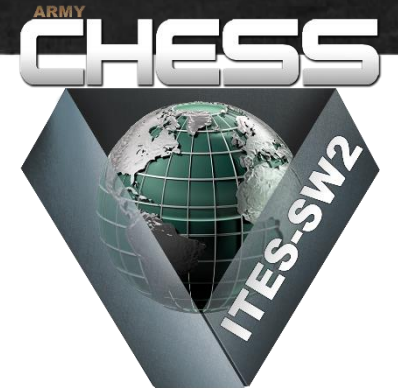
ITES-SW2 – Contract Performance (FY22)

	Number of SB RFIs Submitted
FY22	44
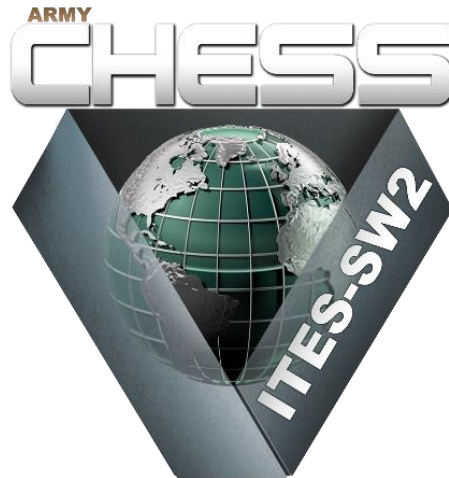
Top Performers:
Four LLC
New Tech Solutions, Inc.
Iron bow Technologies, LLC

Contract Spend thru 30 Sept 2023:
$152,477,186

Small Business Spend:
$72,143,841

*Contract to date based on total spend.

CHESS IT E-Mart

ARMY
CHESS IT E-MART
Army's Designated Primary Source for commercial IT

CHESS IT E-Mart

IT E-Mart Features:

- Contract Information, Modifications and Lists of Products
- Request For Quote (RFQ)/Request For Proposal (RFP)/Request For Information (RFI) Tool *
- Reverse Auction Capability*
- Statements of Non-Availability (SoNA) Request Tool *
- Lower Price Feedback
- Best and Final Offer (BAFO)
- CHESS License Tracker for Software (LTS)*
- Consolidated Buy Compare Tool
- Request for Training Tool *
- CHESS Tutorials, Ordering Guides & FAQs
- CHESS Events Calendar
- Software Agreements for ELAs and ESIs **
- "Report a Bug" for Feedback *
- Link to ITAS Approval
- Government Employee Purchase Program
- Supply Chain Risk Management

*Must be logged in
**Must be CAC logged in

https://chess.army.mil

Request For (RF) Tool

In order to utilize the RF Tool to submit Request for Quotes (RFQ), Request for Proposals (RFP), Requests for Information (RFI), or to start a Reverse Auction (RA) you must be logged into the CHESS IT E-Mart at https://chess.army.mil

(Once you are logged in to the CHESS IT E-Mart click "RFx" on the Main Menu bar to access the RF Tool)

IMPORTANT NOTE: Contracting Officers have the option to negotiate proposed delivery/task order pricing

- **Request for Quote (RFQ):** Utilize when procuring Hardware & Software from ADMC-3, ITES-3H, Mobility Services and ITES-SW2 contract vehicles

- **Request for Proposal (RFP):** Utilize when procuring Services from ITES-3S contract vehicle

- **Request for Information (RFI):** Utilize when conducting market research to request information from any of the vendors listed on any CHESS contract

- **Reverse Auction (RA):** Utilize when soliciting vendors to successively bid prices down against other vendors; Only available for ADMC-3, ITES-3H and ITES-SW2

Information Technology Enterprise Solutions – 4 Services (ITES-4S)

- **Pricing**: Estimated $12.1B Ceiling
- **Open to Army, DoD, & Federal Agencies**

- **Contract Type:** Firm fixed price, time and materials, cost plus
- **NAICS Code: 541519:** Other Computer Related Services (possible additional NAICS codes)

- **Scope:** Similar to ITES-3S
- Will be starting market research phase and questionnaire
- Planning Industry Day

What We Are Looking Into Adding To ITES-4S

- Multiple NAICS codes

- Two sets of suites (High-end vs. Low-end Task Areas)

- How to do 8a Set-asides
  - Increase Small Business Goals (2023 Executive Order compliance)
  - Customer use our contract to meet their SB Goals

- Highlight FedRAMP for cloud services

- Vendor to have forward facing Website for easy contact

- Advisory Multi-Step process – Viability test on primes interested on being on ITES-3S, may do this for ITES-4S

- Encourage teaming/subcontracting arrangements
  - Gain performance
  - Insight onto type of work being requested

CHESS contracts are competitively awarded in accordance with the FAR

- The Government reserves the right to reopen competition on either an unrestricted basis or restricted to small businesses, at any time during the term of the contract.

- The Government will review the need for additional Contractors to ensure a sufficient amount of viable/competitive unrestricted and/or small business vendors, and/or to ensure that the agency maintains access to the latest technological solutions in contracts for IT hardware, software and services.

- At this time, there are no on ramping opportunities for CHESS contracts. Vendors that are not CHESS contract holders should consider subcontracting with a current prime. Details regarding selling to the Army and more can be found on the IT E-Mart.

- The Government reserves the right to review all contracts under a multiple award IDIQ vehicle on an annual basis to determine if it is appropriate to remove existing contractors. However, the Government may conduct an off-ramp at any time during the life of the contract.

For questions and information about on/off ramping, please contact the contract vehicle Contracting Officer.

Importance of RFI Responses:

ITES-3S is mandatory and exceptions to no-bids on RFI
- – Acquisition strategies are being determined off the RFI that are submitted

Importance of Gatekeeper:

CHESS anticipates this to continue under ITES-4S
- – Looking at RFI and not just RFPs since the mandate

Keys To a Successful Proposal

- Read, read, and reread the RFP!!

- Know the organization's needs

- Past performance tracking

- Partnering criteria

- Know the mandatory sources

- Be precise – No fluff!

What we need from industry

- White papers

- Evaluation processes
  - Pricing
    - Geographical locations
    - Inflation increase

- Feedback
  - What has Industry seen from other services type contracts?
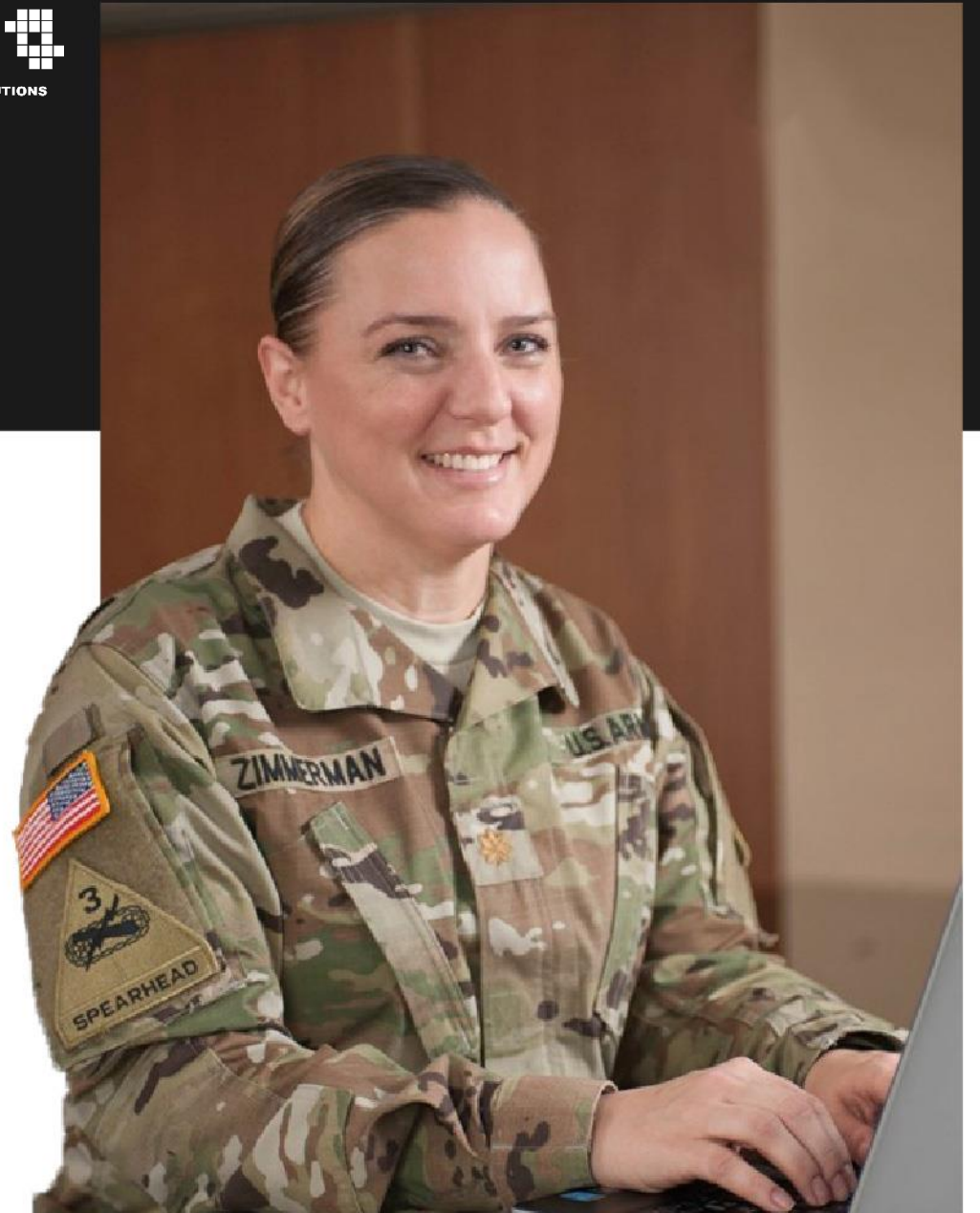 - How does industry feel about the addition of the new labor categories and task areas on ITES-3S?

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End of Briefing