



PEO ENTERPRISE

DIGITAL MARKET PANEL MEET THE SPEAKERS



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As part of the PEO Enterprise Digital Transformation efforts, we are challenging the way we think about how to buy hardware, software, and services.



Enterprise License Agreements (ELAs)

Buying software with an "Army enterprise" approach, by identifying Army needs, developing agreements and maximizing investments



Digital Marketplace

Developing a user-friendly experience to access total Army catalogue of IT products and services



Contract Solutions

Manage available contract vehicles for Army commands and customers



OUR MISSION

“

To provide you, our customers, with a singular marketplace experience, offering digital concierge services, to purchase enterprise-wide hardware, software, and services.

”

Guiding Principles

WE ARE

The people who provide the Army with the tools to procure the digital software, hardware and services needed to meet mission needs.



WE DELIVER

A single solution for faster, streamlined procurement of digital assets through a user-friendly experience



WE STRIVE FOR

Efficiency and value



Business Case Analysis

Data Calls across
Army Stakeholders
Demand Signal
Market Research
Identify contracts for
consolidation
Requirements
validation with OCIO

Pre-Award Activities

Acquisition Plan
Acquisition Docs
Contracts
Consolidation
Funding Strategy
Pre-Solicitation
Negotiation with
Vendor & ACC

Contract Management

Kickoff Meeting
Stakeholder
Engagement
Billing support to
OCIO or PEO HQ
Program Mgmt.:

- Burn Rate for PS
- Training Schedule
- License Mgmt.

SW ELA Key Take Aways



Flexibility









Cost Avoidance



Long Game

AT A GLANCE: PEO ENTERPRISE CONTRACT VEHICLES



	HARDWARE		SOFTWARE		SERVICES	
	 <p>ADMC-3 Army Desktop Mobile Computing - 3</p> <p>For office hardware</p>	 <p>ITES-4H (3H) Information Technology Enterprise Solutions - 4</p> <p>For network infrastructure hardware</p>	 <p>Enterprise Agreements J/ELAs - Joint/Enterprise License Agreements</p> <p>For ELAs, SaaS offerings and J/ELAs, legacy agreements</p>	 <p>ITES-SW2 Information Technology Enterprise Solutions - Software 2</p> <p>For licenses where enterprise agreements don't exist (Computer-aided design)</p>	 <p>MAPS Marketplace for the Acquisition of Professional Services</p> <p>For professional services</p>	 <p>MSD Modern Software for Delivery</p> <p>For Agile capabilities including, developing</p>
Period of Performance	06 MAR 2020 – 05 MAR 2030	10-year ordering period (5-year base, 5-year option)	Varies per agreement	31 AUG 2020 – 30 AUG 2030	10-year (5-year option)	10-year (5-year option)
Ordering	Request For Quote (RFQ) & Consolidated Buy (CB) Tool Reverse Auction (RA) Tool	Request For Quote (RFQ) Reverse Auction (RA) Tool	Request For Quote (RFQ) Reverse Auction (RA) Tool	Request For Quote (RFQ) & Consolidated Buy (CB) Tool Reverse Auction (RA) Tool	TBD	TBD
Objective	Provide commodity and replacements of desktops/notebooks, workstations, tablets, thin clients and more to the Army, DoD and federal	Provide end to end solutions and commodity buys (incidental software and services) for the Army, DoD and Federal	Consolidate Army software requirements at the enterprise level to achieve better buying power and asset management	Provide software, maintenance and related incidental hardware/ services for Army, DoD and Federal	Designed to provide a comprehensive and flexible framework for the Army's acquisition of knowledge-based professional services	Designed to provide the Army with Agile software engineering capacity to rapidly design, develop, test, deploy and maintain mission critical applications and systems
Scope	Purchase of hardware through the consolidated buy periods to standardize IT configurations across the Army	Buy, Lease or on a Consumption Basis of hardware with incidental software or services	Purchase software through agreements negotiated with OEMS/Resellers achieving best pricing and items and conditions for the Army	Buy software across 14 catalogs to include IT Utility & Security, Modeling & Simulation, Audio Visual, Programming & Development	Knowledge-based support services spanning 5 domains, each with a different NAICS code. Primarily for enterprise solutions	Fast path to orders for software development and technology and process transformation. Primarily for us in coding that produces products
Ceiling	\$5B	\$10B	Varies per agreement	\$13B	No Maximum	\$10B+
Awards	10 (7 SB)	TBD	Varies per agreement	29 Awards (8 SB)	100 Total (20 per domain)	No max on total awards; minimum of 10 SB or 20% of all awards
NAICS	334111	334111	513210	Multiple	Multiple (x5)	TBD



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