PEO EIS

Connecting the Army. Working for Soldiers.

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Distribution Statement A. UNCLASSIFIED//Approved for Public Release
WHO WE ARE

WE ARE the Army’s trusted network and software acquisition professionals.

WE BELIEVE that the Soldier is the centerpiece of everything we do.

WE SUPPORT the Total Army and serve as a committed teammate.

WE ENSURE that the Army’s networks, logistics, HR, finance, business systems and cyber defense support anything a Soldier and the Army need to do the job, every day.

WE GET Soldiers to the fight, support the fight and bring them home safe.

WE ARE PEO EIS.
Connecting the Army. Working for Soldiers.
WORKING FOR SOLDIERS

From recruitment to retirement, home station to foxhole, our systems support Soldiers every day around the world making sure they’re ready to fight tonight.
Mission
Rapidly deliver *integrated, innovative and cost-effective* systems and services for the Total Force, to globally connect the Army and provide a decisive information advantage to every Soldier.

Vision
Be the recognized leader in delivering *integrated and cost-effective* information systems and information technology solutions across the Department of Defense.
Engaging with Industry

588 meetings in 12 months

• We’re committed.

• During the last 12 months, PEO EIS senior leaders and program managers collectively had more than 588 one-on-one meetings with industry.

• Average 2+ meetings with industry DAILY.
Engaging with Industry: *I’m ALL IN*

168 = 21

Hours spent on industry meetings = Workdays out of the year
MY EXPECTATIONS

• Come prepared
• Help us have the right people in the room
• Meeting with first-level principals is useful
• Making me smarter is the hallmark of a successful meeting
• Do what’s right for the Army
• Tell the full truth
• Partner with PMs—joint meetings with senior stakeholders
• Be flexible
• Help us improve
• Provide metrics that demonstrate your value
Keeping our Promises

- Making smarter investments
- Post-Modern ERP strategy
The Last Year: Accomplishments

De-Customizing: Leveraging COTS Solutions

Cloud Pilots

IPPS-A Limited User Test & Mobile App

Accessions Information Environment

Army Leader Dashboard

Forge

OTAs

Expanded Defensive Cyber Operations

Restructured Networks Under one PMO

Breaking Monopolies

Post-Modern ERPs

IT Modernization

Allied Partnerships

CIO/G6 Programmatic and Functional Management Partnership

1st Network Requirements Document
“It’s unwise to pay too much, but it’s also unwise to pay too little. When you pay too much you lose a little money, that is all. When you pay too little, you sometimes lose everything, because the thing you bought was incapable of doing the thing it was bought to do. The common law of business balance prohibits paying a little and getting a lot—it can’t be done.”
- John Ruskin (1819-1900)
Significant Contract Awards

- Information Technology Enterprise Solutions-3 Services (ITES-3S): $12.1 billion ceiling
- Human Resources Solutions: $7.6 billion
- Life-saving capabilities for first responders world-wide: $532 million
- Network improvements for global communications: $404 million
PEO EIS FY18 CONTRACTS:
256 Vendors, Top 5 Contracting Offices and Top 5 NAICS

**FY18 Vendors***
- CACI-ISS
- Carahsoft
- DRS
- Harris
- IBM
- INSAP
- LMI
- Motorola
- MPRI
- Northrop Grumman Information Technology

*Ordered alphabetically

**FY18 Contracting Offices***
- Army Contracting Command - Aberdeen Proving Ground
- Field Directorate Office - Fort Eustis
- Army Contracting Command - New Jersey
- Army Contracting Command - Redstone Arsenal
- Army Contracting Command - Rock Island

*Ordered alphabetically

**FY18 NAICS**
- 518210 (data processing, hosting and related services)
- 541519 (other computer related services)
- 334111 (electronic computer manufacturing)
- 511210 (software publishers)
- 541612 (human resources consulting services)

Procurement forecast updated monthly on eis.army.mil
FUTURE

• Partnering with Army Materiel Command
• Army Shared Service Center
• Data-Data-Data
• ERP integration
• Network modernization
• Defensive Cyber initiatives
• Cloud initiatives
• Change our mindset
WE WANT YOU!
THANK YOU
The Army relies on

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