CHESS Overview and Upcoming Procurements

13 June 2013

Mr. Brendan Burke
Project Director
Agenda

- PEO EIS Overview

- CHESS Overview
  - Review of Current Vehicles
  - Become a CHESS Vendor
  - Upcoming Procurements
  - Latest Policy Update

- Questions and Comments
PEO EIS Overview

PEO EIS MISSION
Enable information dominance by developing, acquiring, integrating, and deploying Enterprise-wide, network-centric information management and communications to meet the Army’s current and future mission requirements.

PEO EIS VISION
Rapidly deliver cost-effective, easy-to-use, IT-based capabilities to the Army Enterprise.
CHESS 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.

CHESS 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.
CHESS Organizational Structure

Project Director
Brendan Burke

Deputy Project Director
Sammi Foong

Secretary
Peggy Jaeger

Enterprise Solutions Division (ESD)
Ylander Jones - SME
   Dawn Bare
   Dorothy Bowen
   Keith Copeland
   Deidre Harris
   Richard Klemencic
   Nicole Nargi
   Sophia Scott
   Clifford Stevens
   Mike Dorsey - Public Affairs

Operations
April Cappilla - Budget
Miguel Campos
Gus Burnside II - Operations Officer

Operations Support
Joanna Corcoran

Technical Management
Vicki Johnson
Tom Seadeek - Technical Officer
   Keith Pope
   Desrick Halls

Technical Support
Steven Bugbee
   Catherine Burden
   Emma Schusterman
   Jonathan Skerrett
   Hoi Lee
   CJ Owens

Engineering Spt – ISEC
Al Custis
Mark Rhyner
Tim Holsonback
Dante Milledge

Customer Support
Michael Boswell
Lisa Carroll
Michael Lucas
Patrick Dunlop
Chris Yates

Project Mgmt Support
Audra Hutchison

Government
Contractor
Non-Resident Matrix

Effective: 11 June 2013
CHESS is a Project Directorate in PEO EIS, under ASA(ALT).

IT contracts are established and managed within CIO/G-6 standards and policies.
CHESS Operational Concept

NETCOM
- Army Network Architecture
- Army Golden Master (AGM)
Army Contracting Command (ACC)
- Enterprise-wide Contracts

- Customer IT Acquisition Requirements
- Hardware/Software/Services
- Streamlined/Decentralized Acquisitions
- Performance
- Small Business Credits

Legend:
ADMC-2: Army Desktop and Mobile Computing
BPAs: Blanket Purchase Agreements
CB: Consolidated Buy
DoD: Department of Defense
ITES-2H: Information Technology Enterprise Solutions – 2 Hardware
ITES-2S: Information Technology Enterprise Solutions – 2 Services
ITS-SB: Information Technology Services – Small Business

CHESS IT e-mart
1. Access CHESS IT e-mart https://chess.army.mil

2. Click on area of interest, e.g. Hardware

3. Click on a Program to view prime vendors
Become a CHESS Vendor

4. Click prime vendor contract

5. Prime vendor POC information appears under POCs Tab

6. Relationship is between prime contractor and prospective vendor
Future Potential Actions

- Information Technology Enterprise Solutions – Hardware (ITES-3H)
- Information Technology Enterprise Solutions – Services (ITES-3S)
- Information Technology Enterprise Solutions – Software (ITES-SW)
- Enterprise Software Initiatives (ESI) Agreements
- Enterprise License Agreements (ELAs)
ITES-3H
Information Technology Enterprise Solutions-Hardware (ITES-3H)

• **Planned scope:** State-of-the-art commercial IT equipment and related services, including installation, integration, etc. for worldwide support consisting of the following: servers; workstations, thin clients, desktops and notebooks; storage systems; networking equipment; network printers; cables, connectors and accessories; video equipment products; uninterruptible power supplies in support of fielding a complete system or as part of a total design solution.

• **Anticipated vehicle:** MAS IDIQ

• **Anticipated awards:** Multiple

• **Anticipated award date:** 3Q FY14

• **Period of performance:** 3 year base; 2 1-year options

• **NAICS:** #334111 (Electronic Computer Manufacturing)

**NO DISCUSSION ON 3H**
**ITES-3S**

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

- **Planned scope**: The Army has an ongoing requirement to support the Army enterprise infrastructure and infostructure goals with information technology (IT) services worldwide. ITES-3S is a follow on to the current ITES-2S vehicle.

- **Anticipated vehicle**: MATO IDIQ

- **Anticipated awards**: Multiple (including small business reserves)

- **Anticipated award date**: 3Q FY15

- **Period of performance**: 3 year base; 2 3-year options

- **NAICS**: #541519 Other Computer Related Services

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**Legend:**
- MATO: Multiple Award Task Order
- NAICS: North American Industry Classification System
ITES-3S Challenges

- A way to incentivize vendors on the base contract to make sure they perform effectively over the life of the contract

- More effective pricing methodologies at the basic contract level that will lead to enhanced competition at the task order level
  - How does the Government evaluate price at the base level?
  - How does the Government avoid a “Race to the Bottom” on rates, and ensuring Best Value and quality performance at the Task Order level?

- Prevention/Reduction of potential Organizational Conflict of Interest issues

- Aligning with Strategic Sourcing guidelines and coordinating across multiple portfolios

- Balance of one-stop shop verse pillars/silos of excellence

- Volume of likely responses

- A Request for Information (RFI) will be issued in near future
ITES-SW

Information Technology Enterprise Solutions-Software (ITES-SW)

- **Planned scope:** The initial scope would target the COTS software within the top four Certificate of Networthiness (CON) functional categories, which include IT Utility and Security, Modeling and Simulation, Program and Development and Multimedia.

- **Anticipated vehicle:** ID/IQ Contract, establishing an ID/IQ software vehicle for COTS software requirements will assist the Army customers by providing more favorable pricing and benefits along with a mechanism to reduce the procurement process.

- **Anticipated awards:** Multiple

- **Anticipated RFP release date:** 4QFY13

- **Period of performance:** 5 Years

- **NAICS:** TBD
ITES-SW Challenges

- Categorizing various software offerings across publishers
- Staying current with ever changing product offerings
- Effectively evaluating capability and pricing at prime contract level
- Small business participation
Enterprise Software Initiative (ESI) established JUN 1998

- **Mission**
  - 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

- **Organization**
  - Co-chaired by OASD/CIO staffer and DoD service rep (currently Navy)
  - 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 SPM

**Authority**

- **DFARS 208.7402**
  - Fulfill requirements for COTS software in accordance with DoD ESI via PGI 208.7403
  - Follow ESI Order of Precedence
    - DoD Inventory
    - DoD Enterprise Software Agreement (ESA)
    - “Other means” but Army requires CHESS waiver
  - DoDI 5000.2, Encl. 5, para. 6: “maximum use and coordination with DoD ESI

Legend:
DFARS: Defense Federal Acquisition Regulation Supplement
DoD: Department of Defense
DoDI: Department of Defense Inventory
OASD: Office of the Assistant Secretary of Defense
Future ESI Agreements

- On going and continuous process
- Governed by DoD ESI working group
- CHESS is Army rep on DoD ESI
# Current ELAs

<table>
<thead>
<tr>
<th>Publisher/Products</th>
<th>Organizations Covered</th>
<th>Lead Organization</th>
<th>Contracting Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adobe – PRO &amp; PDF Generator</td>
<td>Army Wide</td>
<td>CHESS</td>
<td>ACC-RI</td>
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<tr>
<td>BMC – Remedy</td>
<td>Army Wide</td>
<td>HQDA CIO/G-6 ESD</td>
<td>ACC-RI</td>
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<tr>
<td>Cisco - SMARTnet</td>
<td>Army Wide</td>
<td>HQDA CIO/G-6 ESD</td>
<td>DITCO</td>
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<tr>
<td>Microsoft</td>
<td>Air Force, Army, DISA</td>
<td>HQDA CIO/G-6 ESD Transitioning to CHESS</td>
<td>DITCO</td>
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<tr>
<td>Minitab</td>
<td>Army Wide</td>
<td>CHESS</td>
<td>ACC-RI</td>
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<tr>
<td>Oracle</td>
<td>PEO EIS and AMC</td>
<td>CHESS</td>
<td>ACC-RI</td>
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<tr>
<td>SAP- ERP products</td>
<td>Army Wide</td>
<td>PD CHESS</td>
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<tr>
<td>PTC – Windchill</td>
<td>Army Wide</td>
<td>PD CHESS</td>
<td>ACC-RI</td>
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<tr>
<td>Various Command level agreements</td>
<td>Command specific</td>
<td>Various Commands</td>
<td>Various</td>
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</tbody>
</table>

**Legend:**
- AMC: Army Material Command
- CIO/G-6: Office of Chief Information Officer /G-6
- ELA: Enterprise License Agreement
- ERP: Enterprise Resource Planning
- ESD: Engineering Systems Division
- HQDA: Headquarters Department of Army
- PD: Program Directive
- PEO EIS: Program Executive Office Enterprise Information Systems
Future ELAs

- On going and continuous process

- Joint or Multiple Agency Focused
  - Reps from all agencies are in place to discuss potential ELAs
  - Continue to be “coalition of willing”
  - Tremendous knowledge sharing

- Non Joint ELAs are also still being reviewed/pursued
  - Will be in direct coordination and de-confliction with Joint efforts

- Industry tips for preparing to discuss potential ELAs
  - Bring data, and make sure it is actionable and granular
  - Know customer pain points, all of them
  - Understand timing of agreements

Legend:
ELA: Enterprise License Agreement
Challenges with ELAs

- IT funding is not currently centrally managed

- Software licensing asset visibility and usage rates
  - Ongoing efforts to create standardized portal system for ELA ordering
  - Ongoing ITAM efforts

- Competition for ELAs
  - Most ELAs are based on existing licenses/past purchases
  - Initial ELA typically focused on “cleaning up battlefield”

- Second and third order impacts on future competitions

- Maturing governance structure

- Aligning with ongoing future architecture efforts

Legend:
ELA: Enterprise License Agreement
ITAM: Information Technology Asset Management
Recent Policy Update

On 6 June 2013:
- “Army Waiver Process for COTS IT Procurement Outside the CHESS Program” memo signed by SecArmy
- Refines current Waiver process for COTS IT

As of 1 July 2013:
- CHESS will no longer issue waivers, but will issue Statements of Non-Availability
- HQDA CIO/G-6 will approve all waivers
- Waivers will be processed using the current Goal 1 Waiver process

Progress towards improving visibility on Army IT spending

Legend:
CIO/G-6: Office of Chief Information Officer/G-6
COTS: Commercial-off-the-shelf
HQDA: Headquarters Department of Army
Questions and Comments