



# ARMY COMPUTER HARDWARE, ENTERPRISE SOFTWARE AND SOLUTIONS (CHES) Overview

Information Exchange Forum

Session: #1

PEO EIS

Brendan Burke

Army CHES



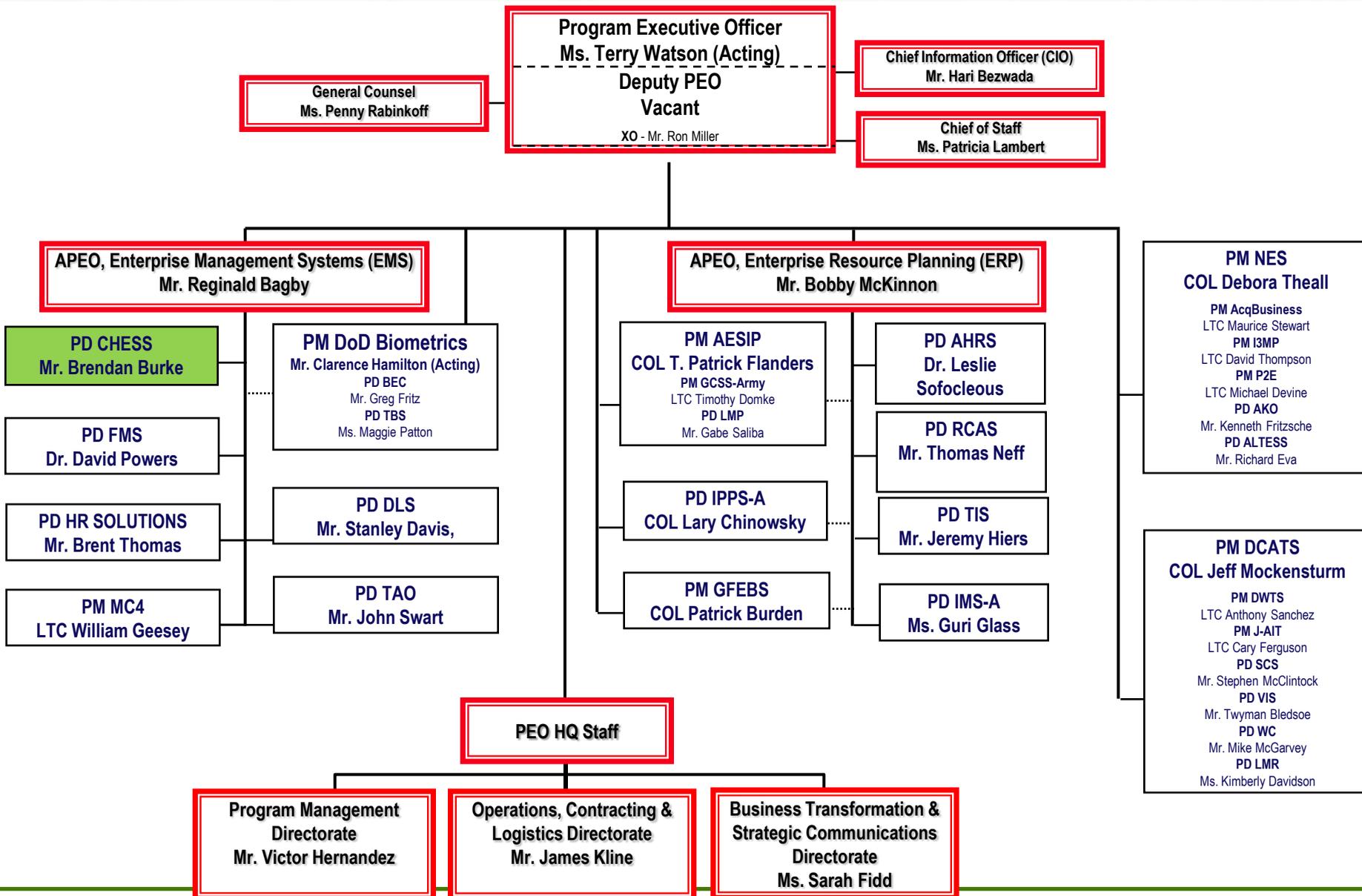
# Agenda



- ★ **Organization and Mission**
- ★ **Regulatory Authority**
  - Waivers
  - Operational Concept
- ★ **Contracts and Agreements**
  - Hardware (ADMC-2, ITES-2H)
  - Services (ITES-2S and ITS-SB)
  - Software
- ★ **IT e-mart**
- ★ **Prospective Vendor Information**
- ★ **Contact Info**
- ★ **Q&A**

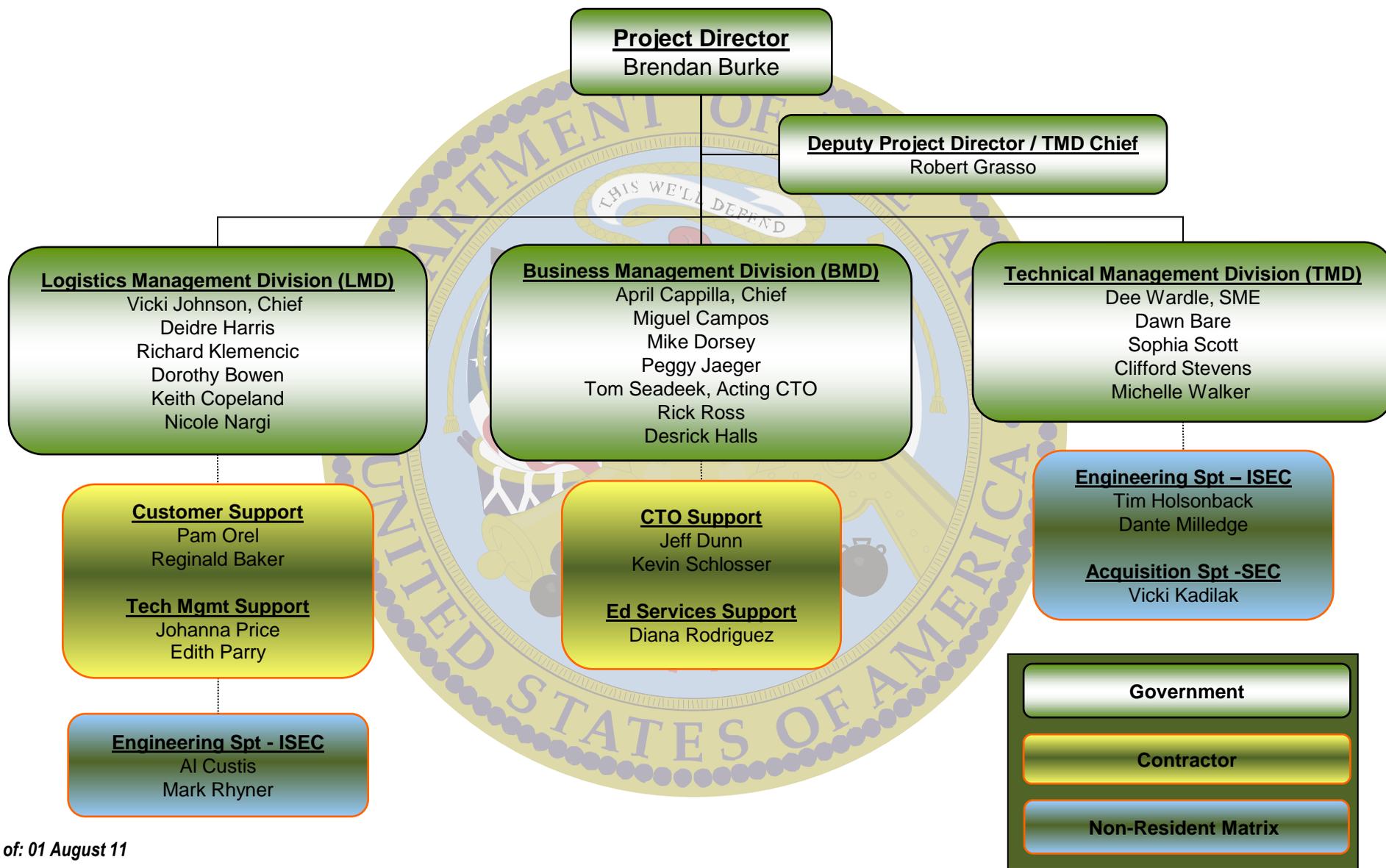


# Program Executive Office Enterprise Information Systems





# CHESSE Organizational Structure



As of: 01 August 11



# Program Description



## Mission Statement:

Be the Army's 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 services.

## ★ Characteristics / Description:

- Army Desktop and Mobile Computing (ADMC), Information Technology Enterprise Solutions (ITES), and Information Technology Services – Small Business (ITS-SB) provide commercial IT Hardware & Services
- Enterprise Software Initiative (ESI) agreements generate cost savings and provide asset visibility across the DoD
- Online ordering through CHES's IT e-mart streamlines the IT procurement process

## ★ Added Value:

CHES business processes provide:

- ITES, ADMC, and ESI enterprise level agreements at significant volume level discounts
- GNEC enabled systems & migration strategies IAW Common Operating Environment Architecture
- ★ Compliance with DoD and HQDA policies on Standardization and Interoperability

## ★ Special Features:

- Consolidated Buy: Notebooks and Desktops offered twice per year at rates up to 61% off ADMC-2 contract prices plus an additional 7% off GSA
- ESI: Uses Stock Fund dollars with an approved Business Case Study to fund enterprise volume requirements
- IT e-mart: Establishes IT e-commerce procurement process through AKO channel

### Legend:

AKO: Army Knowledge Online  
 GNEC: Global Network Enterprise Construct  
 GSA: General Services Administration



# Authority: AFARS Revision 25 01 April 2010



## ★ AFARS 5139.101 (S-90)

- 
- (a) CHES is the **mandatory source** for commercial IT purchases “...purchasers of commercial **hardware and software** must satisfy their IT requirements by utilizing CHES contracts and DoD Enterprise Software Agreements first regardless of dollar value. **Any purchase made outside of CHES contracts requires a waiver.**”
  - (b) IT **services**: Consider small business set aside IAW FAR Part 19.

*“... If no small business capability exists, CHES contract vehicles are the **preferred source** for acquisition of IT.”*

*“... **Waiver not required for IT services.** However, if IT hardware and software are required as part of a non-CHES IT services contract, a waiver for the hardware and software is required.”*



# Authority: Army CIO/G-6



## ★ Army Regulation 25-1: Army Knowledge Management and Information Technology Management (04 Dec 2008)

- CHES is the “primary source” for purchases of COTS software, desktops, and notebook computers **regardless of dollar value.**
- “primary source” requires CHES waiver to use other source(s)

*“... This regulation applies to the Active Army, the Army National Guard /Army National Guard of the United States, and the US Army Reserve unless otherwise stated.”  
(Applicability, p.i.)*

*“... It applies to information technology contained in **both business systems and national security systems** (except as noted) developed for or purchased by the Department of Army.”  
(Summary, p.i.)*

*“... It applies to IT contained in **command and control (C2) systems, intelligence systems** (except as noted), business systems, and (when identified) national security systems (NSS) developed or purchased by the Department of Army (DA).” (1-1. Purpose)*

**Legend:**

CIO/G-6: Chief Information Officer -G-6

COTS: Commercial Off the Shelf



# CHES Waivers



## ★ Availability:

- Products not offered on CHES contracts
- Lower price available on non-CHES contract

## ★ CHES waiver does not constitute approval to purchase any product or deviate from any other Army regulation or policy

- Examples of reasons products are not available through CHES
  - No Army Golden Master capability (requires NETCOM waiver)
  - Not Trade Agreements Act compliant (requires KO waiver)
  - Electronic Product Environmental Assessment Tool (EPEAT)

## ★ Approval authority:

- Individual orders: PD CHES
- “Blanket” exception for organization/activity: Army CIO/G-6
- Collaboration tools: Army CIO/G-6

## ★ Automated waiver request process at <https://ches.army.mil>

### Legend:

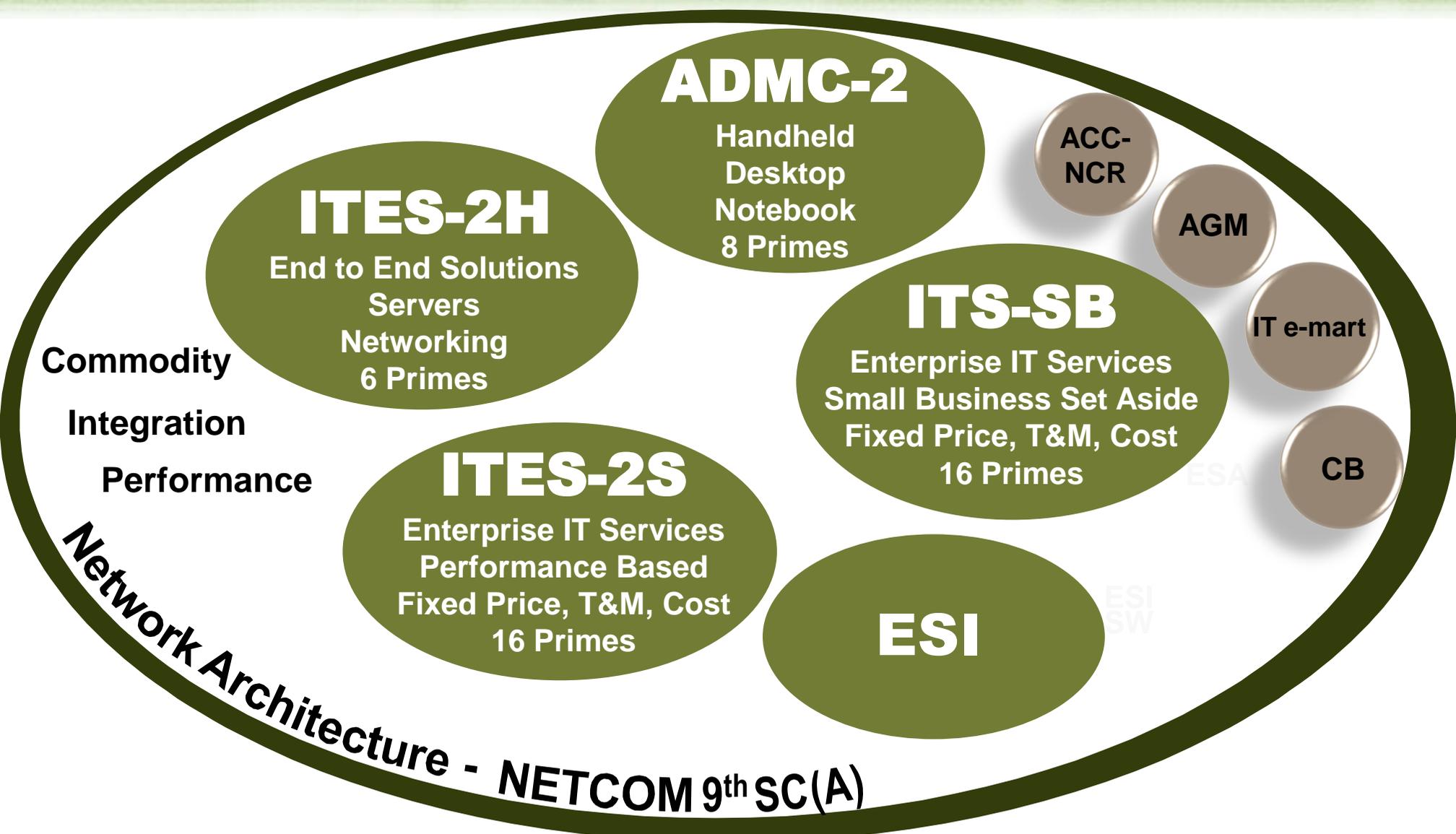
CIO/G-6: Chief Information Officer -G-6

KO: Contracting Officer

NETCOM 9<sup>th</sup> SC(A): Network Enterprise Technology Command / 9<sup>th</sup> Signal Command (Army)



# CHES Operational Concept



<p><b>Legend:</b>          ACC-NCR: Army Contracting Command -National Capital Region          ADCM: Army Desktop and Mobile Computing          AGM: Army Golden Master          CB: Consolidated Buy</p>	<p>ESI: Enterprise Software Initiative          ITES: Information Technology Enterprise Solutions (2H: Hardware; 2S: Services)          ITS-SB: Information Technology Services-Small Business          NETCOM 9<sup>th</sup> SC(A): Network Enterprise Technology Command / 9<sup>th</sup> Signal Command (Army)          T&amp;M: Time and Materials</p>
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# CHES Applied Standards and Policy



## ★ Contract Requirement: Compliance with DoD, Army and NETCOM Standards

- NETCOM Army Enterprise Desktop Standardization
- Army Golden Master (United States Government Configuration Baseline)
- Electronic Product Environmental Assessment Tool (EPEAT)
- DoD IT Standards Registry (DISR)
- Information Assurance (AR 25-2/OIA&C Approved Products List)
- Internet Protocol Version 6 (IPv6)
- Networthiness (AR 25-1 and TA 2004-005)
- Section 508 (§1194.26 U.S. Rehabilitation Act)
- Smart Card Reader (CAC – NIST IR 6887)
- Trusted Platform Module – (TPM v1.2)
- Wireless Networking (DoD Directive 8100.2 & Army Regulation 25-2)
- UID, RFID, NETCOM Technical Authority (TA), etc.
- Hardware Requirement for VISTA FIPS 140-2 Certified Mode in Support of 802.11 Wireless Connection



### Legend:

NETCOM: Network Enterprise Technology Command  
 RFID: Response Frequency Identification  
 UID: Unique Identification



# ADMC-2



## Army Desktop and Mobile Computing-2 (ADMC-2)

### Contract Holders

- W91QUZ-06-D-0001 === Telos
- W91QUZ-06-D-0002 === Dell
- W91QUZ-06-D-0003 === CDWG
- W91QUZ-06-D-0004 === HP
- W91QUZ-06-D-0005 === ITG
- W91QUZ-06-D-0006 === Transource
- W91QUZ-06-D-0007 === Emtec
- W91QUZ-06-D-0009 === NCS Technologies

### Original Equipment Manufacturers (OEMs)

Ace, Acer, Apple, Compaq, Dell, Fujitsu, Getac, Itronix, Lenovo, NCS, Panasonic, Transource, Criticom, Polycom, Tandberg, Wyse, Clearcube, Canon, Epson, Lexmark, Xerox, Samsung



Small Business



# Army Consolidated Buy (CB) Desktop and Notebook



- ★ **Objective**
  - Reduce Army costs and standardize the IT Enterprise
- ★ **Considerations**
  - Cost, Technical, OEM Flexibility, Schedule, O&M
  - NETCOM Army Enterprise Desktop Standardization
- ★ **Contracting Process**
  - Current CHES IT Contract Holders offer special discounts
  - Online Process – IT e-mart
  - Customer compares technology, prices, support features
  - Decentralized Ordering by Customer's Contracting Activity
- ★ **CHES Advantages**
  - **No CHES Fee**
  - Already Standards/Policy compliant (ADMC)
  - Army Golden Master (AGM) load at factory
- ★ **Exception Process**
  - Mission Critical, Non-Conforming Specs and Host Country Agreement

#### Legend:

ADMC: Army Mobile Desktop Computing  
 NETCOM: Networks Enterprise Technology Command  
 OEM: Original Equipment Manufacturer  
 O&M: Operations and Maintenance



# Consolidated Buy (CB) 13 and 14 Ordering Period



## ★ Ordering Period

- CB 13 begins  
13 Jun thru 30 Sep 2011
- CB 14 begins  
17 Jan thru 30 Mar 2012





# Consolidated Buy (CB) Products



## ★ CB Minimum Standard Configuration established for:

- Desktops
  - Standard
  - Performance
  - All-in-One
  - Work Station
- Notebooks
  - Mainstream
  - Rugged
  - Lightweight
  - Specialty
- Displays
  - Small (19"), Medium (22"), and Large (27") flat panel displays
- Printers (110 and 220 VAC)
  - Black & White and Color Multi-function
- Options & Upgrades
  - Memory Expansions
  - Hard Drive Upgrades
  - Added Hard Drives
  - Trusted Drives
  - Port Replicators (Notebooks)
  - Carrying Case (Notebooks)
  - Extra Battery (Notebooks)
  - Warranty Upgrades

**Legend:**

VAC: Volts Alternating Current



# ID/IQ Orders and Fair Opportunity



## Actions by or for DoD exceeding \$3K, but not exceeding \$150K

★ Subject to FAR 16.505

★ No need to contact each awardee if KO has information available to ensure each is provided “fair opportunity” for order (FAR 16.505(b)(1)(ii))

- CB product specifications and prices are posted on the CHES website for use in meeting this FAR 16.505(b)(1)(ii) requirement
- Cost or price must be a factor in the selection decision (FAR 16.505(b)(1)(ii)(E))
- Other fair opportunity requirements at FAR 16.505(b)(1)(ii)(A) thru (D)

★ No requirement to provide fair opportunity if exception to fair opportunity applies (FAR 16.505(b)(2)(i)(A) thru (D)):

- Urgent Need
- Only one awardee capable
- Logical follow on (if original order gave fair opportunity to all)
- Satisfy minimum guarantee

**Legend:**

CB: Consolidated Buy

FAR: Federal Acquisition Regulation

KO: Contracting Officer



# ID/IQ Orders and Fair Opportunity



## Actions by or for DoD exceeding \$150K but not exceeding \$5M

- ★ **Subject to FAR 16.505 and DFARS 216.505-70**
- ★ **Fair opportunity requirements at FAR 16.505(b)(1)(iii) and DFARS 216.505-70(c)**
  - Fair notice of intent to all contractors offering the supplies
  - Description of the supplies
  - Basis for award
  - Fair opportunity to submit an offer and have that offer fairly considered
  - Other fair opportunity requirements at FAR 16.505(b)(1)(ii)(A) thru (D)
- ★ **No requirement to provide fair opportunity if exception to fair opportunity applies (FAR 16.505(b)(2)(i)(A) thru (E)):**
  - Urgent Need
  - Only one awardee capable
  - Logical follow on (if original order gave fair opportunity to all)
  - Satisfy minimum guarantee
  - Statute authorizes or requires
  - Also see FAR 16.505(b)(1)(v) and DFARS 216.505-70(d)

**Legend:**  
FAR: Federal Acquisition Regulation



# CHESSE IT e-mart: Consolidated Buy (CB)



## CB Comparison Page

– Text Size +

[« Return to Previous Page](#)

### Compare Products

**How To View Pricing:** Select your pricing (CONUS, Named OCONUS, or Remote OCONUS), the desired options and then click the Calculate button at the bottom.

**NOTE:** Product options CANNOT be ordered separately!

Select your pricing:  CONUS  Named OCONUS  Remote OCONUS **Update Pricing**

Image				
<b>Description</b>	All-In-One	All-In-One	All-In-One	All-In-One
<b>Manufacturer</b>	Hewlett Packard	Hewlett Packard	Lenovo	NCS Technologies
<b>Model</b>	HP Compaq 6000 Pro All-in-One	HP All-In-One 6000 Pro	ThinkCentre M90z	AIO-22Q
<b>Program</b>	ADMC-2	ADMC-2	ADMC-2	ADMC-2
<b>Vendor</b>	HEWLETT PACKARD	ITG	EMTEC FEDERAL	NCS
<b>Contract</b>	W91QUZ-06-D-0004	W91QUZ-06-D-0005	W91QUZ-06-D-0007	W91QUZ-06-D-0009
<b>CLINs</b>	1118AA/1118AB/1118AC	1118AA/1118AB/1118AC	1118AA/1118AB/1118AC	1118AA/1118AB/1118AC
<b>ADMC Price</b>	\$1,080.00	\$1,192.33	\$1,350.00	\$1,189.15
<b>CB Price</b>	<b>\$891.00</b>	<b>\$948.00</b>	<b>\$876.00</b>	<b>\$1,079.00</b>
<b>Configured Price</b>	<b>\$891.00</b>	<b>\$948.00</b>	<b>\$876.00</b>	<b>\$1,079.00</b>

**Detailed Specifications:**

**Form Factor**



# CHES IT e-mart: Consolidated Buy (CB)



## CB downloadable spreadsheet

Small Form Factor		Selection #1	Selection #2	Selection #3	Selection #4	Selection #5	Selection #6	Selection #7	Selection #8
Vendor Name		Telos	Transource	CDW-G	Dell	Hewlett Packard	Emtec Federal	NCS	ITG
Contract Number		W91QUZ-06-D-0001	W91QUZ-06-D-0006	W91QUZ-06-D-0003	W91QUZ-06-D-0002	W91QUZ-06-D-0004	W91QUZ-06-D-0007	W91QUZ-06-D-0009	W91QUZ-06-D-0005
<b>Select CONUS, OCONUS or Remote OCONUS</b>	CONUS	CLIN 1021AA	CLIN 1021AA	CLIN 1021AA	CLIN 1021AA	CLIN 1021AA	CLIN 1021AA	CLIN 1021AA	CLIN 1021AA
Base Price		\$662.11	\$588.00	\$605.00	\$527.00	\$552.00	\$565.00	\$786.00	\$597.00
Base Price With Selected Options		\$662.11	\$588.00	\$605.00	\$527.00	\$552.00	\$565.00	\$786.00	\$597.00
Number /Price of Options Selected	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Manufacturer		Dell	Transource	Lenovo	Dell	Hewlett Packard	HP	NCS Technologies	Hewlett Packard
Model Number		Optiplex 980 SFF	MIR-795HS	ThinkCentre M58/p SFF	Optiplex 780 SFF	HP Compaq 8100 Elite	dc6005 SFF	Gemini CT1-A368	HP Compaq 6000 Pro
Case/Motherboard Form Factor		Small Form Factor	Small Form Factor	Small Form Factor	Small Form Factor	Small Form Factor	Small Form Factor	Small Form Factor	Small Form Factor
Overall Dimensions (L x W x D)		3.5" x 11.8" x 12.9"	3.9in x 13in x 16.25in	(3.9" x 12.5" x 14.0")	12.4 x 2.6 x 9.3	3.95 x 13.30 x 14.9	3.95 x 13.3 x 14.90 in	16.6 x 12.8 x 3.7 (in.)	3.95 x 13.30 x 14.90 in
Available Expansion Bays (e.g., 2 Internal 5-1/4 (1 free))		Free Bays - 1x Int 3.5", 1x Ext 3.5"; 1x Ext 5.25"	2x3.5 Int 1 free, 1x3.5 ext free, 1x5.25 Ext 0 free	1 external 5.25", 1 external 3.5", 1 internal 3.5" free	1 internal 3.5", 1 external 3.5", 1 external 5.25"	(1) ext 5.25" (1) ext 3.5" (free) (1) int 3.5"	1 Ext 3.5 (0 free), 1 Ext 5 1/4 (0 Free)	1 External 5.25", 1 External 3.5"	(1) 5.25", (1) 3.5" external, (1) 3.5" internal (1 free)
Available Card Slots (e.g., 3 PCI-E half length (2 free))		Available Low Profile Slots - 1x PCIe; 1x PCI	1 PCI-e x16 free, 2 PCI-e 1x free, 1 PCI free - all LP	PCI Express 2.0 x16, 32-bit PCI 2.3	1 low-profile PCIe x16, 1 low-profile PCI	1 PCI, 2 PCIx16, 1 PCIx1 (all free)	1 low-profile PCI, 2 low profile PCIe X1, 1 low profile PCIe	1 PCI-E x16, 2 PCI-E x1, 1 PCI (all low-profile)	(1) PCI, (2) PCIe x1, (1) PCIe x16 (3 free)
Processor		Intel Core i3 530 (2 Core)	Intel Core i3 530 (2 Core)	Intel Core 2 E7500	Intel Core 2 E7500	Intel Core i3 530 (2 Core)	AMD Phenom X3 B73 (2 Core)	Intel Core i5 650 (2 Core)	Intel Core 2 E7500 (3 Core)
System Clock		2.93 GHz	2.93 GHz	2.93 GHz	2.93 GHz	2.93 GHz	2.80 GHz	3.2 GHz	2.93 GHz
System Bus Technology & Speed		2.5 GT/s DMI	2.5 GT/s DMI	1.3 GB/s FSB	1.3 GB/s FSB	2.5 GT/s DMI	2.0 GHz HT	2.5 GT/s DMI	1.3 GB/s FSB
Cache Size		L2 2x256KB L3 4MB	L2 2x256KB L3 4MB	L2 3MB	L2 3MB	L2 2x256KB L3 4MB	L2 3 X 512 KB L3 6MB	L2 2x256KB L3 4MB	L2 3MB
Virtualization Technology		Intel VT-x	Intel VT-x	Not Supported	Not Supported	Intel VT-x	AMD - V	Intel VT-x	Not Supported
Make/ Model# (Chipset)		Intel Q57	Intel H55	Intel Q45 ICH10DO	Intel Q45 ICH10DO	Intel Q57	AMD 785G	Intel Q57	Intel Q45 ICH10DO
Commerical System Stability Program		Intel - Stable Image Platform Program	Intel - Stable Image Platform Program	Intel - Stable Image Platform Program	Intel - Stable Image Platform Program	Intel - Stable Image Platform Program	AMD Business Class program	Intel - Stable Image Platform Program	Intel - Stable Image Platform Program
Installed RAM		2-GB (1 DIMM)	2-GB (2 DIMMs)	2-GB (1 DIMM)	2-GB (2 DIMMs)	2-GB (2 DIMMs)	2-GB (2 DIMMs)	4-GB (2 DIMMs)	2-GB (2 DIMMs)
Memory Modules (e.g., PC2-5300)		PC3-10600	PC3-10600	PC-3-8500	PC-3-10600	PC3-10600	PC3-10600	PC3-10600	PC3-10600
Memory Chips (e.g., DDR2-667)		DDR3-1333	DDR3-1333	DDR3-1066	DDR3-1333	DDR3-1333	DDR3-1333	DDR3-1333	DDR3-1333
Number of Free Memory Slots		Three Free DIMM Slots	Two Free DIMM Slots	Three Free DIMM Slots	Two Free DIMM Slots	Two Free DIMM Slots	Two Free DIMM Slots	Two Free DIMM Slots	Two Free DIMM Slots
Total System RAM Capacity		16-GB Total	16-GB Total	8-GB-Total	8-GB-Total	16-GB Total	16-GB Total	16-GB Total	16-GB Total
Hard Drive Manufacturer/Model #		Multisource	Seagate ST3160318AS	Lenovo	Multisource	HP 160GB SATA	HP SATA 160GB	Hitachi Deskstar 7K1000.C HDS721025CLA	HP/VE279AV
Hard Drive Capacity		160 GB	160 GB	250 GB	160 GB	160 GB	160 GB	250 GB	160 GB
Interface / Rate (e.g., SATA-3.0GB/s)		SATA - 3.0 GB/sec.	SATA - 3.0 GB/sec.	SATA - 3.0 GB/sec.	SATA - 3.0 GB/sec.	SATA - 3.0 GB/sec.	SATA - 3.0 GB/sec.	SATA - 3.0 GB/sec.	SATA - 3.0 GB/sec.
Drive Cache		8 MB Cache	8 MB Cache	8 MB Cache	8 MB Cache	8 MB Cache	8 MB Cache	8 MB Cache	8 MB Cache



# ITES-2H



## Information Technology Enterprise Solutions – 2 Hardware (ITES-2H)

### Contract Holders

- W91QUZ-07-D-0006=== Dell
- W91QUZ-07-D-0007 === IBM
- W91QUZ-07-D-0008 === GTSI
- W91QUZ-07-D-0009 === CDWG
- W91QUZ-07-D-0010 === Iron Bow
- W91QUZ-07-D-0011 === WWT

### Original Equipment Manufacturers (OEMs)

SGI, Cisco, Dell, EMC, IBM, Network Appliance Sun, Panasonic, Gateway, Foundry, HP, MPC, EMC, Quantum, Clearcube, Sun, Hitachi, Samsung, Core Data, Wyse



World Wide Technology, Inc.

**Small Business**

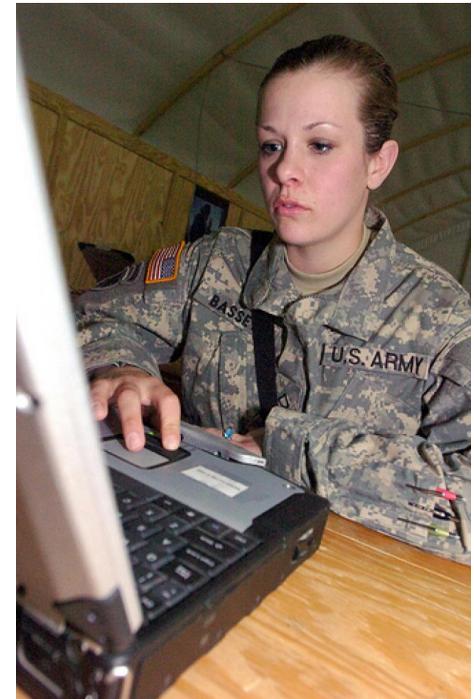


# Upcoming Contract Actions



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

- **Planned Scope:** State-of-the-art equipment and related services, including integration, for worldwide support consisting of the following catalogs: Servers; Workstations, Thin Clients, Desktops and Notebooks; Storage Systems; Networking Equipment; Network Printers; Cables, Connectors and Accessories; Video Equipment Products; Uninterruptible Power Supplies
- **Anticipated Industry Day:** 4QFY11
- **Anticipated Award Date:** 4QFY12
- **Anticipated Vehicle:** MAS IDIQ
- **Anticipated Awards:** 8 (3 Small Business Reserved)
- **Period of Performance:** 3 Year Base; 2 1-Year Options
- **NAICS:** TBD





# ITES-2S



## Information Technology Enterprise Solutions-2 Services (ITES-2S)

- W91QUZ-07-D-0001 === Harris IT Services
- W91QUZ-07-D-0002 === [Pragmatics, Inc.](#)
- W91QUZ-07-D-0003 === BAE Systems Information Technology
- W91QUZ-07-D-0004 === NCI Information Systems, Inc.
- W91QUZ-07-D-0005 === Northrop Grumman IT, Inc.
- W91QUZ-07-D-0010 === IBM Corporation
- W91QUZ-06-D-0011 === Perot Systems
- W91QUZ-06-D-0012 === General Dynamics Information Technology
- W91QUZ-06-D-0013 === HP Enterprise Services
- W91QUZ-06-D-0014 === Apptis, Inc.
- W91QUZ-06-D-0015 === [STG, Inc.](#)
- W91QUZ-06-D-0016 === Science Applications International Corporation
- W91QUZ-06-D-0017 === Lockheed Martin Integrated Systems, Inc.
- W91QUZ-06-D-0018 === Computer Sciences Corporation Defense Group
- W91QUZ-06-D-0019 === Booz Allen Hamilton, Inc.
- W91QUZ-06-D-0020 === CACI ISS, Inc.



BAE SYSTEMS

Booz | Allen | Hamilton



GENERAL DYNAMICS  
Network Systems



LOCKHEED MARTIN  
We never forget who we're working for®



NORTHROP GRUMMAN  
Information Technology



perotsystems®



Small Business



# ITES-2S Contract Task Areas



## ★ Business Process Reengineering

- Business Case Analysis
- Gap Analysis
- Risk Management

## ★ Information Systems Security

- Computer Security Incident Response

## ★ Information Assurance

- Disaster Recovery
- Continuity of Operation
- Contingency Planning
- Systems Certification & Accreditation (DITSCAP)
- Security Architecture Design

## ★ Information Technology Services

- Biometrics
- Configuration Management
- Video Teleconferencing
- Performance Benchmarking

## ★ Enterprise Design, Integration, and Consolidation

- Information & Knowledge Engineering
- Market Research & Prototyping
- Integrated Solutions Management

## ★ Network Support

- Network & Telecommunications Infrastructure Support
- Office Automation Support
- Seat Management/Asset Management

## ★ Systems Operation and Maintenance

- Help Desk Support
- Computer Center Tech Support
- Legacy Systems Maintenance

## ★ Program/Project Management

- IT Policy and Planning
- Change Management
- IT Strategic Planning

## ★ Education/Training



# ITS-SB



## Information Technology Services – Small Business (ITS-SB)

- W91QUZ-11-D-0001 === ActionNet, Inc.
- W91QUZ-11-D-0002 === Creative Computing Solutions, Inc.
- W91QUZ-11-D-0003 === Engineering Services Network, Inc.
- W91QUZ-11-D-0004 === Enterprise Information Services, Inc.
- W91QUZ-11-D-0005 === Exeter Information Services, LLC.
- W91QUZ-11-D-0006 === Future Research Corporation
- W91QUZ-11-D-0007 === Information Innovators, Inc.
- W91QUZ-11-D-0008 === Link Solutions, Inc
- W91QUZ-11-D-0009 === M-Cubed Information Systems
- W91QUZ-11-D-0010 === MicroTechnologies, LLC.
- W91QUZ-11-D-0011 === NetCentrics Corporation
- W91QUZ-11-D-0012 === Network Connectivity Solutions Corporation
- W91QUZ-11-D-0013 === SNVC, L.C.
- W91QUZ-11-D-0014 === Superlative Technologies, Inc.
- W91QUZ-11-D-0015 === T4, LLC.
- W91QUZ-11-D-0021 === Tantus-OnPoint

Small Business



# Information Technology Services- Small Business Contract Overview



- ★ **IT services and solutions within CONUS in support of Army enterprise infrastructure and infostructure goals**
- ★ **Contract Type: Small Business set - aside**
  - Indefinite Delivery/Indefinite Quantity (ID/IQ)
  - Multiple-Award Performance-Based contracts
    - Fixed labor rates: flexible task order pricing
      - Firm Fixed Price
      - Time & Materials
      - Cost Plus
  - Term: 3-year base with one 2-year option
  - Open to Army, DoD and Federal Agencies
- ★ **Small Business definition: Size Standard \$25M**
- ★ **Estimated Dollar Value: \$400M across all contracts for life of contracts (including options)**
- ★ **Award: February 15, 2011**

**Legend:**

CONUS: Continental United States  
IT: Information Technology



# ITS-SB Contract Task Areas



## ★ Electronic Product Environmental Assessment Tool

- Site surveys
- Analysis/Planning for Energy use  
Mitigation/Reduction Recycling End-of-Life Products

## ★ Information Assurance

- Biometrics
- CAC/PKI
- Continuity of Operation
- Contingency Planning
- Disaster Recovery
- Remote Monitoring/Intrusion Detection
- Certification & Accreditation (DIACAP)
- Secure Video Teleconferencing
- Security Architecture Design

## ★ Independent Protocol Version 6

- Site surveys
- Analysis/Planning

- Assessment Migration Services
- Network Infrastructure Development
- Traffic Engineering Analysis
- Integrated Solutions Management

## ★ Independent Verification & Validation

- IV& V Plan Development
- Analysis/Assessment
- Review Functional Requirements
- Test plan Development
- Software/ Program Certification

## ★ Migration/Intergration IT Services

- Analysis/Planning
- Education/Training
- Installation and Integration of Systems
- Middleware
- Site Surveys
- Wireless Network Management



# ITS-SB Contract Task Areas



## ★ Warranty and Maintenance

- Computer Center Technical Support
- Commercial Off-the-Shelf Software Products and Support
- Computer Systems Administration
- Computer Systems Facilities Management and Maintenance
- Desktop Support
- Help Desk Support
- Legacy Systems Maintenance
- Licensing Support
- Network and Telecommunications Infrastructure Support
- Network Management
- Network Support
- Office Automation Support
- Property Management
- Seat Management/Asset Management
- Software Licensing Management



# DoD Enterprise Software Initiative (ESI)



## ★ Enterprise Software Initiative (ESI) established June 1998

- Mission
  - Lower total cost of ownership across DoD, Coast Guard and IC
  - Establish and manage enterprise 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
    - CHES is the Army's SPM
- Authority: DFARS 208.7402
  - Fulfill requirements for COTS software IAW DoD ESI via PGI 208.7403
  - Follow ESI Order of Precedence
    - DoD Inventory
    - DoD Enterprise Software Agreement (ESA)
    - "Other means" but Army requires CHES waiver
  - DoDI 5000.2, Encl. 5, para. 6: "maximum use and coordination with DoD ESI"

### Legend:

DFAR: Defense Federal Acquisition Regulation  
 DOD: Department of Defense Instruction  
 OASD/CIO: Office of the Assistant Secretary of Defense  
 PGI: Procedure Guidance Information



# Software Agreements



Product	Type	Managed By	Special Conditions
Adobe (Desktop)	DoD ESI	Navy	
Adobe (Server)	DoD ESI	Navy	Collaborative Requires CIO/G-6 Approval
Alamo	DoD ESI	Army	
Apple Inc.	DoD ESI	DISA	
Apple Operating System Upgrade License – Army Consolidated Agreement	Army Agreement	Army	Army Inventory
BDNA	SmartBUY	Army	
Belmanage	SmartBUY	Army	
BigFix – Situational Awareness Incident Response (SAIR)	SmartBUY	GSA	
BMC Remedy	DoD ESI	Army	
BMC Remedy	Army Agreement	Army	Army Inventory
BPWIN/ERWIN-CA	DoD ESI	Army	
Computer Associates Unicenter	DoD ESI	Army	Army Inventory
Computer Associates Unicenter	Army Agreement	Army	Spectrum and E-Health software licenses
Data At Rest – (DAR) Products	DoD ESI	Air Force	



# Software Agreements (cont'd)



Product	Type	Managed By	Special Conditions
Gartner	DoD ESI	Navy	
Google ESRI Geospatial Line of Business – Products (ESRI/ GeoRover / Google Tools, MapDotNet) Resellers – (ESRI, Onix, Planet Associates, SAIC)	SmartBUY	GSA	
IBM Software - Products (IBM Rational, DB2, Tivoli, Websphere, Telelogic and Lotus Brands)	DoD ESI	Army	Inventory
iGrafx Office System	DoD ESI	Navy	
Infrastructure Relationship Management (IRM) Planet Associates	SmartBUY	Navy	
Ironhawk	DoD ESI	Army	
Meridio Point One	SmartBUY	GSA	
Microsoft Premiere Support	DoD ESI	Army	J&A
Microsoft Products and Software	DoD ESI	Navy	
Microsoft Products and SA – Army Consolidated Agreement	Army Agreement	Army	Army Only Agreement
Minitab Statistical Software	DoD ESI	Navy	
Minitab– Army Consolidated Agreement	Army Agreement	Army	



# Software Agreements (cont'd)



Product	Type	Managed By	Special Conditions
NetIQ	DoD ESI	Army	
Opware Asset Management	DoD ESI	Army	
Oracle	SmartBUY	Army	Army SW Exchange
Paradigm	DoD ESI	Army	
Power Steering	DoD ESI	Navy	
Primavera Systems, Inc.	SmartBUY	Army	
Quest Software	SmartBUY	Army	Army Centrally Funded Mail Migration Products
Red Hat Linux – Resellers (DLT Solutions, Carahsoft)	DoD ESI	DISA	
RWD Technologies	DoD ESI	Navy	
SAP (Includes Business Objects and Crystal Reports)	DoD ESI	Navy	
SAP Enterprise Licenses Agreement	Army Agreement	Army	ERP Licenses
SecureFusion	DoD ESI	Air Force	
Securify	DoD ESI	Air Force	



# Software Agreements (cont'd)



Product	Type	Managed By	Special Conditions
Sun Software	DoD ESI	DISA/Navy	
Sun Support	DoD ESI	DISA/Navy	
Sybase	DoD ESI	Army	Inventory
Symantec Veritas – Army Consolidated Agreement	Army Agreement	Army	Army Inventory
Telelogic	DoD ESI	Army	
Thursby ADmitMac CAC Middleware for Apple	Army Agreement	Army	Army Inventory
Virtual	DoD ESI	Army	
VMware	SmartBUY	Army	
Webfiltering – Products (BlueCoat, Smartfilter) Army Consolidated Agreement	Army Agreement	Army	
Weblogic	SmartBUY	Army	
Websense	DoD ESI	Army	
Xacta	SmartBUY	Air Force	



# Software Agreements (cont'd)



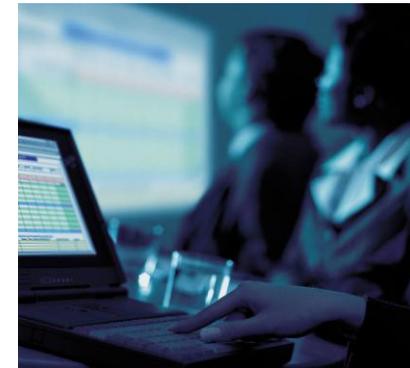
Product	Type	Managed By	Special Conditions
<b>ARMY / DoD Funded Software</b>			
Anti-Virus Products Download	DoD ESI	DISA	Centrally Funded For DoD
Lotus Forms Viewer	Army Agreement	Army	Download Only
Symantec Ghost	Army Agreement	Army	Army Centrally Funded



# Licensing Considerations



- ★ **Requiring Activity Technical Team may understand technology but not licensing**
  - May not always have Enterprise perspective



- ★ **Use the following before selecting your software:**

- Consulting Groups
- License Experts (SPM) ...
- Network with other services and agencies
- Software Attorney

**Legend:**

SPM: Software Product Manager



# License Terms and Conditions



- ★ **COTS software procurement generally involves multiple, and often conflicting, sets of Terms and Conditions (Ts and Cs)**
  - GSA schedule forms base for orders
  - ESI/SmartBUY Agreement based on GSA schedule but with negotiated Ts & Cs
  - Every software publisher has unique End User License Agreement (EULA)
  - Vendor (may be publisher's reseller) proposal may add additional Ts and Cs
- ★ **DoD ESI license agreements resolve conflicts among Ts and Cs**
- ★ **Especially when buying outside ESI, check EULA**
  - Check for provisions that conflict with federal procurement laws
  - Check to ensure rights are clearly defined, quantifiable, predictable
- ★ **Examples of EULA “pitfalls”**

Limitation of Vendor Liability	Indemnification
Automatic Renewal	Control of Litigation
Advance Payment For Services	Payment of Taxes
Exorbitant Late Payment Fee	Governing Law

**Legend:**

COTS: Commercial off-the-shelf  
 GSA: General Services Administration  
 ESI: Enterprise Software Initiatives



# Ordering From BPAs



- ★ FAR 8.405-3(b), actions >\$3,000
- ★ Single BPA, FAR 8.405-3(b)(1)
  - Orders may be placed without further competition, if BPA was established in compliance with FAR 8.405-1 and 8.405-3(a)
- ★ Multiple BPAs, FAR 8.405-3(b)(2)
  - Provide requirement and evaluation criteria to all BPA holders
  - Evaluate and make best value decision (FAR 8.404(d))
  - Place order with best value BPA holder
- ★ Must justify when restricting consideration unless awarded in compliance with FAR 8.405-1 and 8.405-3(a)
  - To an item peculiar to one manufacturer/publisher (*e.g., a particular brand name, product, or a feature of a product, peculiar to one manufacturer*).
  - A brand name item, whether available on one or more schedule contracts, is an item peculiar to one manufacturer. Brand name specifications shall not be used unless the particular brand name, product, or feature is essential to the Government's requirements, and market research indicates other companies' similar products, or products lacking the particular feature, do not meet, or cannot be modified to meet, the agency's need.

**Legend:**

SOW: Statement of Work  
BPA: Blanket Purchase Agreements  
FAR: Federal Acquisition Regulation



# CHES IT e-mart



**The CHES Information Technology Enterprise-Mart (IT e-mart) is an innovative, Internet-based Website and e-Commerce system. It has been designed to be easy to use and to facilitate communication and ordering between CHES customers and vendors.**

**<https://chess.army.mil>**



# CHES IT e-mart



Army's designated "primary source" for commercial IT

[My Account](#) | [Logout](#)

Shopping Cart Items: 1

Technical Support: 1-888-232-4405  
(Hours: 8-5 EST)

Product Catalog ▾ Search

[Contact Us](#) | [Feedback](#) | [Help](#) | [Site Map](#)

Welcome, **Soldier**

- Hardware** ▶
- Software** ▶
- Services** ▶
- Consolidated Buy** ▶
- CHES Training** ▶
- Other Links** ▶
- Army/DOD Policies** ▶
- CHES Events** ▶
- Government Employee Purchase Program** ▶
- IA Compliance** ▶
- Waivers**
- RFQ/RFP**

- Hardware**
- ▶ [PC/Notebook/Printer/VTC](#)
  - ▶ [Servers, Networking, VTC](#)
  - ▶ [IA Approved Product List](#)

- Software**
- ▶ [All Software Agreements](#)
  - ▶ [Microsoft](#)
  - ▶ [Army Software Downloads](#)

- Services**
- ▶ [ITES-2S Ordering Guide](#)
  - ▶ [Online RFP Tool](#)
  - ▶ [ITES-2S Vendor Email List](#)

- Consolidated Buy**
- ▶ [Products & Prices](#)
  - ▶ [Schedule](#)
  - ▶ [Exceptions](#)

- CHES Training**
- ▶ [CHES 101 Briefing](#)
  - ▶ [Ordering Guides](#)
  - ▶ [RFQ Tutorial](#)

- Other Links**
- ▶ [RFQ/RFP](#)
  - ▶ [Waivers](#)
  - ▶ [Policy](#)

**Administration**

- [Profile](#)
- [RFQ's/RFP's](#)
- Responded RFQs: 0
- Overdue RFQ: 0
- 
- Responded RFP: 0
- Overdue RFP: 0
- [Shopping Carts](#)
- [Waivers](#)
- [MS Licenses](#)
- [Administration](#)
- [Order Manager](#)
- [RFP/RFQ Manager](#)

**Featured** | **News**

**Consolidated Buy**



Two CB periods are held each Fiscal Year: Jan-Mar and Jun-Sep. Army organizations are required to purchase all desktop and notebook computers through the CB or provide a CB Exception to CHES. CB products include four desktop and four notebook configurations. As a convenience a limited selection of monitors and printers are also available.... [\(more\)](#)

Previous **1** **2** Next || >

**FAQS**

- [How do I do a waiver?](#)
- [How Do I register?](#)
- [I'm an Army user without an AKO account. How do I register?](#)

[View All...](#)

[Contact Us](#) | [About Us](#) | [Chess Home Page](#)



Trusted sites | Protected Mode: Off



# CHES IT e-mart: Training



-  **Hardware** ▶
-  **Software** ▶
-  **Services** ▶
-  **Consolidated Buy** ▶
-  **CHES Training** ▶
-  **Other Links** ▶
- Army/DOD Policies** ▶
- CHES Events** ▶
- Government Employee Purchase Program**
- IA Compliance** ▶
- Waivers**
- RFQ/RFP**

– Text Size +

## CHES Training

This is the CHES Training section of the CHES IT e-mart. Use the links below or on the left to find:

 [RFQ Tutorial](#)  – Outlines how to use the RFQ process and submit a Request for Quote.

 [RFP Tutorial](#)  – Outlines how to use the RFP process and submit a Request for Proposal.

 [Contracts Briefing](#)  – Briefing from ACC-NCR on use of CHES Contracts.

### Ordering Guides

 [ADMC-2 Ordering Guide](#)  – Link to the ordering guide for the ADMC-2 contracts.

 [ITES-2H Ordering Guide](#)  – Link to the ordering guide for the ITES-2H contracts.

 [ITES-2S Ordering Guide](#)  – Link to the ordering guide for the ITES-2S contracts.

 [Software Ordering Guide](#)  – Link to a software ordering guide.



## Contact us



# ARMY COMPUTER HARDWARE, ENTERPRISE SOFTWARE AND SOLUTIONS (CHES)

9350 HALL ROAD, BUILDING 1445

FORT BELVOIR, VA 22060-5526

CHES Hotline: 888.232.4405

FAX: 703.806.8873

<https://ches.army.mil>



# Prospective Vendor Instructions



1. Access CHES website  
<https://chess.army.mil>

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

3. Click on a Program to view prime vendors

The screenshot shows the Army CHES website interface. At the top, there is a navigation bar with 'My Account | Logout', 'Shopping Cart Items: 2', and 'Technical Support: 1-888-232-4405 (Hours: 8-5 EST)'. Below this is a search bar with 'Product Catalog' and 'GO' buttons. The main navigation area features several categories: Hardware, Software, Services, Consolidated Buy, and CHES Training. The 'Hardware' category is expanded, showing sub-links like 'PC/Notebook/Printer/VTC', 'Servers, Networking, VTC', and 'DoD Unified Capabilities'. The 'ADMC-2 Contracts' link is highlighted in a grey box, indicating it is the selected program. The 'ITES-2H Contracts' link is also visible below it.



# Prospective Vendor Instructions



4. Click prime vendor contract number

- Consolidated Buy
- CHES Training
- Other Links
- Army/DOD Policies
- CHES Events
- Government Employee Purchase Program
- IA Compliance
- Waivers
- RFQ/RFP

### ADMC-2 Scope:

Commodity purchases of commercial off-the-shelf desktops, notebooks, ruggedized and semi-ruggedized devices, personal digital assistants, printers, scanners, power supplies, displays, video teleconferencing equipment (VTC), digital cameras, displays, transit cases and related accessories and upgrades. Limited services include: installation, asset tagging, imaging, site survey, system configuration.

### IMPORTANT NOTE:

Army organizations purchasing desktop or notebook computers must utilize the Consolidated Buy (CB). [Click here for information on the CB.](#)

Server, storage and networking products are provided under ITES-2H. [Click here for information on ITES-2H.](#)

### Request Quotes from Vendors:

- Online RFQ Tool
- ADMC-2 Email Distribution
- ADMC-2 Ordering Guide
- CHES Hardware Acquisition Process Flow Chart

### Administration

### Administration

- My Account
- RFQ's/RFP's
- Responded RFQs: 0
- Overdue RFQ: 0
- Responded RFP: 0
- Overdue RFP: 0
- Shopping Carts
- Waiver Tracker
- MS Licenses
- Administration
- Order Manager
- RFP/RFQ Manager

### Primary Goods and Services:

**Module 1**  
Desktops/Workstations - Ace Computers, Apple, HP, Lenovo, Notebooks - Acer America, Fujitsu, HP, Lenovo, Sony Printers/Document Processors - Canon, Epson, Kodak, Konica Minolta, Lexmark, Ricoh, Samsung, Tally, Xerox Accessories - ActivCard, Adtran, APC, Apple, Avocent, Belkin, Cables To Go, Canon, Cherry, Chief Manufacturing, Clear Cube Technology, CMS, CRU, Crucial Technology, Dalite, Dameware, Digi International, Eaton, EDGE Tech Corp., Epson, Fujitsu, GemPlus, Hewlett Packard, Hyundai, IBM, Imation, InFocus, Intelligent Computer Solutions, Interlink Electronics, Itronix, JVC, Kingston Technology, Kodak, Kooltronic, Labtec Enterprises, Lenovo, Leviton, Lexmark, LG Electronics, Lind Electronics, Logicube, MicroBoards, Mindjet, Mitsubishi, Motion Computing, NEC, Nortel Telephony, Okidata, Panasonic, Planar, Polycom, Primera, Ricoh Corporation, Samsung, SCM Microsystem, Sharp, SimpleTech, Sony, Specialty Products of Virginia, Spyrus, StarTech, Symantec, Symbol, Tally Printers, Targus, TDK, Tripp Lite, VMware, VXL Instruments, Xerox, Thin Client- HP, VXL Instruments, Wyse Technology

**Module 2**  
Rugged Notebooks - Itronix, Miltope, Panasonic Rugged Accessories - Itronix, Miltope, Panasonic, Getac, Hardigg, SKB Industrial

**Module 3**  
Printers/Document Processors - Hewlett Packard Peripherals/Accessories - Apple, Avocent, Canon, Clearone, Criticom, Dalite, Digi International, Draper, Elmo Projectors, Epson, Fujitsu, Hewlett Packard, Hitachi, Hyundai, InFocus, Kodak, LG Electronics, Mitsubishi, NEC, Nortel Telephony, Panasonic, Planar, Polycom, Samsung, Sharp, Sony, Visioneer

**Delivery:** 30 days CONUS  
35 days OCONUS

**Award Date:** 04/24/2006    **Expire Date:** 04/23/2016

[Available Products](#)

**ADMC-2 Ordering Guide:**  
[ADMC-2 Ordering Guide](#)

**CHES POC:**  
Dorothy Bowen  
Tel: (703) 806-4531  
DSN: 656-4531  
Email: [dorothy.bowen@us.army.mil](mailto:dorothy.bowen@us.army.mil)

**Sr Program Manager:**  
Jeanette Teasley  
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Email: [jeanette.teasley@cdwg.com](mailto:jeanette.teasley@cdwg.com)

**Deputy Program Manager:**  
Kathy Gaston  
Tel: 703-621-8222 or 888-806-CDWG ext. 68222  
Email: [kgaston@cdwg.com](mailto:kgaston@cdwg.com)

**Customer Contact Info CONUS/OCONUS:**  
Tel: 866-371-2362  
Fax: 847-371-2149

Vendor	Contract Details Link (View Full Contract, Vendor Sales and Warranty contracts, etc.)	Vendor Catalog Link
CDW-G	<a href="#">W91QUZ-06-D-0003</a>	<a href="#">CDW-G Catalog</a>
DELL	<a href="#">W91QUZ-06-D-0002</a>	<a href="#">DELL Catalog</a>
EMTEC FEDERAL	<a href="#">W91QUZ-06-D-0007</a>	<a href="#">EMTEC Catalog</a>
HEWLETT PACKARD	<a href="#">W91QUZ-06-D-0004</a>	<a href="#">HP Catalog</a>
ITG	<a href="#">W91QUZ-06-D-0005</a>	<a href="#">ITG Catalog</a>
NCS	<a href="#">W91QUZ-06-D-0009</a>	<a href="#">NCS Catalog</a>
TELOS	<a href="#">W91QUZ-06-D-0001</a>	<a href="#">Telos Catalog</a>
TRANSOURCE	<a href="#">W91QUZ-06-D-0006</a>	<a href="#">Transource Catalog</a>

5. Prime vendor POC information appears

6. Relationship is between prime contractor and prospective vendor



# Summary



- ★ CHES contracts and License Agreements leverage the Army's Enterprise purchasing power and protect the LandWarNet.



*Are you part of the Enterprise?*