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FORECAST TO INDUSTRY 2016

DISA
JFHQ/DODIN

Defense Information Systems Agency
Joint Force Headquarters – DOD Information Networks

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Major General Sarah E. Zabel, USAF
Vice Director, DISA

The State of Annual IT Spending



JPMorgan Chase: \$4.8B
Verizon: \$4.4B
HSBC: \$3.9B
Alphabet: \$3.5B
General Electric: \$3.4B



Wells Fargo: \$6.4B
Bank of America: \$6.3B
Citigroup: \$5.5B
AT&T: \$5.1B



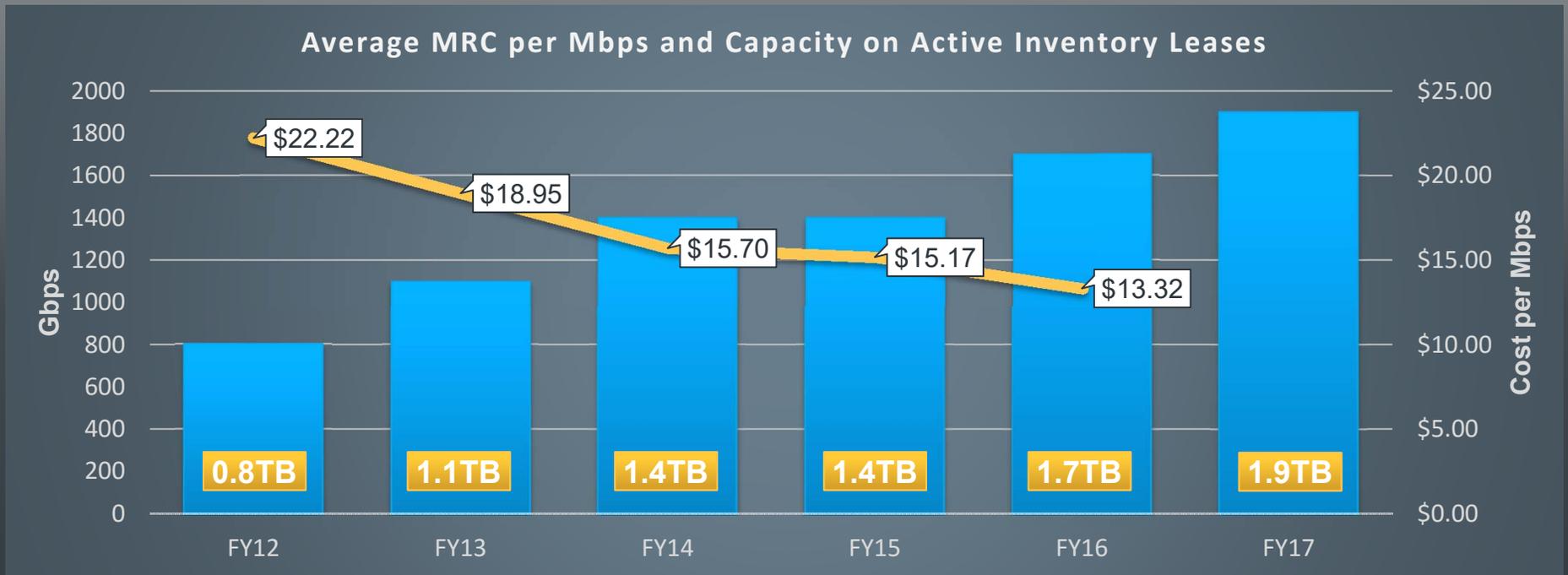
Wal-Mart: \$10.5B



Dept. of Defense: \$31B

Sources: International Data Corporation's Worldwide IT Wallet, 2016 & ITDashboard.gov
IT spending includes hardware, software, IT services, telecommunications services, and internal IT spending.

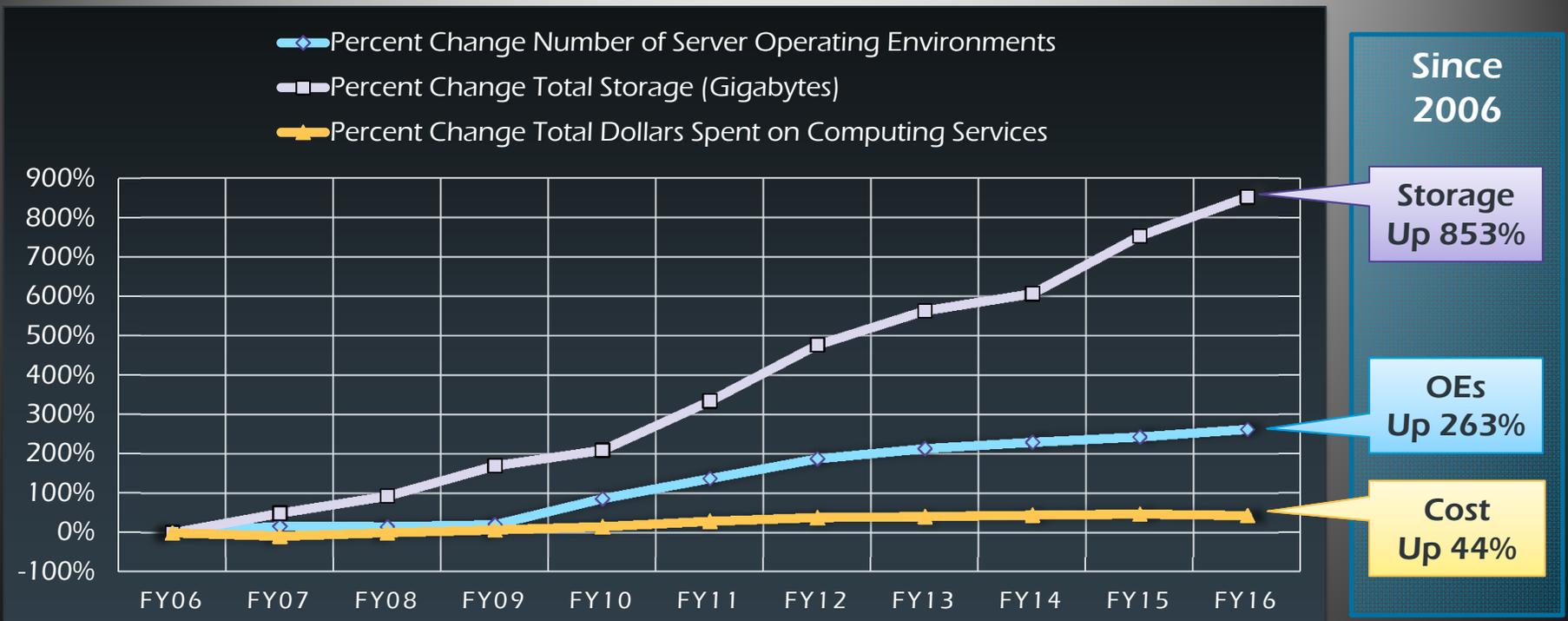
Leased Bandwidth vs. Costs



Growth in leased bandwidth requirements outpacing price reductions

**FY17 BW estimate based on known planned requirements – leased capacity only*

Server and Storage Workload vs. Cost



Customers benefit from DISA's unique ability to leverage robust computing capacity at the DECCs



The Enterprise Services

CYBERSECURITY

- Intelligence-Driven Analytics
- Network Defense
- Incident Response
- Policy & Guidance
- STIG

NETWORK

- Secure/Nonsecure
- Fiber: Undersea/Land-based
- Satellite
- Spectrum
- Internet Root Hub

COMPUTING

- Enterprise Cloud
- Datacenters
- Storage

MOBILITY

- Secure Devices
- DOD App Store
- Worldwide
- Strong Identity

ENTERPRISE

- Identity Management
- Collaboration
- Tools
- Video Services
- Email

New Work – Why? Because We Can

Major New Work

Cyber Range

DoD Mobility
Unclassified Capability

Joint Service Provider

Increased Role of White
House Communications

National Background
Investigations Bureau

Joint Force
Headquarters – DODIN

Cornerstones of Procurement

- **Small Business Participation**
 - Exceeded DOD-assigned Small Business goal the last 4 consecutive years
 - Goal.....**27%**
 - Achieved....**31%**
- **Competition**
 - Exceed DOD-assigned goal
 - Goal.....**70.6%**
 - Achieved....**73.4%**

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FINAL THOUGHTS

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