

DEFENSE INFORMATION SYSTEMS AGENCY

# WORLD

OF CONTRACTS

**DOUGLAS  
PACKARD**

DIRECTOR OF  
PROCUREMENT

- SMALL BUSINESS
- ENCORE III
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LOOKBOOK WINTER2019



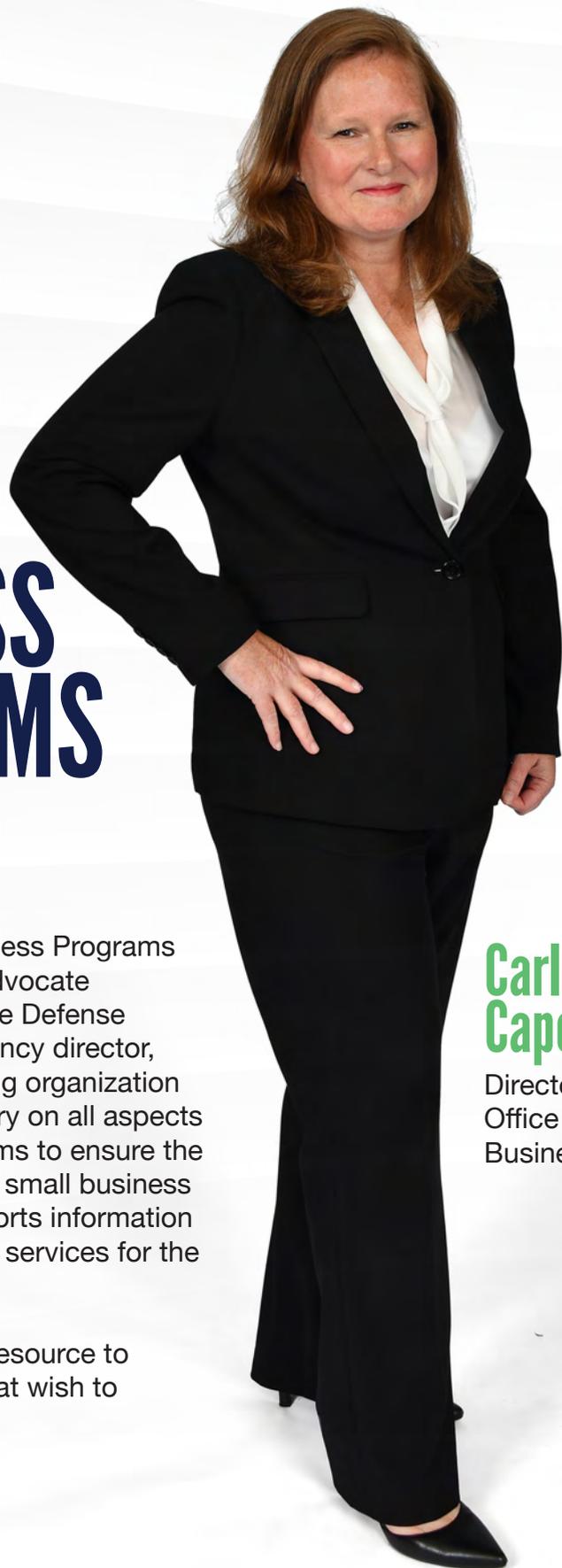


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# The Office of SMALL BUSINESS PROGRAMS

The Office of Small Business Programs serves as the principal advocate and primary advisor to the Defense Information Systems Agency director, senior leaders, contracting organization the workforce and industry on all aspects of small business programs to ensure the continuous growth of the small business industrial base that supports information technology products and services for the global warfighter.

The OSBP is a valuable resource to businesses of all sizes that wish to partner with DISA.



**Carlen  
Capenos**

Director,  
Office of Small  
Business Programs

Small business advocacy enables DISA to gain access to the efficiency, innovation and creativity offered by small businesses. OSBP is an integral player and value-added advisor in the development of agency acquisition strategies to ensure compliance with laws, directives, goals and objectives related to small business initiatives.

We assist small businesses by providing knowledge of how to do business with DISA and resources to a variety of innovative contracting tools. The goal is to help DISA implement new ways of developing the small business industrial base to introduce new products, services and solutions that meet DoD mission requirements and maintain competitive advantage over our adversaries. We use innovative contracting tools like DISA's new Systems Engineering, Technology and Innovation contract, and promote DISA's Other Transaction Authority. In addition, we are looking to expand the use of the Small Business Innovation Research program, Small Business Technology Transfer program and the Rapid Innovation Fund. OSBP supports the Procurement Services Directorate and the Emerging Technology Directorate by bringing innovative contracting vehicles and innovative contractors to DISA.

We seek ways to leverage small business as a primary procurement option by emphasizing affordability, innovation, agility and responsiveness.

Additionally, our office:

- Meets with and trains small and large businesses and internal stakeholders.
- Reviews acquisition packages and assists in determining the strategy.
- Participates in events that promote small businesses.
- Reviews subcontracting plans and acquisition plans.
- Participates in source selections.
- Serves as the agency liaison to the Small Business Administration.

Our office is focused on providing valuable customer service for small businesses, contracting, program managers and DISA's leadership.

We ask ourselves every day: How can we help small businesses? How can we help contracting? How can we help DISA?

We are focused on continuing to provide the right opportunities to small businesses, educating small businesses and DISA on everything related to small business contracts and actively engaging to help solve problems during contract execution.

# ENCORE III



## Charlie Boone

Program Manager, ENCORE III

ENCORE III is a multiple award indefinite delivery/indefinite quantity contract consisting of two suites: a full and open suite and a small business set-aside suite. ENCORE III provides the full spectrum of commodity information technology services and solutions that meet the needs of DoD components and other federal agencies. The vehicle has a 10-year ordering period and a total life cycle value of \$17.5 billion.

*ENCORE III has 40 prime contractors, 20 under each suite, who are eligible to compete for requirements solicited on a fair opportunity basis.*



Since 1994, the ENCORE program has been the DISA flagship contract and steadfast leader in providing IT solutions to meet a variety of IT challenges. The value of the ENCORE III contract suite is in its versatility. It has a broad contract scope that covers the vast majority of our mission partner IT service requirements.

DISA's ENCORE III contracts ensure competitive costs, while maintaining a highly rated contractor experience. ENCORE III added the use of the restricted SB suite as well as a contractor "on-and off-ramp" capability that provides a mechanism to ensure that an optimal mix of contractors are available throughout the contract's life cycle.

ENCORE III was designed to positively impact the quality of mission support for the warfighter in three ways. First, ENCORE III has 19 performance areas and 78 subtasks that cover a vast majority of IT service requirements. Second, task orders can be competed through the use of a wide range of evaluation approaches, to include best value tradeoff processes, which have historically been the most common

evaluation schema. Third, ENCORE III task orders may include all variations of fixed price and cost reimbursable line items, where ID/IQ contract ceiling labor rates only apply to firm-fixed-price line items.

We are very excited about ENCORE III and what it provides for the warfighter. With a high caliber team of contractors and contracting subject matter experts who understand DoD's highly demanding IT environment, we standby to attentively assist mission partners use of the ENCORE III contract.



## Tara Horstmann

Chief,  
DISA-Sponsored  
IT Services Section



# The GLOBAL SOLUTIONS MANAGEMENT- OPERATIONS

## Danielle Mazander

Chief, IT Special Mission  
Support Branch  
Defense Information Technology  
Contracting Organization-Scott

*GSM-O contract provides support to a wide variety of technical initiatives that have been or will be integrated into the DODIN/ DISN.*

The Global Solutions Management-Operations contract vehicle provides global operations solutions that support the joint warfighter by providing essential services that operate, defend and sustain the Department of Defense Information Network and Defense Information System Network 24 hours a day, 365 days a year.

The GSM-O contract is being leveraged by DISA to acquire the services necessary to carry out day-to-day operations and sustainment of DISA's networks and related services. The core information technology and telecommunications capabilities provided under GSM-O enable joint warfighters to meet their operational needs whether it is to support natural disaster relief, humanitarian assistance or execution of ongoing strategic-deterrence activities.

One of DISA's main objectives for the GSM-O contract is to seek innovative technical approaches and solutions to improve DODIN/ DISN operations and make network operations more efficient and effective. The GSM-O construct has been proven to satisfy the core requirement to provide direct support for operations and maintenance of the DODIN/DISN. It does so by maximizing efficiency and flexibility while simultaneously reducing risk to the government and continuing

to provide support to the warfighter worldwide. The GSM-O II contract improves upon the acquisition strategy of its predecessor contracts by offering a 10-year ordering period, which provides the contract duration needed for DISA to properly incentivize the contractor to invest and implement meaningful innovative solutions. The scope and flexibility of contract types offered under GSM-O allow mission partners to optimize dollars spent by reducing cost savings and avoidance and driving efficiencies.

The follow-on contract is projected for award in first quarter fiscal year 2020. GSM-O II will be a single award indefinite delivery/indefinite quantity type contract, with a 10-year ordering period and a contract lifecycle ceiling value of \$6.52 billion.

## SYSTEMS ENGINEERING, TECHNOLOGY AND INNOVATION

### Christopher Gray

Chief, Contracting Office,  
Defense Information Technology  
Contracting Organization-National  
Capital Region

*SETI consolidates and streamlines critical engineering expertise to research, design, develop, implement, integrate and optimize DoD information technology capabilities, systems and solutions.*

Systems Engineering, Technology and Innovation is a multiple award indefinite delivery/indefinite quantity contract vehicle available to DoD consisting of a full open and a small business suite.

Innovation is the primary focus of the SETI contract. It is interwoven into every aspect of the acquisition process from the early planning phase to requirements gathering and into the source selection process, where DISA identified innovation as the most important factor in the best value tradeoff decision.

The SETI contract is focused squarely on innovation in the final solutions developed and also in the methodologies used to engineer those solutions. SETI contract holders consist of traditional and nontraditional DoD contractors. The distinction is demonstrating a proven corporate culture and the internal mechanisms necessary to develop innovative solutions and enhance the way joint warfighters interact with technology.

SETI is a unique contracting vehicle that will help solve the complex information information technology engineering and developmental requirements for the agency and our mission partners. The focus will be on DoD's current innovation interests and the ability to evolve to support

emerging technologies that will develop over the next decade, allowing DoD to increase its lethality for years to come.

The highly qualified pool of SETI awardees will present new ideas on how to solve big, small and potentially unknown capability gaps. DISA has developed a new collaboration forum to promote partnership and present unique problem statements and other concerns in detail. In turn, SETI contract holders will have the opportunity to provide effective, creative and innovative solutions to support tomorrow's requirements.

SETI F&O suite is now open for business and ready to support the requirements of our mission partners, warfighters and DoD lines of effort – increased lethality, reformation of business practices and strengthened partnerships. SETI SB suite is anticipated to be available for utilization in early fiscal year 2020.

# WARFIGHTER SUPPORT JOINT ENTERPRISE LICENSE AGREEMENTS



## Carrie Ross

Chief, Mobility  
Section, Defense  
Information  
Technology  
Contracting  
Organization-Scott

## Lisa Cravens

Chief, JELA and Software Solutions  
Section, Defense Information  
Technology Contracting  
Organization-Scott

In an effort to promote information technology consolidation and collaboration throughout DoD, DISA has engaged in a joint IT venture to provide enterprise-wide contract vehicles for commonly used software products. Currently, three Joint Enterprise License Agreements have been issued.

Over the past seven years, DISA and Defense Information Technology Contracting Organization have extended coordination across several DoD components to include U.S. Army, U. S. Air Force, U.S. Navy, the Joint Staff, Defense Health Agency and other fourth estate organizations to ensure the success of JELAs within each activity.

DoD has come together to leverage its user base to achieve better buying power by negotiating more favorable terms and conditions for all of DoD components. JELAs include advanced technology adoption and improved network security thereby enhancing readiness. JELAs have proven to increase efficiencies, ensure license compliance, lower operational costs and have a substantially reformed IT business operations to build a more lethal

force.

JELA services are provided to DoD end users worldwide. DITCO is strategically poised to meet DoD software needs through committed contracting with a proven record of quality and lasting relationships.

DISA is continuing to partner with DoD and industry to ensure best-in-class JELAs. Should inventory reviews and market research reveal a strong case for new DoD JELAs, DISA DITCO will aggressively lead additional joint agreements. Mission partners can visit DISA's website for additional information.

*DISA/DITCO has vast knowledge and experience to assist in the development of the JELA operational goals and corporate compliance strategies to maximize success of the JELA program through DoD objectives and industry best practices.*

## Christina Severino

Chief, Telecommunication Contracting Division, Defense Information Technology Contracting Organization-Scott



# TELECOMMUNICATIONS

The DoD Chief Information Officer directed all DoD entities to migrate from legacy, time-division multiplexing technology in 2016. Departments and agencies were directed to move to a multiprotocol label switching environment as part of transport modernization. Significant enhancements were engineered into the core Defense Information Systems Network infrastructure in order for DISA to support this initiative. The Defense Information Technology Contracting Organization at Scott Air Force Base, Illinois, continues to provide critical contracting services to support this transition. The initiative allows for the modernization of telecommunications technology, reduces costs and provides increased network speed, capacity and quality.

DISA's modernization technical infrastructure creates the opportunity for DITCO to redesign procurement strategies aimed at realizing the benefits of commercial practices. Previous labor-intensive methods of leasing individual circuits is being replaced with the robust acquisition of networks solutions. This not only allows technical enhancements through inherent redundancy and diversity, but also reduces contract administration time and provides more flexibility to maximize the use of existing commercial network designs.

The migration to MPLS allows for shared bandwidth amongst co-located mission partners and access to new technologies. Changes to acquisition approaches will continue to significantly reduce mission partner provisioning activities, resulting in quicker contract awards and more timely service delivery.

While DISN infrastructure enhancements are nearing completion, efforts to connect mission partners to the new technology are underway. DITCO is executing an acquisition strategy for the commercial Ethernet gateway solution, which will provide Ethernet connectivity between the DISN and commercially owned and operated MPLS networks. The award, the first of 12 regions in the northern United States, is anticipated in the first quarter of fiscal year 2020. Award of the 11 subsequent regions will follow, providing MPLS connectivity to more than 1,000 DoD sites across the United States.



# WARFIGHTER SUPPORT PROCUREMENT SERVICES DIRECTORATE

**Dustin Timmermann**  
Chief, Information Technology  
Contracting Division-Scott

The Defense Information Technology Contracting Organization located on Scott Air Force Base, Illinois, supports the warfighter through a variety of contracting efforts across the military departments, defense agencies and combatant commands. DITCO's contracting- support services constantly evolve to adapt to technology advancements and provide innovative solutions for our mission partners by creating a cyber-procurements certified workforce that understand the cyber challenges across DoD.

For example, DITCO supports the U.S. Army Mission Command project manager to provide capabilities across movement and maneuver, command and control, fires, sustainment, protection and intelligence capabilities.

The contracts support warfighter capabilities including the automated fire support battlefield system, friendly force tracking, satellite networks and secure data encryption. The contracting team also supports the U.S. Air Force's Southwest Asia Combined Air Operations Center.

The team supports DISA's Joint Service Provider to deliver information technology capabilities for the Pentagon, dedicated communications support for the Secretary of Defense and immediate staff's communications and IT computing center capacity services along with hardware and software requirements.

A team of contracting professionals has negotiated hundreds of millions of dollars in cost savings and cost avoidance through streamlined procurement processes, exercising tremendous flexibility to meet the emerging needs of warfighters worldwide. As the cyber warfare environment continues to evolve, DITCO will evolve with it and continues to be a trusted partner and valued source of contracting support to meet the needs of our mission partners and warfighters.

# TRANSPORT MODERNIZATION

## Marla Ferrer

Chief, Global Information Grid  
Transportation Branch  
Defense Information  
Technology Contracting  
Organization  
-Pacific



## Angela Margin

Chief, Defense Information  
Technology Contracting  
Organization-Pacific



The Defense Information Technology Contracting Office-Pacific procures telecommunication capabilities for national defense mission partners in the Indo-Pacific region that connect and protect service components with combatant commands and the warfighter.

The Defense Information System Network Transmission Services-Pacific II indefinite delivery/indefinite quantity contract provides end-to-end transmission services and capabilities essential to the Defense Information System Network. DoD consolidated enterprise level telecommunications infrastructure is in the expanded Pacific region, which is inclusive of U.S. Indo-Pacific Command, U.S. Northern Command, U.S. Southern Command and U.S. Central Command areas of responsibility. In addition to DoD, the contract supports other federal departments and authorized non-DoD operations.

DTS-P II, provides assured connectivity via multimedia services, voice, data, video and imagery transfer at any time or any place and can support unique non-commercial legacy bandwidth requirements. The contract provides agile acquisition response for urgent mission needs, to include diversity and/or avoidance requirements.

The objective of Hawaii Network Services, under the Pacific Enterprise Services Hawaii program is to migrate mission partners within Hawaii

from existing legacy time division multiplexing technology to an internet protocol transport. HNS provides base support, pier side support, voice services, network management and data transport for 40,000 personnel. HNS represents a dynamic paradigm shift from traditional telecommunications costs to consumption based pricing, which expedites the provisioning and fulfillment of services.

As DoD is required to upgrade technologies, HNS and complementary contracts within the PES-HI portfolio offer a one-stop shop for mission partners within Hawaii to contract or implement the latest technologies in voice and data services.

In addition to these telecommunications contracts, DITCO Pacific's premier DoD cyber procurement workforce specializes in the procurement of information technology services and products delivered throughout the Indo-Pacific region, to include Japan, South Korea, Alaska, Guam and Hawaii.

# CONNECTING THE WARFIGHTER



**Brian Leyda**

Chief, Contracting Office,  
Defense Information  
Technology Contracting  
Organization-Europe

DITCO Europe procures global telecommunication capabilities for national defense mission partners in Europe, Africa and Southwest Asia through timely, quality and ethical contracting. DITCO Europe provides global communications that connect military departments to the combatant commands and to the warfighter.

The office in Europe is responsible for establishing communications for military exercises, such as Trident Juncture in Norway where NATO allies test their ability to defend populations and territories, deter potential adversaries and work together with mission partners. In 2019, this critical exercise included 31 NATO and partner countries and was the largest of its kind in many years. When late changes threatened communications and the very success of the exercise, DITCO Europe diverted all available resources to engage the telecom provider to establish communications.

We are proactively working to enhance its efficiency and customer support. As a trusted provider for U.S. Africa Command, U.S. Central Command and U.S. European Command, implementing process changes to expedite future procurements, provide cost savings and better meet customer needs. These changes are exemplified in a recent circuit procurement in Germany that saved \$6.4 million which was a 50 percent cost savings over the existing circuit. Furthermore, DITCO Europe is working to create IT contracting methods and vehicles that provide faster solutions without sacrificing quality.

DITCO Europe is focused on the modernization of defense communication networks and enabling mission partners to procure more stable, secure and affordable communications by using innovative technologies. Additionally, DITCO Europe will provide IT services contracting support to mission partners in fiscal year 2020.

*During military exercises,  
we are the central liaison for  
communications that provide  
vital connections to the boots  
on the ground.*

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**D I S A **WORLD** O F C O N T R A C T S**

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DEFENSE INFORMATION SYSTEMS AGENCY  
The IT Combat Support Agency

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