**Overview**

* GSA has awarded contracts for the Enterprise Infrastructure Solutions (EIS) acquisition.
* This contract replaces the current Networx, WITS and Regional Local Service Agreement (LSA) contracts.
* EIS is available for use government-wide and covers domestic, non-domestic and international locations.
* EIS requirements were developed in collaboration with Industry and close partnership with agency customers.
* GSA released the EIS Request for Proposal (RFP) on FedBizOps on October 16, 2015.
* GSA will extend the existing Networx and Regional LSA contracts until May 2023 to allow time for agencies to transition to EIS
* GSA’s focus is now on EIS, its related business support systems, its management and operations processes and rapidly executing a successful transition from Networx and Regional LSA contracts.
* GSA expects EIS to make telecommunications acquisitions more efficient, more technologically current, and deliver greater cost savings to government.
* EIS will also benefit industry partners by aligning its services and solutions to industry standard delivery mechanisms.

**Questions & Answers**

**Question: How is EIS different from Networx and the Regional Local Service Agreement (LSA) Contracts?**

**Answer:** EIS is the follow on vehicle to the Networx and Regional LSA contracts. EIS is a fifteen (15) year contract unlike Networx which had a period of performance (POP) of ten (10) years. LSA POPs were anywhere from eight to ten years. The primary differences are:

* Consolidates up to 93 separate contracts (Networx, WITS and LSAs) into one contract.
* EIS has a significantly broader scope of services and solutions for “one stop shopping” compared to the vehicles its replacing. EIS includes service related labor and equipment, wireless, cloud and managed cyber-security solutions.
* EIS’ awarded portfolio of services will facilitate the movement of legacy services to newer technologies.
* EIS will have a fee of 4.75%. This is a reduction from the Networx fee of 7%.
* EIS will provide enhanced competition due to task orders processes, resulting in additional price discounts and savings to agencies.
* EIS reduces the previous requirement for contract modifications due to capability of task order unique and individual case basis CLINs that exist at the task order level only. Catalog based offering (a new feature) allows real-time addition of services and equipment to keep offerings current without the need of a contract modification.

**Question: How were small businesses able to participate in the EIS contract?**

**Answer:** EIS relaxed its geographical coverage requirement from contracts awarded in the past and reduced the number of mandatory services to promote competition. As a result, 40% of the awardees were small businesses. Additionally, all large businesses were required to submit a subcontracting plan as part of their proposal that was evaluated during the source selection. Furthermore, EIS has an “on-ramp” capability to add new service providers who may emerge throughout the life-cycle of the contract.

**Question: When can agencies issue solicitations for EIS services?**

**Answer:** Agency ordering contracting officers may issue their solicitations as soon as they: 1) Have obtained an EIS Delegation of Procurement Authority (DPA); 2) Submitted their solicitation package for an EIS scope review. See <https://www.gsa.gov/EIS> for additional information and instructions.

**Question: How soon can agencies award task orders and submit service orders to the EIS awardees?**

**Answer:** In accordance with the EIS contract Section H.21: "The contractor may only accept and process task orders or service orders, provision or deliver services and bill for services after it receives written notification 1) from the GSA Contracting Officer that it has passed BSS testing and 2) from GSA that it has successfully completed FISMA security testing" .

**Question:** **How does EIS integrate with and align to GSA’s Category Management objectives?**

**Answer:** EIS will be the primary contract vehicles for customers to purchase telecommunications services through GSA. These service fall under the Telecommunications subcategory and accounted for approximately $2.2 Billion in total business volume in FY16. EIS will enable customer agencies with unique or complex enterprise requirements with direct access to a group of highly qualified suppliers that specialize in providing these services. This ensures our customers are receiving the most streamlined, cost-effective solutions for their requirements.

**Question:** **How can GSA adjust to any industry changes once EIS is launched?**

**Answer:** In developing EIS, GSA recognized that industry technologies and services are rapidly evolving. EIS terms and conditions allows for the introduction of emerging technologies and services as they become commercially available. EIS has as an “on-ramp” capability to add new service providers as they emerge over the life-cycle of the contract.

**Question: What steps if any are being taken in anticipation of transitioning agencies to the new contract?**

**Answer:** Timely transition to EIS is GSA’s highest priority. GSA will extend the Networx and Regional LSA contracts to May 2023, to allow time for transition. GSA encourages government agency officials to become familiar with the contracts to better prepare themselves for developing their Fair Opportunity solicitation packages. GSA is providing training on how to use EIS and has provided up-to-date inventories to the agencies. GSA encourages agencies to stay in contact with us if they have any questions. Agencies should consult <https://www.gsa.gov/eistransition> for additional guidance and training. If there are additional questions, agencies should contact their GSA Dedicated Agency Manager and [Technology Service Manager](http://www.gsa.gov/portal/category/105587).