



IT Schedule 70 2011 Annual Customer Meeting

May 10, 2011

Hilton San Diego Bayfront

IT Schedule 70: Putting the pieces together to create solutions.

Welcome



Purpose

- Provide a brief update of IT Schedule 70 and new initiatives
- Enhance communication between Customers and IT Schedule 70 leadership
- Address your questions or concerns clearly and concisely

Agenda

<u>Time</u>	<u>Subject</u>	<u>Presenter</u>
10:30am – 11:00am	Providing Pathways to Success: The Benefits of Using IT Schedule 70 to Meet Your Information Technology Needs	Patricia Waddell, Deputy Director, Center for IT Schedule Business Programs Angela Jones, Director, Center for IT Schedule Business Programs, IT Market Development Division Damon McClure, Deputy Director, Center for IT Schedule Operations
11:00am – 12:00pm	Round Table Discussions with Specialists	Jim Russo – FCSA (COMSATCOM) Brennan Conaway – Sustainability Mike Anastasio – Cloud Computing Stephen Bell & Sharon Terango – SmartBuy Van Tran – IT Schedule 70 Terence Rountree – Cyber Security
12:00pm – 12:30pm	Leadership Questions and Answers	Moderator: Stephanie Price, Branch Chief, Program & Business Analysis (Customer Outreach)

**Bruce Caughman,
Acting Deputy Assistant
Commissioner for Integrated
Technology Services**



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Providing Pathways to Success: The Benefits of Using IT Schedule 70 to Meet Your Information Technology Needs

**Patricia Waddell,
Deputy Director, Center for IT Schedule Business Programs**

**Angela Jones,
Director, Center for IT Schedule Business Programs, IT Market
Development Division**

**Damon McClure,
Deputy Director, Center for IT Schedule Operations**

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Integrated Technology Services (ITS)

- Mission
 - Excel at providing customers easy access to IT solutions through quality industry partners to fulfill government mission requirements
- Value
 - To reduce acquisition time, cost, and risk, allowing our customers to focus on their mission
- Vision
 - Great Government through Technology

IT Schedule 70 – Who Are We?

IT Schedule 70 grants agencies direct access to commercial experts who can thoroughly address the needs of the government IT community through Special Item Numbers (SINs).

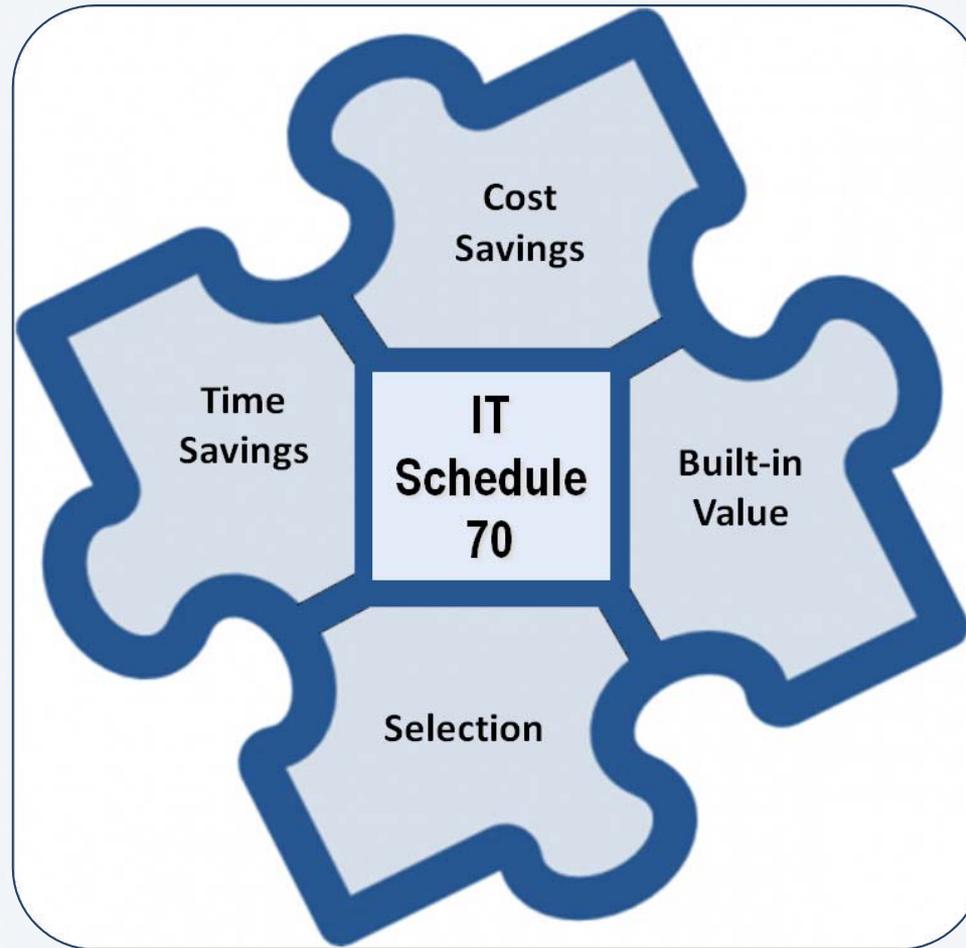
IT Schedule 70 Offerings

- Software Licenses
- IT Equipment (Sales or Lease)
- IT Training Courses
- IT Professional Services
- E-Commerce Services
- Wireless Services
- Satellite Services (FCSA)
- Identity and Access Management Products and Services:
 - Digital Certificates
 - HSPD-12 Products and Services

IT Schedule 70 Features

- ID/IQ contracting vehicle to procure IT commercial products and services
- Ordering agency selects products and services based on “best value” determination
- Roughly 80% of all contracts are held by Small Businesses
- More than 40% of all IT Schedule 70 Sales by Customer Agencies are with Small Business
- Enable agencies to meet socioeconomic goals
- Available to state/local under certain authorities

Benefits of IT Schedule 70



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Benefits of IT Schedule 70 Cont.

The IT Schedule 70 offers...	Cost Savings	Time Savings	Selection	Built-In Value
Pre-negotiated ceiling prices that can be further discounted through head-to-head competition and negotiations	✓			
Pre-vetted local and global contractors , including small and disadvantaged businesses		✓	✓	✓
A suite of eTools to streamline processes, such as market research and competition	✓	✓		✓
Complimentary trainings and assistance available		✓		✓
The ability to establish agreements, known as Blanket Purchase Agreements , for recurring needs	✓	✓		

Enhancing “Customer Intimacy”

- Increase Focus on Customer Service
 - IT 70 National Helpline and Webpage
 - Training and education the government acquisition workforce
 - Teaming with agencies to meet small business goals
 - Internal collaboration to provide IT Solutions support
 - Specialists assigned specifically to agencies

Administrator's Strategic Goals

- Operational Excellence

Initiative	Current Status	Next Steps
Two New Branches	<ul style="list-style-type: none"> Established new branches in Ft. Worth and Atlanta In the process of being staffed and made ready to accept contracts 	Continuous monitoring of workload to redistribute, as needed
IT Commodity Buy	Established and implemented IT Commodity Buy	Staffing this office and establishing internal business processes and procedures
eContracting Pilot	Pilot is fully implemented with 67 industry partners participating	<ul style="list-style-type: none"> Monitor and analyze the pilot to determine go/no go for the pilot Conduct a stage gate review for full implementation
Encourage Use of eOffer/eMod	Worked with CIO on digital certificate and signature eOffer/eMod system	Mandatory use in FY12: <ul style="list-style-type: none"> System must work Employees must be trained and able to use system

Administrator's Strategic Goals

- Operational Excellence

Initiative	Current Status	Next Steps
Continuous Improvement to the Solicitation	Refresh 27 completed: added SIN 132-100 Ancillary Products and/or Services	Refresh 28
Policy Updates	<ul style="list-style-type: none"> • 863 and changes to the ordering procedures • DOL and applicability of SCA to 132-51 • ESI and Software Licenses 	<ul style="list-style-type: none"> • Continue obtaining updates • Provide support and input to AM (lead) on working for policy updates • Continue working group sessions and work with GSA General Counsel
Process Updates	<ul style="list-style-type: none"> • All offerings of satellite services (SINs 132-54 and 132-55) go to Region 7 for review and award • eContracting pilots underway • Digitization efforts • Internal process improvements 	<ul style="list-style-type: none"> • Work with DISA to continuously monitor industry offerings • Continue to monitor progress on the eContracting pilot and have stage gate review • Increase the scale of digitization efforts • Monitor progress and impact to operations

Round Table Discussions with Specialists



Jim Russo – FCSA (COMSATCOM)

Brennan Conaway – Sustainability

Mike Anastasio – Cloud Computing

Stephen Bell and Sharon Terango – SmartBuy

Van Tran – IT Schedule 70

Terence Rountree – Cyber Security

Leadership Questions and Answers



Moderator: Stephanie Price

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Questions and Comments



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Conclusion

- Thank you
- Surveys
- GSA Expo!
- Name Tags



A blue globe made of puzzle pieces with a missing piece, surrounded by scattered puzzle pieces.

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