



U.S. General Services Administration

# Infrastructure as a Service (IaaS) Blanket Purchase Agreement (BPA) Fact Sheet

May 2014

# Quick Facts

- Infrastructure as a Service (IaaS) BPA was awarded in October 2010
- Eleven vendors are awarded IaaS BPA contracts as of October 2013
  - The 5 year period of performance is October 1, 2010 through September 30, 2015
- BPA Ceiling
  - \$76,570,000 for the five year period
- Who can order?
  - Federal, state, local and tribal governments

# BPA Requirements (1 of 3)

- All solutions must meet the 5 essential characteristics of cloud computing:
  - **Ubiquitous network access**- You can access it over the internet through any web-browser.
  - **Resource pooling**- Multi-tenancy. A provider pools resources and dynamically assigns and reassigns according to consumer demand.
  - **On-demand self-service**- A consumer can provision capabilities without requiring human interaction with each service's provider.
  - **Rapid elasticity**- Capabilities can be rapidly and elastically provisioned to quickly scale out and rapidly released to quickly scale in.
  - **Measured service**- Pay per use. Resource use is monitored by a metering capability and users can monitor and control service through a user portal.

# BPA Requirements (2 of 3)

## ➤ **Security**

- IaaS BPA holders must complete the Assessment and Authorization (A&A) process with GSA at the FISMA Moderate Impact Data security level. Upon accreditation, products will be made available for purchase on Apps.gov. BPA holders also have the option to obtain an additional authorization through FedRAMP once it is operational.
- All services available under the IaaS BPA offer a secure, dual factor method of remote access.

## ➤ **Data ownership**

- The Government shall retain ownership of any user-created/loaded applications and data hosted on the vendor's infrastructure, and maintains the right to request full copies of these at any time.

# BPA Requirements (3 of 3)

## ➤ **Service Level Agreements**

- Service providers are required to meet the SLA requirements specified in the solicitation, including service availability of 99.5% (measured as Total Uptime Hours / Total Hours within the Month).
- When acquiring services through a task order on the BPA, you can negotiate lower pricing for a lower level of service but the service provider cannot charge prices above the specified ceilings for a higher level of service.

## ➤ **Location of work**

- All IaaS BPA holders are required to have a minimum of two geographic locations in the Continental United States of America (CONUS) and all services acquired under the BPA will reside in CONUS.

# Infrastructure as a Service (IaaS) Lots

- BPA for Infrastructure as a Service (IaaS) offerings are available in three distinct lots:
  1. **Cloud Storage:** Provides scalable, redundant, dynamic Web-based storage. Provides user with the ability to procure and use data and file storage capabilities remotely via the internet. Provides file and object data storage capabilities on-demand, dynamically scalable per request and via the internet.
  2. **Virtual Machine:** Provides scalable, redundant, dynamic computing capabilities or virtual machines. Allows users to procure and provision computing services or virtual machine instances online via the internet.
  3. **Web Hosting:** Provides Web application hosting services in the cloud enabling scalable, redundant, dynamic web hosting services. Allows government users to procure and provision Web hosting services online via the internet. Allows users to securely load applications and data onto the provider's service remotely from the Internet. Configuration is enabled via a Web browser over the internet.

# IaaS Lot 1 – Cloud Storage (1 of 2)

## ➤ Cloud Storage Awardees:

- Apptis, Inc.
- AT&T
- Clear Government Solutions
- Computer Technology Consultants
- Eyak Tech LLC
- Insight Public Sector

#	Vendor	Cloud Storage	Virtual Machines	Web Hosting
1	Apptis, Inc.	X	X	
2	AT&T	X	X	
3	Autonomic Resources		X	
4	Carahsoft		X	
5	CGI Federal Inc.		X	X
6	Clear Government Solutions	X	X	X
7	Computer Technology Consultants	X	X	X
8	Eyak Tech LLC	X	X	X
9	General Dynamics Information Technology		X	
10	Insight Public Sector	X		
11	Savvis Federal Systems		X	X
	Total Awards by Lot	6	10	5

# IaaS Lot 1 – Cloud Storage (2 of 2)

- Includes three CLINs for cloud storage services
  1. Web addressable storage
  2. Bandwidth for data transfer in
  3. Bandwidth for data transfer out
  
- Each CLIN includes tiered monthly pricing options measured in gigabytes per month
  
- Example Applications:
  - Data Recovery and Backup - Remote backup and restore for both in-house and cloud systems
  - Data Archive - Archive data sets to the cloud



# IaaS Lot 2 – Virtual Machines (1 of 2)

## ➤ Virtual Machine Awardees:

- Apptis, Inc.
- AT&T
- Autonomics Resources
- Carahsoft
- CGI Federal Inc.
- Clear Government Solutions
- Computer Technology Consultants
- Eyak Tech LLC
- General Dynamics Information Technology
- Savvis Federal Systems

Vendor		Cloud Storage	Virtual Machines	Web Hosting
1	Apptis, Inc.	X	X	
2	AT&T	X	X	
3	Autonomics Resources		X	
4	Carahsoft		X	
5	CGI Federal Inc.		X	X
6	Clear Government Solutions	X	X	X
7	Computer Technology Consultants	X	X	X
8	Eyak Tech LLC	X	X	X
9	General Dynamics Information Technology		X	
10	Insight Public Sector	X		
11	Savvis Federal Systems		X	X
	Total Awards by Lot	6	10	5

# IaaS Lot 2 – Virtual Machines (2 of 2)

- Includes ten CLINs for virtual machine services, including...
  - Persistent or non-persistent storage
  - Windows, Linux or Solaris (or equivalent) OS
  - Block storage
  - Bandwidth for data transfer in and out
  - Supplemental disk space
- Each CLIN includes tiered hourly and/or monthly pricing options
- Example Applications:
  - High compute application support - Spin up VMs as required based on load
  - Test Environments - Use VM image to test applications

# IaaS Lot 3 – Web Hosting (1 of 2)

## ➤ Web Hosting Awardees:

- CGI Federal Inc.
- Clear Government Solutions
- Computer Technology Consultants
- Eyak Tech LLS
- Savvis Federal Systems

	Vendor	Cloud Storage	Virtual Machines	Web Hosting
1	Apptis, Inc.	X	X	
2	AT&T	X	X	
3	Autonomic Resources		X	
4	Carahsoft		X	
5	CGI Federal Inc.		X	X
6	Clear Government Solutions	X	X	X
7	Computer Technology Consultants	X	X	X
8	Eyak Tech LLC	X	X	X
9	General Dynamics Information Technology		X	
10	Insight Public Sector	X		
11	Savvis Federal Systems		X	X
	Total Awards by Lot	6	10	5

# IaaS Lot 3 – Web Hosting (2 of 2)

- Includes five CLINs for web hosting services
  1. Bundles of Windows, Linux or Solaris (or equivalent) OS
  2. Optional databases
  3. Windows IIS web server software, Apache PHP stack, or Apache TomCat stack
  4. Supplemental disk space
  5. Supplemental bandwidth in and out
- Each CLIN includes tiered monthly pricing options
- Example Applications:
  - Web Hosting – host internet and intranet application leveraging the elasticity of cloud

# 7 Steps to Ordering from the BPA

## ➤ Step 1: Scope Determination

- First, determine if the requirement is within scope of the IaaS BPAs. The following services are included:
  - Lot 1 - Cloud Storage
  - Lot 2 - Virtual Machines
  - Lot 3 - Web Hosting

## ➤ Step 2: Prepare Statement of Objectives (SOO)

- Also include location of work and select period of performance
- No SOO needed for orders under \$3,000

## ➤ Step 3: Prepare the Request for Quote (RFQ)

- Estimate value of the order and establish evaluation criteria

## ➤ Step 4: Issue the RFQ

- Ordering activities must issue RFQs to all BPA holders offer the requested services
- If using GSA's eBuy application, users can easily send RFQs directly to the BPA holders electronically

## ➤ Step 5: Evaluation of Submissions

- Evaluate according to evaluation criteria and select awardee that offers best value
- Seek further discounts on BPA pricing, where possible and applicable
- Step 6: Award

## ➤ Step 7: Task Order Administration

- Use all standard Task Order admin practices such as surveillance, assessment, invoicing

# Purchasing off of Schedule 70

- Customers that do not have purchase cards can purchase services from BPA holders off of Schedule 70
- Federal customers can develop SOOs to place task orders on the BPA as they do with other eBuy BPAs
- State, local and tribal governments can also order off of Schedule 70 under the Cooperative Purchasing Program (This program does not impose limitations on funding sources)
- Industry partners were required to indicate which products were included within the Cooperative Purchasing Program
- Schedule contractors always retain the right to decline orders received from state and local government entities on a case-by-case basis, even after an existing contract is modified or a new contract awarded. Schedule contractors may decline an order, for any reason, within a five-day period after receipt of the order; however, credit card orders must be declined within 24 hours.

# Potential Barriers

## ➤ ***Legacy system integration***

- Active Directory Federation Services can be used to enable sharing of user credentials between on-premise legacy systems and off-premise services.

## ➤ ***Restricted data requirements***

- Customer requirements will dictate which type of deployment models will meet their needs. If restricted data is involved, only Controlled Access or Government-Dedicated deployment models should be considered.

# IaaS BPA Points of Contact

- **GSA Technology Solutions**  
**(24 hours a day, Mon - Fri)**  
(855) ITaid4U (482-4348) [ITCSC@gsa.gov](mailto:ITCSC@gsa.gov)
- **Skip Jentsch, Service Line Manager**  
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