## EIS FACT SHEET

### Executive Summary

General Services Administration (GSA) released the Enterprise Infrastructure Solutions (EIS) Request for Proposals (RFP) on October 16, 2015 and has gone through rigorous source selection of offerors. GSA announced the awards on July 31, 2017.

The EIS contract is the main component of GSA’s telecommunications portfolio. It is replacing GSA’s current Networx Universal and Enterprise contracts as well as GSA Regional Local Service Agreements (LSAs) for government telecommunications and infrastructure solutions. The EIS contract, with a 15-year period of performance (one 5-year base and two 5-year options), is valued at $50 billion and will provide a $75 million minimum revenue guarantee per awardee.

EIS is the successor vehicle required for GSA to continue fulfilling its Congressional mandate to provide telecommunications services for the Federal Government. Section 5124(b) of the Clinger-Cohen Act (CCA) states, “notwithstanding any other provision of this or any other law, the Administrator of General Services shall continue to manage the FTS 2000 program, and to coordinate the follow-on to that program, on behalf of and with the advice of the heads of executive Agencies.”

### Partners/Vendors

* EIS contracts awarded on **July 31, 2017**. See Sam.gov [Notice QTA0015THA3003](https://beta.sam.gov/opp/9759505b09781a790f321ffe0053fc91/view#general)

### EIS Key Objectives

* Simplify the process of acquiring telecommunications and information technology products and services.
* Provide cost savings through aggregated volume buying and price and spend visibility.
* Enable the procurement of integrated solutions.
* Promote participation by small businesses and foster competition.
* Offer a flexible and agile suite of services supporting a range of government purchasing patterns.

### Background

GSA’s Office of Information Technology Category (ITC) provides integrated, solutions-based telecommunications and IT infrastructure services that blend telecommunications technologies. The EIS program, successor to Networx, Washington Interagency Telecommunications System 3 (WITS3) and Regional LSAs will make it easier for agencies to acquire their enterprise telecommunications and information technology (IT) infrastructure services from a single source vs. having to coordinate multiple acquisitions to meet their enterprise needs.

EIS represents a successful collaboration between GSA, federal agencies, and industry. Lessons learned from FTS2001, General Accountability Office (GAO) Reports and the Networx programs helped shape the new EIS contract.

EIS will deliver:

* Cost savings by increased supplier competition and price transparency via the GSA Pricer and Prices Paid in the GSA Acquisition Gateway, thus improving negotiation leverage of customers.
* Qualified industry suppliers who can deliver a complete portfolio of cyber-security solutions.
* Ability to incorporate emerging technologies as they become available to the commercial market place.
* Flexibility to address unique agency needs.

### General Background Facts

* Federal agencies are currently purchasing approximately $2.2 Billion in network services from Networx Universal, Networx Enterprise, WITS3 and Regional LSAs annually.
* The Networx Universal contracts were scheduled to expire in March 2020. However, GSA negotiated to extend these contracts to May 2023. The Networx Enterprise contracts were scheduled to expire in May 2020. However, GSA negotiated with most of the vendors to extend the contracts to May 2023. WITS3 and 65 Regional LSA contracts are extended to May 2023.
* GSA released a final EIS RFP on October 16, 2015.
* GSA awarded the EIS contracts July 31, 2017.
* Agencies can submit their fair opportunity solicitations after they: 1) Have obtained an EIS Delegation of Procurement Authority (DPA); 2) Submitted their solicitation package for an EIS scope review.
* Awardees can respond to agency solicitations when they are released.
* EIS awardees successfully passed testing of their business support systems (BSS) and received FISMA Authority to Operate (ATO) so they can accept orders.

### Main Message(s):

### Enhance Acquisition Efficiency

### GSA has continuously strived to incorporate input from both industry and government agencies throughout the acquisition process for EIS. This effort was undertaken to support the long-term goals of delivering modern and innovative telecommunications and IT technologies. As a result, EIS seeks to ensure that doing business with GSA is as easy and reliable as possible by simplifying and streamlining processes, promoting full price transparency and standardizing the buying experience of agency customers by reducing the number of similar contracts.

### Delivering Better Value and Savings

* GSA is committed to delivering cost savings during implementation, transition, and ongoing operations of telecommunications and IT services to support critical missions across government and achieve better pricing for U.S. taxpayers.
* GSA pursued an innovative geographic coverage approach which provides agencies with needed coverage, while at the same time increased the number of suppliers.
* With EIS, GSA has established a robust competitive federal marketplace by aggregating the overall federal spend for advanced network-enabled products/services and infrastructure.

**Leading With Innovation**

* The EIS scope provides the capability for industry suppliers to provide their full array of services and solutions in a manner that best meets their own individual business model.
* EIS incorporates new and additional innovative solutions that reduced the overall number of Contract Line Items (CLIN) on the contract, reduces the need for suppliers to add contract modifications and provides greater agency control of the ordering process at the task order level.
* EIS allows suppliers greater agility in meeting agency requirements by having in place processes for early inclusion of emerging technologies as well as the capability to “on-ramp” new suppliers during the life-cycle of the contract.

### EIS Cybersecurity Services are integrated offerings supporting EIS Infrastructure (Transport) services. EIS is the only federal contract that included both Department of Homeland Security (DHS) cyber-security requirements as well as Office of Management and Budget (OMB) cyber policy directives.

* EIS has been designed to provide secure government telecommunications infrastructure services in compliance with OMB security policies.
* Cybersecurity and IT-related infrastructure services require close management and integration with each other.
* EIS Scope states: “IT-related products and services listed in the (contract) may be acquired only if they are associated to an infrastructure or telecommunications solution acquired through EIS.”
* Cybersecurity services are integrated with EIS infrastructure and telecommunication services. They do not function as stand-alone services.
* Examples:
* Managed Trusted Internet Protocol Service (MTIPS) and Traffic Aggregation services are integrated with an agency’s specific Internet Protocol (IP) transport service or services.
* Managed Security Service (MSS) is applied to an agency’s Network Architecture which may include: Virtual Private Network (VPN) service, Ethernet Transport Service and IP Service.

## Expanding Opportunities for Small Businesses

## 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.

## EIS has an “on-ramp” capability to add new service providers who may emerge throughout the life-cycle of the contract.

***Contact Information***

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