

This publication is published by FCW Media Group, a private firm not associated with the Air Force or 754 ELSG. The inclusion of the information on 754 ELSG and any of its current contractors is not intended as an endorsement of any of the contractors whose advertisement may be included in this publication.

## A Guide to the 754th Electronic Systems Group (754 ELSG) Enterprise Services



# OPERATIONS SUPPORT

Evolving • Empowering • Enabling

Rapid and predictive operational  
support response through  
Situationally Aware Commanders

# A Note from the 754 ELSG Director



The 754th Electronic Systems Group (754 ELSG) provides and supports secure combat information systems and networks that increase the capabilities of our commanders and leaders of the United States Air Force (USAF), the Department of Defense and other Federal Government Agencies. Our mission is to deliver information driving war-winning decisions by shaping, acquiring, and sustaining warfighting IT capabilities through responsive, adaptive and cost-effective logistics, enterprise services, and infrastructure solutions – to fly and fight in Air, Space and Cyberspace.

The 754 ELSG is a part of the 554th Electronic Systems Wing, which is headquartered at Hanscom Air Force Base, Mass. The Group directly supports the Wing's mission of providing the USAF with a wide array of horizontally integrated IT products and services and ensures timely, decision-ready information that delivers high quality solutions to support mission requirements.

In a June 17, 2008, address to Airmen at Nellis Air Force Base, Nev., Chairman of the Joint Chiefs of Staff, Admiral Mike Mullen, spoke about some of the challenges in integrating the cyber mission into the United States military. "Cyber is in amongst us and we as a nation and as a military have a long way to go to come to grips with it. We have invested

a lot of money in the last two or three years in the cyber world. And we have experts who are world-class. But what we don't have is that broad approach yet...there are very few discussions I have in Washington these days that don't somehow get to the cyber challenge."

The 754 ELSG takes on the cyber challenge by responding to growing critical information technology and network needs offering secure and integrative IT systems, tools, products and services, through a wide variety of contracts and agreements. We will improve responsiveness and maintain customer focus, employ innovative and comprehensive strategic sourcing practices that deliver synergistic capabilities. We are ever vigilant of internal/external dynamics that influence the integrity of existing support systems as we track technology trends, budgetary cycles and political reforms that may affect opportunities to develop more efficient processes.



The 754 ELSG continues to lead the Air Force in optimizing the IT investment and delivering the right solution at the right time at the right price.

Greg Garcia  
Director, 754th Electronic Systems Group

## 754th Electronic Systems Group



### 754th Electronic Systems Group Mission

*Deliver integrated information driving war winning decisions by shaping, acquiring, and sustaining warfighting IT capabilities through responsive, adaptive and cost-effective logistics, enterprise services and infrastructure solutions—to fly and fight in air, space and cyberspace.*

The 754th Electronic Systems Group (754 ELSG) is the largest organization within the 554th Electronic Systems Wing headquartered at Hanscom AFB, MA.

The organization provides technical and customer service support as well as acquisition and program management oversight of over 160 Combat Support Information Technology (IT) systems. 754 ELSG also manages the Air Force standard desktop environment, and serves as the USAF lead for software program management under the auspices of the DoD Enterprise Software Initiative. 754 ELSG is the source of a large infusion of commerce in the Montgomery area with government employees and contractors from local and national IT and support companies.

Additional activities include managing the Air Force single enterprise-wide license contract with Microsoft Corporation, executing the Chief Information Officer's Information Technology Commodity Council Strategic Sourcing program and administering the Network Centric Solutions (NETCENTS) contract valued at over \$9 billion. 754 ELSG manages over 50 Air Force Contracts and Basic Purchasing Agreements with a total value of \$15 billion. According to the Montgomery Area Chamber of Commerce, 754 ELSG is the largest single employer of information technology personnel in Montgomery.

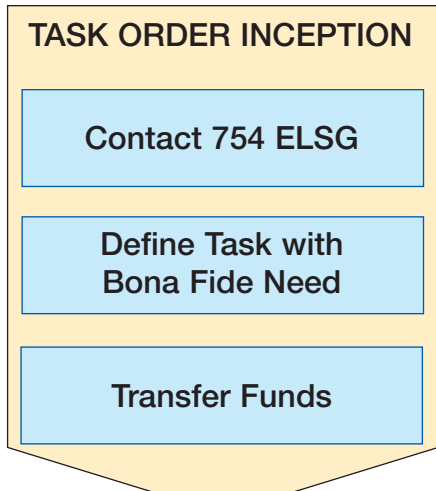




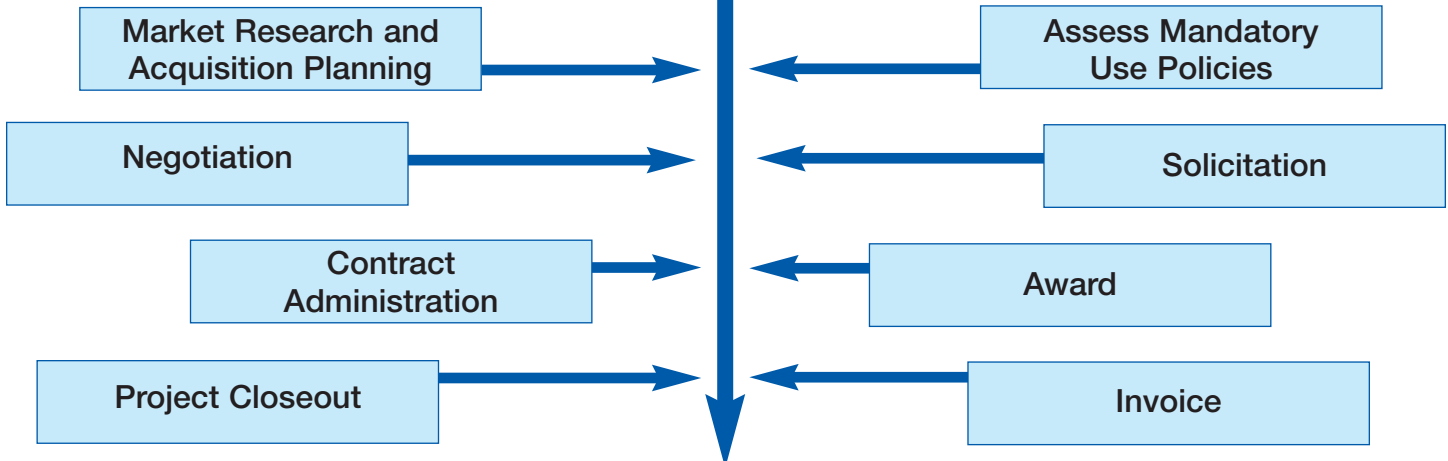
# How to do Business with 754 ELSG

To begin, a federal program manager must do the following: Contact 754 ELSG/ES for acquisition support, define the project by writing a statement of work, and send a funding document with a bona fide need to transfer funds.

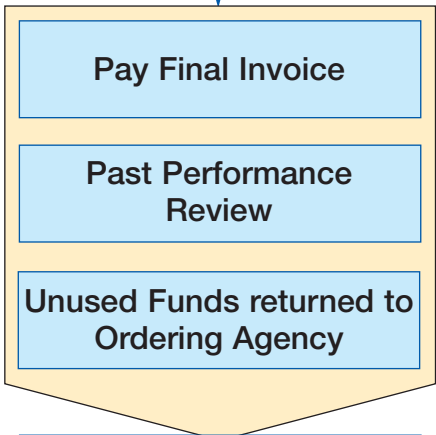
754 ELSG will accept funding documents, including Military Interdepartmental Purchase Requests (MIPRs), Interagency Agreements (IAs), Work Orders, or Purchase Requisitions. Once funds are accepted, the 754 ELSG will begin working on the project.



Project Assigned to Acquisition Team



**Contact Us:**  
<https://AFWay.af.mil>  
 Commercial: (334) 416-5070  
 DSN 596



Contract Closeout



# Enterprise Services Division (754 ELSG/ES)



Shape, acquire, and support warfighting IT capabilities through responsive, adaptive, and cost-effective enterprise services and business solutions.

We are an innovative, multi-skilled, integrated team, leading the Air Force by shaping enterprise IT investments. We provide strategic business solutions that deliver integrated joint warfighting capabilities through agile and comprehensive lifecycle management.

## Accomplish Your Mission with our Acquisition Solutions! Added Value!

Hardware  
Servers  
Rugged Devices  
Desktops  
Software  
IT Services  
Network-Centric Solutions

Laptops  
Federal Employee Purchase Programs  
Customized Solutions  
Expert Vendors  
Extended Warranties  
Customer-Managed Acquisitions  
Free Shipping!

Added Value!  
Save Time & Money!  
IT Supplies & Accessories  
Contracting Support  
Leveraged Buying  
Online Tools  
Engineering Support

Customer Care is an operational tool for incorporating and implementing Enterprise Service's strategic goals and vision – We are an innovative, multi-skilled, integrated team, leading the Air Force by shaping enterprise IT investments. We provide strategic business solutions that deliver integrated joint warfighting capabilities through agile and comprehensive lifecycle management. The heart of Customer Care is a total service model built around extraordinary business relationships with our customers. Please visit the 754th Electronic Systems Group Customer Care Community of Practice (Common Access Card (CAC) required) located at: <https://afkm.wpafb.af.mil/ASPs/CoP/OpenCoP.asp?Filter=MC-AQ-00-33> or visit the AFWay website at: <https://AFWay.af.mil>.

The idea of Strategic Communication is to get the message out. It involves informing and appropriately influencing key audiences by synchronizing and integrating communication efforts to deliver truthful, timely, accurate, and credible information. It is critical for the 754 ELSG/ES to inform customers and vendors of its presence. Ways to increase presence include writing articles, press releases, attending and planning conferences and conducting interviews with key leadership personnel as well as marketing our products and services to current and potential DoD customers.

Customer Care is responsible for managing an effort that is open and responsive. Information about the 754 ELSG should be readily available to internal and external customers, including news organizations. Customer Care gathers, coordinates and releases information requested about 754 ELSG programs, activities and personnel. All information must be released within the bounds of national security and in accordance with Air Force policy and Privacy Act restrictions.

### Leadership

Mr. Eddie Upshaw, Director, Enterprise Services Division  
Eddie.Upshaw@us.af.mil  
Ms. Debra Foster, Deputy Director, Enterprise Services Division  
Debra.Foster@gunter.af.mil  
Ms. Cyndi Crews, Director, Business Operations  
Cynthia.Crews@us.af.mil  
Mr. Andrew Allen, Director, Customer Care  
Andrew.Allen.1@us.af.mil

### Customer Outreach

Andrew Allen, [Andrew.Allen.1@us.af.mil](mailto:Andrew.Allen.1@us.af.mil) 334.416.7033  
SSgt Bryant Lewis, [Bryant.Lewis@us.af.mil](mailto:Bryant.Lewis@us.af.mil) 334.416.1147  
SrA David Clark, [David.Clark@us.af.mil](mailto:David.Clark@us.af.mil) 334-416-3441  
Bernadette Hollinger, [Bernadette.Hollinger.CTR@gunter.af.mil](mailto:Bernadette.Hollinger.CTR@gunter.af.mil)  
334-416-1601  
Serina Senegar, [Serina.Senegar.1.CTR@us.af.mil](mailto:Serina.Senegar.1.CTR@us.af.mil) 334.416.6912  
Warren Sidney, [Warren.Sidney.ctr@gunter.af.mil](mailto:Warren.Sidney.ctr@gunter.af.mil) 334-416-6728

### Strategic Communicators

Jason Bishop, [Jason.Bishop.CTR@gunter.af.mil](mailto:Jason.Bishop.CTR@gunter.af.mil) 334-416-4989  
Karen Costura, [Karen.Costura.CTR@hanscom.af.mil](mailto:Karen.Costura.CTR@hanscom.af.mil) 781-377-1381  
Robyn Estep, [Robyn.Estep.CTR@wpafb.af.mil](mailto:Robyn.Estep.CTR@wpafb.af.mil) 937-257-2182  
Ben Gamble, [BGamble@P3SCorp.com](mailto:BGamble@P3SCorp.com) 210-496-6934

### Air Force Information Technology Conference (AFITC) 2008

Capt. T.J. Emmerling, [Anthony.Emmerling@us.af.mil](mailto:Anthony.Emmerling@us.af.mil) 334-416-2934  
Jaylene Vottero, [Jaylene.Vottero@us.af.mil](mailto:Jaylene.Vottero@us.af.mil) 334-416-5342

### Small Business

Mr. John Caporal, SAF/Small Business,  
[John.Caporal@pentagon.af.mil](mailto:John.Caporal@pentagon.af.mil)  
Ms. Sonia Carlton, Air Force Materiel Command  
[Sonia.Carlton@wpafb.af.mil](mailto:Sonia.Carlton@wpafb.af.mil)  
Mr. Bill Donaldson, Electronic Systems Center  
[Bill.Donaldson@hanscom.af.mil](mailto:Bill.Donaldson@hanscom.af.mil)  
Ms. Dixie Wightman, 554th Electronic Systems Group  
[Dixie.Wightman@wpafb.af.mil](mailto:Dixie.Wightman@wpafb.af.mil)



# Enterprise Software Acquisition

The Air Force has established the Air Force Software Enterprise Acquisition Management Lifecycle Support (SEAMLS) office at the 754 ELSG. The SEAMLS office will act as the primary interface with all Air Force customers for software licensing and services. This office manages the Microsoft Enterprise Licensing and Service Agreements, the AF-wide Oracle Contract and the DoD Enterprise Software Initiative (ESI). With respect to the Enterprise License Agreement, SEAMLS responsibilities include oversight of purchasing, usage compliance, field assistance and distribution. The objectives are to save money, streamline the acquisition process, facilitate enterprise licensing, and improve information sharing.

The Office of Management and Budget, DoD and General Services Administration awarded multiple contracts for blanket purchase agreements (BPA) to protect sensitive, unclassified data residing on government laptops, other mobile computing devices and removable storage media devices. The encryption of data-at-rest (DAR) information is now possible through these BPAs which were successfully completed using DoD's ESI and GSA's government-wide SmartBUY (Software Managed and Acquired on the Right Terms) programs.

In 2006, the Air Force established the consolidation of Air Force Oracle Enterprise Management Functions of the AFMC, AF/IL and AF-Wide Enterprise Agreements (EAs). This consolidation provides the Air Force the single automated system to track EA assets; provides a one-stop shop for Air Force Oracle customers worldwide; and allows agencies to benefit from economies of scale.

## AF Enterprise Microsoft License

*AF Licensing Manager: Mr. Alphonso Bryant, (334) 416-6176*

*Contracting Officer: Mr. Maurice Griffin, (334) 416-6099*

*Dell Contract #: FA8771-04-F-8320*

*ImmixGroup, Inc. [Small Business]: Contract #: FA8771-07-A-0307*

*Autonomic Resources, LLC [Small Disadvantaged Business Program]:  
Contract #: FA8771-07-A-0308*

*GovBuys, Inc. [Small Business]: Contract #: FA8771-07-A-0310*

*Intelligent Decisions, Inc. [Large Business]:  
Contract #: FA8771-07-A-0311*

*Merlin International [Veteran Owned Small Business]:  
Contract #: FA8771-07-A-0312*

## AF-Wide Oracle Contract

*Program Manager: Mr. Duane Haughton, (334) 416-1754*

*Contracting Officer: Mr. Richard Ashley, (334) 416-4198*

*Oracle Contract #: F01620-00-F-8609*

## Department of Defense Enterprise Software Initiative (ESI)

*Program Manager (AF): Mr. Duane Haughton, (334) 416-1754*

*Contracting Officer: Mr. Richard Ashley, (334) 416-4198*

*Telos Corporation (ESI) [Large Business]:  
Contract #: F01620-03-A-8003*

*Symantec ImmixTech [Small Business]: Contract#: FA8771-05-A-0301*

*Securify/Patriot Technologies [Small Business]:  
Contract #: FA8771-06-A-0303*

*Tower Software Corp. [Small Business]: Contract #: FA8771-06-A-0302*

## AF-Information Assurance Contract Holders

*MTM Technologies, Inc. [Other than small]:  
Contract #: FA8771-07-A-0301*

*Carahsoft Technology Corp. [Small Business]:  
Contract #: FA8771-07-A-0303*

*Spectrum Systems, Inc. [Small Business]:  
Contract #: FA8771-07-A-0304*

*SafeNet, Inc. [Large Business]: Contract #: FA8771-07-A-0305*

*Hi Tech Services, Inc. [Service-Disabled, Veteran Owned Small  
Business]: Contract #: FA8771-07-A-0306*

*Rocky Mountain Ram, LLC [Small Disadvantaged Woman Owned]:  
Contract #: FA8771-07-A-0302*





## Data at Rest (DAR) Encryption

The Office of Management and Budget, DoD and General Services Administration awarded multiple contracts for blanket purchase agreements (BPA) to protect sensitive, unclassified data residing on government laptops, other mobile computing devices and removable storage media devices. The encryption of data-at-rest (DAR) information is now possible through these BPAs which were successfully competed using DoD's Enterprise Software Initiative (ESI) and GSAs government-wide SmartBUY (Software Managed and Acquired on the Right Terms) programs. Three categories of software and hardware encryption products are available under the BPAs - full disk encryption (FDE), file encryption (FES), and integrated FDE/FES products. All products use cryptographic modules validated under FIPS 140-2 security requirements, and have met stringent technical and interoperability requirements. Licenses are transferable within a federal agency and include secondary use rights. All awarded BPA prices are as low as or lower than prices each vendor has available on GSA schedules, with significant savings to the Federal Government estimated. Component CIO's are currently developing component/service specific enterprise strategies. Accordingly, customers should check with their Chief Information Officer for Component specific policies and strategies on procurement of Data at Rest solutions.

### Contract Holders

SafeNet, Inc.	Autonomic Resources	SPYRUS, Inc.	WinMagic Inc
Carahsoft Technology Corp.	Information Security Corporation	GovBuys, Inc.	WinMagic Inc.
Hi Tech Service, Inc.	Encryption Solutions, Inc.	immix Technologies	Pointsec
Checkpoint	Intelligent Decisions, Inc.	CREDANT Technologies, Inc.	Merlin International, Inc.
GuardianEdgeTechnologies, Inc.	MTM Technologies Inc.	Mobile Armor, LLC	Rocky Mountain Ram, LLC
Safeboot Mobile Data Security	Spectrum Systems, Inc.		



### 3 Easy Ways to Contact Us

1. Visit us on the web at <https://afway.af.mil>
2. Call us using DSN 596-5070 or Commercial (334) 416-5070
3. Send an email to one of these sites:

QEB: [qeb@gunter.af.mil](mailto:qeb@gunter.af.mil) • NETCENTS: [netcents@gunter.af.mil](mailto:netcents@gunter.af.mil) • Microsoft and/or ESI Agreements: [754.kabs.esi@gunter.af.mil](mailto:754.kabs.esi@gunter.af.mil)





**DoD CIO Executive**



**ESI Steering Group**



## ESI Working Group

AF Representative: Ms. Sheri Klenk, SAF/XCDPP

AF ESI Software Product Management Team: 754 ELSG at Maxwell-Gunter Annex

Members: OSD CIO, Navy, Army, Air Force, USMC, DISA, DLA, NGA, MDA, DFAS, OUSD (C)

### Categories

Enterprise Management	Collaboration Tools	Information Assurance
Database Management	Records Management	Enterprise Architecture Tools
Geospatial Info Systems	Modeling and Simulation	Enterprise Resource Planning
Business Intelligence	Office Systems	Operating Systems
Research & Advisory Services	Enterprise Application Integration	Section 508 Tools
Systems Integration	Services Selected Services	

### 3 Easy Ways to Contact Us

1. Visit us on the web at <https://afway.af.mil>
2. Call us using DSN 596-5070 or Commercial (334) 416-5070
3. Send an email to one of these sites:

QEB: [qeb@gunter.af.mil](mailto:qeb@gunter.af.mil) • NETCENTS: [netcents@gunter.af.mil](mailto:netcents@gunter.af.mil) • Microsoft and/or ESI Agreements: [754.kabs.esi@gunter.af.mil](mailto:754.kabs.esi@gunter.af.mil)





## Mission Statement

Shape, acquire and support warfighting commercial information technology (CIT) hardware products through responsive, adaptive business solutions.

IT hardware products are available through Enterprise Hardware Agreements (EHAs), based off of General Services Administration (GSA) Class 70 Federal Supply Schedules (FSSs). The Desktop/Laptop/Server (DLS) EHAs are accessible through AFWay (<https://afway.af.mil>), the Air Force's e-commerce web-site for purchasing COTS IT products.

## Standards

Our vendors offer quality tested and validated products that are compliant with the Defense Information Infrastructure-Common Operating Environment (DII COE), Buy American Act/Trade Agreement Act (BAA/TAA), and Infostructure Technology Reference Model (i-TRM).

## Desktops, Laptops, and Servers

Program Manager: Martin Toland (334) 416-6216

Contracting Officer: Ms. Barbara Dobbins (334) 416-1185

Dell Computer Corporation Contract #: FA8771-05-A-0608

Gateway Companies, Inc. Contract #: FA8771-05-A-0610

HP Contract #: FA8771-05-A-0611

MPC (formerly Micron) Contract #: FA8771-05-A-0609

iGov Contract #: FA8771-05-A-0602

NCS Contract #: FA8771-05-A-0603

Emtec Federal (Formerly Westwood Computer Corporation Inc.)  
Contract #: FA8771-05-A-0601



## 3 Easy Ways to Contact Us

1. Visit us on the web at <https://afway.af.mil>
2. Call us using DSN 596-5070 or Commercial (334) 416-5070
3. Send an email to one of these sites:

QEB: [qeb@gunter.af.mil](mailto:qeb@gunter.af.mil) • NETCENTS: [netcents@gunter.af.mil](mailto:netcents@gunter.af.mil) • Microsoft and/or ESI Agreements: [754.kabs.esi@gunter.af.mil](mailto:754.kabs.esi@gunter.af.mil)



## Mission Statement

Provide dedicated contracting support to Air Force, Department of Defense (DoD), and Civilian and Federal agency systems and program managers in acquiring a wide range of commercially-available information technology services, specialized communication-computer support systems, software programs, software engineering, and related products and technical non-personal services. Among our offerings are Software Development ID/IQ Contracts, Information Technology Services Blanket Purchase Agreements and Advisory and Assistance Services Blanket Purchase Agreement providers. These contracts are used for acquiring the development, test, production, deployment and support of military automated information systems, computers, software, software engineering and related products and technical services. In addition, we have the Air Force Network-Centric Solutions (NETCENTS) contract. The purpose of NETCENTS is to provide Air Force, DoD and other Federal Agencies with a primary source of networking equipment/product supply and a means of system engineering, installation, integration, operations, and maintenance for a family of DoD adopted commercially standardized networking solutions interoperable with Air Force, Joint and DoD Standardized Networking Technical Architectures.

## AF Enterprise Microsoft Services

*Program Manager: Maj. Douglas Plumley, (334) 416-4521*

*Contracting Officer: Ms. Annette Hudson, (334) 416-1370*

*Microsoft Contract #: FA8771-04-C-0003*

## Network-Centric Solutions (NETCENTS)

*Program Manager: Mr. John Taylor, (334) 416-3979*

*Contracting Officer: Ms. Maria Jones, (334) 416-4076*

*Booz Allen Hamilton Inc. Contract #: FA8771-04-D-0006*

*Centech Group Contract#: FA8771-04-D-0002*

*General Dynamics Network Systems Inc. Contract #: FA8771-04-D-0007*

*Lockheed Martin Systems Integration Contract #: FA8771-04-D-0008*

*Multimax Inc. Contract #: FA8771-04-D-0003*

*NCI Information Systems Inc. Contract #: FA8771-04-D-0005*

*Northrop Grumman Information Technology Inc.  
Contract #: FA8771-04-D-0004*

*Telos Corporation Contract #: FA8771-04-D-0009*

## Wireless Handheld Services/Devices

*Program Manager: Ms. Barbara Sanford, (334) 416-6825*

*Contracting Officers: Mr. Alex Iglesias, (520) 538-8832 (Army)*

*Cingular Contract #: W91RUS-06-A-0003*

*Sprint Contract #: W91RUS-06-A-0002*

*Verizon Contract #: W91RUS-06-A-0001*

*T-Mobile Contract #: W91RUS-06-A-0004*

- Create a highly competitive environment among wireless communication providers in which to leverage the Air Force's purchasing volume and reduce TCO for wireless services and devices.
- Consolidate Air Force purchases under enterprise-wide purchase agreements to obtain lower prices for the same services, develop new flat rate pricing options, and increase user flexibility under more favorable terms and conditions.
- Capture usage and pricing data across the enterprise to enable periodic analyses and value-based plan changes.
- Improve enterprise capability (e.g., enhance security, improve coverage) and streamline the procurement process for both the government and its suppliers.

**Global Combat Support System —Air Force (GCSS-AF)** GCSS-AF provides a component-based Reference Architecture Framework that serves as the Integration and Application Framework Layers for GCSS-AF functional capabilities consistent with the Defense Information Infrastructure Common Operating Environment (DII COE), the Joint Technical Architecture — Air Force (JTA-AF), and based on commercial open standards. The GCSS-AF Reference Architecture Framework also provides common interfaces for those functions that either directly or indirectly support Command and Control (C2) or share information with C2 Systems. The Indefinite Delivery/Indefinite Quantity (ID/IQ) Ordering Process provides a timely and assured method to acquire software products and maintenance services from the GCSS-AF contract. The ordering period for Services ends December 10, 2008 and ordering period for Products ends December 10, 2011. Program Manager: Mr. Toy Robinson, (334) 416-5943 Contracting Officer: Ms. Marie Walton, (334) 416-4015 Lockheed Martin Corporation Contract #: F01620-96-D-0004

## 3 Easy Ways to Contact Us

1. Visit us on the web at <https://afway.af.mil>
2. Call us using DSN 596-5070 or Commercial (334) 416-5070
3. Send an email to one of these sites:



# Federal Employee Purchase Programs



Both military and civilian employees of the United States Air Force are eligible to participate in the commercial customer Employee Purchase Programs (EPPs) and Home Use Programs (HUPs) of various vendors associated with the Air Force's Center of Excellence for Information Technology (IT), the 754th Electronic Systems Group (ELSG). These programs are part of these vendors' commercial offerings and were not negotiated or otherwise paid for as part of a government contract and allow you to get licensed copies of software applications to install and use on your home computer and allow you to purchase computer systems and other peripheral devices from major manufacturers at discounted savings! This offering includes software operating systems, software office productivity suites, desktops, laptops, memory, printers, scanners, cellular devices and services, and much more. For more information on the programs from the companies below, please use the contact information provided below.

## AT&T

[www.att.com/armedforces](http://www.att.com/armedforces)

## Sprint

[www.airforcewireless.com](http://www.airforcewireless.com)

## T-Mobile

[www.t-mobile.com/corpdiscout](http://www.t-mobile.com/corpdiscout) (existing customers)  
(866) 464-8602 (new customers)

## Verizon

[www.verizonwireless.com/gov](http://www.verizonwireless.com/gov)

## Hewlett Packard

[www.shopping.hp.com](http://www.shopping.hp.com) and call (866) 433-2018

## Microsoft Home Use Program

<https://www.gunter.af.mil/contracting/microsoftea/homeuse.aspx>

## Microsoft Employee Purchase Program

<https://www.gunter.af.mil/contracting/microsoftea/EPP.aspx>

## Dell AF Employee Home Purchase Program

[www.dell.com/ghc](http://www.dell.com/ghc) and call (800) 695-8133 ext. 7266402

## MPC AF Employee Purchase Program

<https://www.mpccorp.com/partners/index.html?contractid=1040&validation=True> and call (888) 323-1691

## Apple

<http://www.apple.com/r/store/government>

## McAfee

<http://us.mcafee.com/root/landingpages/afflandpage.asp?affid=106-01&lpname=default&cid=7236>

## Free Computer Zone

<http://www.freecomputerzone.com/downloads/military.html>



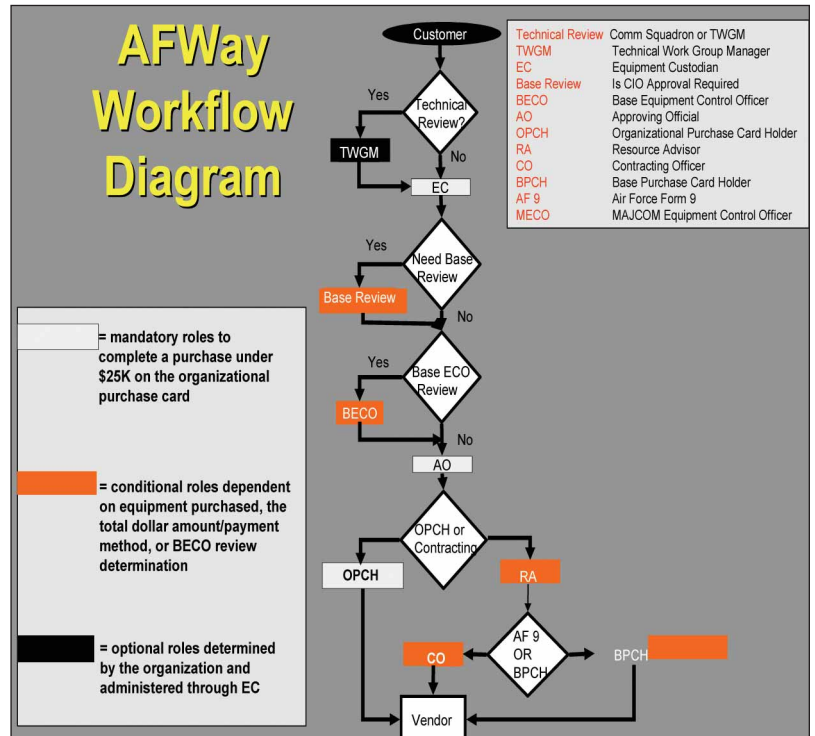


AFWay (<https://afway.af.mil>) is a Web-based Air Force system for purchasing IT. The system combines eBusiness and eCommerce processes that guide users through requirement identification, approval and purchase by combining these into one simplified process. AFWay is part of the overall IT Management program that is also supported by other organizations and applications. AFWay computer based training is available at <https://afway.af.mil/AFWaycbt/>.

## What does it provide the customer?

- Pre-negotiated contracts with leading IT manufacturers and resellers
- Pricing below manufacturers' retail prices and GSA pricing
- Access to thousands of hardware/software products, as well as IT services
- Ability to accomplish requirements research at one site
- Ability to obtain vendor quotes for single or bulk buys through the system
- Ability to send request for quotes to non-contract vendors to fulfill small business requirements
- 24 hours/7 days a week Field Assistance Branch support
- Government Purchase Card (GPC) ordering online
- Automated updates to the IT asset management system

# AFWay



## Major Benefits

- AFWay is designed to minimize required actions and reduce manpower requirements. Among the benefits are:
- Better coordination of IT purchasing power, yielding greater volume discounts
  - Provides MAJCOM Communications and Information (C&I) Officers or A6s with maximum visibility into and control over IT purchases
  - Meets congressional mandates (Clinger-Cohen) for gaining insight into IT purchases
  - Provides tracking of IT assets from order placement to receipt interface to the IT asset management system
  - Oversight of commercial products purchased for use on the AF enterprise network
  - Technical choices that support network security and information assurance requirements
  - Assurance that appropriate products are approved and purchased at competitive prices
  - Standardization and control, which drives down the total cost of ownership, and helps leverage the AF's buying power





## ADVANTAGES OF ORDERING FROM AFWAY

### Leveraged Buying Power

We leverage USAF, DoD, and federal government buying power to establish great deals for the customer. Our prices should be the best available; few IT providers match the size of our customer base.

### Strategic Vendor Relationship

Through our volume, we create strategic relationships with quality IT providers. This enables us to obtain favorable terms not often available in the commercial market. For example, we obtain better on-site support warranties and more flexibility in our negotiated software licenses.

### Buying Support

Our staff offers the entire range of customer support services any time you need help.

### Implement Standards

Finally, by requiring products that support the Infostructure Technology Reference Model (i-TRM), Defense Information Infrastructure Common Operating Environment (DII COE) Initiatives, and Buy American Act/Trade Agreement Act (BAA/TAA) we are unobtrusively helping the USAF to implement these concepts.

### Future Changes

Enhanced capabilities and an improved user interface are two primary areas of focus in the COTS-based replacement application currently under development. When implemented, you will find this link on the USAF portal.

Finally, we are committed to continually improving our service to you. You can help us by letting us know where we're falling short and where we're doing well. The entire 754 ELSG/ES staff stands ready to assist in making our BPAs and contracts your first choice when making IT purchases.

## AFWay POCs

### AFWay Program Manager

*Ms. Patricia Beasley*  
*patricia.beasley@gunter.af.mil*

### AFWay Project Manager

*Ms. Jeanette Tackett*  
*nancy.tackett@gunter.af.mil*

### AFWay Organization Mail Box

*afway.pmo@gunter.af.mil* Field Assistance Branch 334-416-5771  
 Please select Option 1, then Option 1, then Option 5 and Option 9  
 DSN 596-5771, Option 1, Option 1, Option 5, Option 9  
*team5@gunter.af.mil* *team5@gunter.af.mil*

## AFWay MAJCOM POCs

### Air Combat Command (ACC)

Ms. Eula SimpsonHQ ACC/SCSI  
*eula.simpson@langley.af.mil*

### Air Education & Training Command (AETC)

Mr. Dominic Grazioli, AETC/SCTI  
*dominic.grazioli@randolph.af.mil*

### Air Force Materiel Command (AFMC)

Mr. Herb Clonch, AFMC/MSCPP  
*herb.clonch@wpafb.af.mil*

### Air Force Space Command (AFSPC)

Mr. Jorge Guendulay, AFSPC CSS/SCT  
*jorge.guendulay@peterson.af.mil*

### Air Force Special Ops Command (AFSOC)

Mr. Richard Hager, AFSOC/A6NZ  
*richard.hager@hurlburt.af.mil*

### Air Force Reserve Command (AFRC)

Mr. John Gillespie, AFRC/SCXR  
*john.gillespie@afrc.af.mil*

### Air Mobility Command (AMC)

Ms. Cyndi A. Marler, AMC/A6-CIO  
*cyndi.marler@scott.af.mil*

### Air National Guard (ANG)

Mr. Thomas Rogers, NGB/A6C  
*tom.rogers@ang.af.mil*

### Pacific Air Forces (PACAF)

Ms. Ana Lokelani, HQ PACAF/A6IS  
*ana.lokelani@hickam.af.mil*

### US Air Forces Europe (USAFE)

Mr. Jason Howe, USAFE/A6IC  
*jason.howe@ramstein.af.mil*





# Information Technology Commodity Council

## Vision

One Air Force—One Network—One Commodity Strategy

## Mission

Develop Information Technology (IT) commodity strategies to shape commodity management behavior, leverage Air Force buying power, reduce the total cost of ownership for commercial IT products and services, improve IT infrastructure for Cyberspace operations, and improve warfighting capabilities.

## Objectives

- Fulfill AF needs
- Develop strategies to leverage USAF IT spend
  - Socio-economic strategy
  - Commodity support strategy
  - Business rules to execute strategy
- Demonstrate measurable reduced "Total" IT cost
- Achieve technical compliance
  - Adopt technical standards
  - Minimize number of hardware & software configurations
- Ensure alignment between Air Force policy and commodity strategy
- Incentivize and enable ITCC strategy compliance
- Achieve stakeholder buy-in and utilization of ITCC strategy
- Achieve adequate competition among strategic industry partners
- Rationalize the vendor base to obtain top performing vendors, highest quality products, at the best value for each commodity category
- Reduce the number of redundant contracts per vendor
- Continue to foster small business

## Accomplishments (As of Jul 15, 2008)

- 568k PCs purchased in QEBs; \$168M in cost avoidance; 12.7% of sales to small business
- Federal Desktop Core Configuration (FDCC) delivered on 504k QEB PCs beginning FY06 and operating on a total of 533k PCs across the Air Force
- Over 226K EPEAT compliant PCs delivered to AF users
- 55k users (99%) of the four major AF suppliers for Cellular Services & Devices (CSD) migrated to enterprise agreements with those carriers; projected annual savings: \$5M
- Initiated 3 MAJCOM pilots to optimize cellular plan selection for additional \$2M savings AF-wide when complete
- Air Force Digital Printing & Imaging (DPI) devices now available for ordering on AFWay at savings up to 23%
- BPAs competitively awarded to Xerox, Lexmark & HP
- AFCA has certified DPI network printers & multi-function printers for inclusion in the Air Force Evaluated/Approved Product List
- Device configurations & settings reviewed by NSA, NIST, DISA, AF ITCC MAJCOM Representatives, AFCA

## Current Initiatives

- Coordinating Air Force Quarterly Enterprise Buys (QEBs) for mainstream desktops, laptops, and monitors; beginning execution of the DPI strategy
- Updating the FDCC to include Microsoft Vista for use across the Air Force

- Improving standardization by maintaining Air Force Buying Standards for mainstream desktop, laptop, monitor, and network data-enabled cellular devices
- Analyzing monthly cellular usage to drive rate plan changes and optimize the AF spend
- Continuing to execute DPI strategy by establishing purchase agreement with one small business reseller
- Instituting Green Procurement in each of the ITCC strategies

## IT Commodity Council Membership

Director: Mr. Kenneth Heitkamp DSN: 596-4405

Deputy Director Lt. Col. Stephen Davis DSN: 596-3105

Core Team: Ms. Dorothy Priest DSN: 596-4350

Core Team: Ms. Barbara Sanford DSN: 596-6825

Core Team: Ms. Anne Smith DSN: 596-2734

Core Team: Mr. Ben Burns DSN: 596-2544

Core Team: Capt. J.B. Carteret DSN: 596-2083

Core Team: Capt. Radis Paster DSN: 596-2421

Core Team: Ms. Nancy Oiler DSN: 596-4541

Core Team: Mr Mark Milton (contractor) DSN: 596-1108

Core Team: Ms Tamara Greene (contractor) DSN: 596-4101

Core Team: Mr. Jeff Titrud DSN: 596-3385

ACC: Mr. Bill O'Neill DSN: 574-6394

AFMC: Mr. Herb Clonch DSN: 986-3966

AFRC: Mr. John Gillespie DSN: 497-1824

AMC: TSgt Kevin Miner DSN: 779-5838

AFSOC: Mr. Richard Hager DSN: 579-7766

AFOTEC: Mr. Mark Harris DSN: 246-8097

AFSPC: Mr. Richard Kalford DSN: 692-9655

ANG: Mr. Tom Rogers DSN: 278-8612

AETC: Mr. Dominic Grazioli DSN: 487-3856

AF/SG: Maj. Mickey Goodridge DSN: 761-6622

PACAF: Ms. Ana Lokelani DSN: 315-449-4669

USAFE: Mr. Jason Howe DSN: 314-478-0572

AFISR: Ms. Shawna Wimpy DSN: 969-6787

AFRL: Mr. Robert Helt DSN: 785-3576

AFCA: Mr. John Schmitt DSN: 779-5621

AFCEE: Mr. Elbert Williams DSN 240-3030

SAF/SB: Mr. John Caporal DSN: 426-1103

SAF/AQC: Lt Col Glen Savory DSN: 426-1095

HAF CIO: Mr. Charles Vaughters DSN: 425-8393

SAF/XCDIG: Ms. Sheri Klenk (contractor) DSN: 703-588-6078





Coming Soon!

The NETCENTS contract provides dedicated contracting support to Air Force, Department of Defense (DoD), and Civilian and Federal agency systems and program managers in acquiring a wide range of commercially-available information technology services, specialized communication-computer support systems, software programs, software engineering, and related products and technical non-personal services. Among our offerings are Software Development ID/IQ Contracts, Information Technology Services Blanket Purchase Agreements and Advisory and Assistance Services Blanket Purchase Agreement providers. These contracts are used for acquiring the development, test, production, deployment, and support of military automated information systems, computers, software, software engineering, and related products and technical services. In addition, we have the Air Force Network-Centric Solutions 2 (NETCENTS 2) contract. The purpose of NETCENTS 2 is to provide Air Force, DoD, and other Federal Agencies with a primary source of net-working equipment/product supply and a means of system engineering, installation, integration, operations, and maintenance for a family of DoD adopted commercially standardized networking solutions that are interoperable with Air Force, Joint, and DoD Standardized Networking Technical Architectures.

**For more information contact:**

Program Manager: Ms. Debra Foster, (334) 416-4233

Contracting Officer: Ms. Francine Nix, (334) 416-4555

NETCENTS 2 Procuring Contracting Officer, HQ 754th ELSG/ES, 501 E. Moore Drive Maxwell, AFB Gunter Annex AL 36114

**Air Force Digital Printing and Imaging Blanket Purchase Agreements Awarded for Network Printers and Multi-Function Printers**

The AF Information Technology Commodity Council (ITCC) launched the new Digital Printing and Imaging (DPI) program earlier this year. The new centralized sourcing program will significantly reduce the Air Force's DPI spend by consolidating enterprise-wide requirements to leverage the service's buying power and ensure the best selection of equipment at the best value. Altogether, the program is expected to save the Air Force more than \$43M over the next five years.

Implementation of the program began with the award of blanket purchase agreements (BPA) to three original equipment manufacturers (OEMs) of network printers and network multi-function printers. The suppliers, Hewlett-Packard, Lexmark, and Xerox, are offering devices, toner, and associated services through AFWay at prices lower than GSA listings. After a fourth BPA is awarded to one small business reseller, the four DPI BPA holders will compete semi-annually to meet the Air Force's printing and imaging equipment requirements. This process of focused competition will be modeled after the Quarterly Enterprise Buys for Air Force desktops and laptops which has saved more than \$155M since 2003 while enhancing security and increasing network operability through device standardization.

Digital printing and imaging (DPI) equipment, as defined by the AF ITCC, encompasses network printers and network multi-function printers (MFPs), which combine printing, scanning, and copying functions. Since printer and copier technologies continue to converge, MFPs are the preferred choice to replace more expensive stand-alone copiers and other devices.

In addition, DPI covers all supplies associated with printing—most significantly, toner cartridges which have historically accounted for 37 percent of the Air Force's annual DPI costs. Since toner has usually been purchased separately from DPI equipment, its cost was not typically factored into the selection process. Moving forward, the cost of toner will be included as a key element of DPI device selection to encourage competitiveness in the pricing of this life-cycle cost driver. The selection process will also consider all warranty, maintenance and other support services for purchased and leased equipment to allow for an improved assessment of life-cycle costs.

