



April 30, 2018



The Honorable Richard Shelby  
Chairman  
Senate Committee on Appropriations  
Subcommittee on Defense  
122 Dirksen Senate Office Building  
Washington, DC 20510

The Honorable Kay Granger  
Chairman  
House Committee on Appropriations  
Subcommittee on Defense  
H-405 Capitol  
Washington, DC 20515

The Honorable Richard Durbin  
Ranking Member  
Senate Committee on Appropriations  
Subcommittee on Defense  
117 Dirksen Senate Office Building  
Washington, DC 20510

The Honorable Peter J. Visclosky  
Ranking Member  
House Committee on Appropriations  
Subcommittee on Defense  
H-405 Capitol  
Washington, DC 20515

Dear Chairmen Shelby and Granger and Ranking Members Durbin and Visclosky:

On behalf of the members of the IT Alliance for Public Sector (ITAPS), I am writing to express strong support to accelerate cloud adoption at the Department of Defense (DoD) as called for by Secretary Mattis and Deputy Secretary Shanahan. DoD stands to benefit tremendously from the cloud as it prepares to acquire enterprise-wide cloud services. However, to increase transparency in the acquisition process, we respectfully ask that the reports requested in the Consolidated Appropriations Act of 2018 regarding Joint Enterprise Defense Infrastructure (JEDI) be made publicly available.

Robust, transparent engagement with industry has been identified by Congress and multiple administrations as key to the success of any contracting action. Legislative efforts and the “Mythbusters” campaign by the executive branch all underscore the need for government to clearly explain what it seeks to acquire and for industry to fully understand and demonstrate the art of the possible and the state of the market. Such dialogue is also critical in extended contracting actions to understand where technology and innovation are headed so a contracting action can be adequately provisioned for the future. For these reasons, we believe that the details included in the reports Congress has required are essential to ensuring success in cloud adoption at DoD.

As Secretary Mattis stated in his April 12, 2018 testimony to the House Armed Services Committee regarding the JEDI initiative, “...it will be a full and open competition -- not sole source, by the way, to make sure we don’t fall into just one” company. Nonetheless, DoD’s cloud acquisition strategy, as outlined in the draft RFP released in early March and affirmed in the second draft released this month, remains designed to facilitate the deployment of a single cloud under this program. For this reason and consistent with the Secretary’s sentiments, we encourage the Department to follow the law, regulations, and commercial best practices in this acquisition strategy.

Deployment of a single cloud conflicts with established best practices and industry trends in the commercial marketplace, as well as current law and regulation, which calls for the award of multiple task or delivery order contracts to the maximum extent practicable. Further, the speed of adoption of innovative commercial solutions, like cloud, is facilitated by the use of these best practices.

The pace of innovation and intensity of competition among our member companies in the cloud marketplace

portends great benefits to DoD and the entire public sector. As competition intensifies, prices fall, innovation accelerates, and performance improves. The current strategy dilutes the benefits of best practices, strongly increasing the likelihood of vendor and technology lock-in, and negatively impacting innovation, costs, and security. Moreover, it sends an ominous signal that competitors should not invest in the public sector marketplace.

Faced with challenging budget limitations and increasing global threats, DoD must leverage the full strength of its buying power to motivate downward competitive pressure on pricing while promoting innovation and avoiding long-term, single-source or technology lock-in. The cloud is only as secure, reliable, and competitive as the solutions that comprise it. DoD can benefit from industry's best practices and investments in existing, proven, and future cloud solutions that can be globally utilized throughout the Department, and where appropriate, are built on open standards and can be rapidly deployed.

With these concerns in mind, as the Department proceeds with the JEDI procurement, we respectfully request that you encourage increased transparency into the acquisition strategy and provide the Department with commercial solutions to meet the warfighter's needs.

Thank you for your consideration.

Sincerely,



A.R. "Trey" Hodgkins, III  
Senior Vice President, Public Sector

cc: The Honorable John McCain, Chairman, Senate Armed Services Committee;  
The Honorable Jack Reed, Ranking Member, Senate Armed Services Committee;  
The Honorable Mac Thornberry, Chairman, House Armed Services Committee;  
The Honorable Adam Smith, Ranking Member, House Armed Services Committee;  
The Honorable Mike Rounds, Chairman, Senate Armed Services Cybersecurity Subcommittee;  
The Honorable Bill Nelson, Ranking Member, Senate Armed Services Cybersecurity Subcommittee;  
The Honorable Joni Ernst, Chairman, Senate Armed Services Emerging Threats and Capabilities Subcommittee;  
The Honorable Martin Heinrich, Ranking Member, Senate Armed Services Emerging Threats and Capabilities Subcommittee;  
The Honorable Elise Stefanik, Chairman, House Senate Armed Services Emerging Threats and Capabilities Subcommittee; and  
The Honorable James Langevin, Ranking Member, House Armed Services Emerging Threats and Capabilities Subcommittee