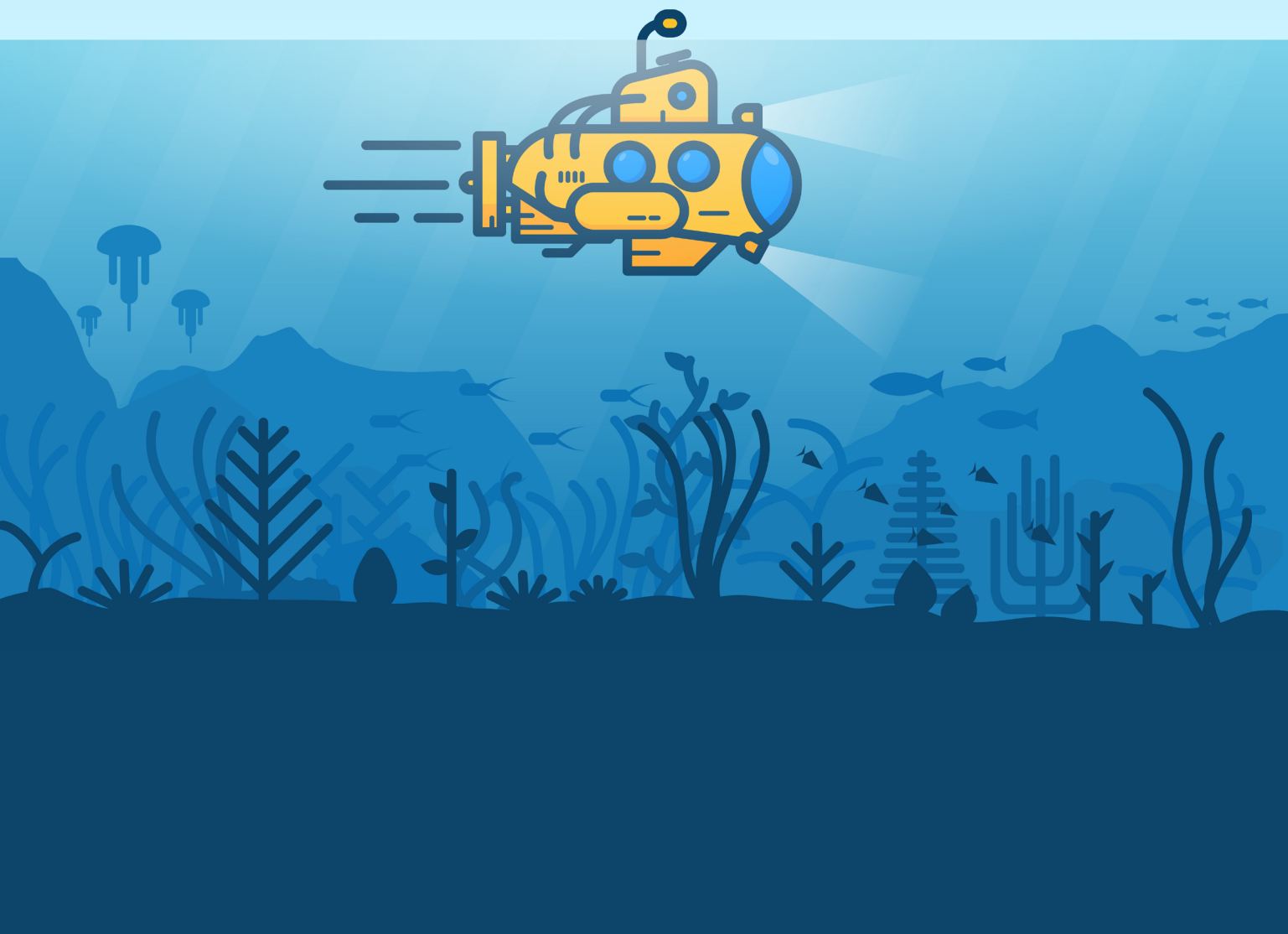




CONTRACTS

DEEP DIVE



Contracts Overview: Which Contract Fits Best?

	SEWPV	ITES-SW2	GSA	OMNIA
Contract #	NNG15SC73B (Group C)	W52P1J-20-D-0053	47QTCA24D008X	01-166
Host/ Sponsor	NASA	ARMY	GSA	Region 14 ESC-TX
Who Can Use?	All Federal Agencies & Authorized Contractors	Army Mandate, All Federal Agencies & Authorized Contractors	All Federal Agencies & Authorized Contractors	State and Local Governments, K-12 and Higher Education, and Non-profits
# of Contract Holders	195 (Total) 77 (Group C)	31 (Total) 9 (Small Businesses)	N/A	N/A
Contract Type	Firm Fixed Price IDIQ/GWAC	Firm Fixed Price IDIQ	Firm Fixed Price or T&M GWAC	Firm Fixed Price, Coop- erative
Contract Expiration	October 31, 2025	August 30, 2030	May 5, 2029	August 31, 2024; options to renew through August 31, 2028
Contract Ceiling	\$20B Per Contract	\$13B Total Contract	None	N/A
NAICS	541519	511210	Determined at Order Level	N/A
Fee	0.34%	0%	0.75%	2%
Product Terms	Negotiated at Order Level	Negotiated at Order Level	Pre-negotiated by GSA Legal	Negotiated at Order Level
Pricing	Catalog price evaluated for "fair & reasonable"	Non-Priced (determined at order level)	Negotiated by GSA prior to publishing	Based on contract level discounts
Software	YES	YES	YES	YES
Hardware	YES	Ancillary - must not exceed 50% of contract	YES	YES
Services	YES (Any service related to a technology product; no consulting or development services allowed)	Ancillary - must not exceed 50% of contract	YES	YES
New Vendor Turnaround	< 24 Hours	5-7 Business Days (Typically 48 Hours)	6-18 Months	3-5 Business Days
New Product Turnaround	< 24 Hours	5-7 Business Days (Typically 48 Hours)	3-9 Months	3-5 Business Days
Price Change Turnaround	< 24 Hours	N/A	3-9 Months	N/A; pricing based on discounts

Contract Pros and Cons

SEWP V

PROS

- Open to all agencies/auth contractors
- Flexible & agile
- Full scope of products/services
- Quick & easy catalog updates
- Low fee (currently .34%)
- SB set-aside enabled
- Supports partnerships
- Supports finance transactions
- No-bids not required
- Active PMO to assist with issues & engage with federal users
- Pre-approved terms & conditions

CONS

- Significant competition
- No pre-approved license terms
- Enforces strict rules & policies
- Centralized orders - SEWP approval required before processing



ITES-SW2

PROS

- Open to all agencies (mandated use for the Army)
- No fee
- Quick & easy catalog updates
- Expanded scope (allows ancillary HW & Services)
- Not priced at contract level
- Flexible catalog structure
- SB set-aside enabled
- Active engagement w/ Army users (marketing, workshops, etc.)
- Pre-approved terms & conditions
- PMO actively engages with federal users
- Supports finance transactions

CONS

- No-bids required
- All quoting/communication required to use IT eMart
- No pre-approved license terms
- Limitation on Hardware/Services makeup



GSA

PROS

- Open to all agencies/auth contractors
- Pre-approved terms & conditions
- Pre-approved EULA
- Teaming allowed
- SB set-aside enabled
- Open market line items allowed (up to 33% of the TCV)
- Supports finance transactions

CONS

- Significant competition
- Slow price/product updates
- Static catalog, not agile
- Highest fee (.75%)
- Requires Letter of Supply from Manufacturer



Contract Pros and Cons

OMNIA

PROS

- Quick and easy catalog updates
- Flexible catalog structure
- OMNIA actively engages with end customers
- Pre-competed
- Agencies do not have to bid to purchase products & services

CONS

- High Fee (2%)
- No pre-approved license/EULA terms



SEWP V

Policies and Best Practices

- Strict PMO!
 - Must submit orders & modifications to PMO within 24 Hours (applies even if the contract is inaccurate, we don't plan to accept, administrative mods, etc.)
 - Must deliver by date stated on our quote (ARO)
 - Must quote what customer requested (unless explicitly permitted by customer)
 - Response must include all required documents (508, completed FAR clauses, pricing spreadsheets, etc.)
- No communication permitted outside of SEWP Bowl / RFQ Tool
- Performance is measured & published
- "Catalog by Request" = Contractors are encouraged to continually modify their catalog to respond to customer requests
- All quoted products must be added to contract, specific to the proposed configuration, prior to quoting (Technology Refresh / TR process)
- Quoted price must be inclusive of all fees and include applicable terms
- Must accept credit cards on all quotes (may offer a discount if the customer chooses to pay with a purchase order/ award)
- Proactive SEWP-compliant quoting is permitted! Quote must be compliant with the SEWP guidelines, and resulting orders must be submitted to the SEWP PMO. If the customer releases the requirement as an RFQ, we must cease direct communication unless the customer contacts us directly.
- If a requirement was quoted via the RFQ Tool, any changes or to the quote must also go through the RFQ Tool. Customers may use the "Request an updated quote" feature to request an updated/refreshed quote from only selected vendors.
 - If a customer refuses to use the "Request an updated quote" feature, please notify Ryan or Bree to engage with the customer and the SEWP PMO.
- Communication restricted!
 - Once an RFQ is released, we can only communicate through the RFQ Tool
 - Q&A Tool must be used to submit questions (no email or phone)
 - Requests for status or extension may be done 1x in a respectful manner
- Responsible for protecting RFQ & customer data! Do not send RFQ content out unless:
 - The information is specifically required by the vendor/OEM to supply a quote
 - The partner/OEM has signed a SEWP MOU
- Bundled CLINs are acceptable to create custom configurations & not-separately priced offerings
 - Individual CLINs must be added prior to bundling



SEWP V

Policies and Best Practices (Continued)

- Backup data is required for reinstatement fees and maintenance on variably priced skus (i.e. hardware maintenance costs 20% of the product), and service engagements
 - SEWP needs to know how the price is derived
- Agency Catalogs:
 - Similar to a GSA-BPA
 - Establishes a fixed-price for a list of products over a defined period of time
 - Established by a specific agency for their use only
 - Expedites order-level procurement
 - *Is your customer, partner, or manufacturer considering an Agency Catalog?*
Invite Ryan to a conversation to talk through the strategy & logistics!

Want to add an OEM?

- Adding manufacturer requires:
 - Manufacturer name
 - Manufacturer description
 - URL
 - Point of contact (name, email address, phone)
 - Corporate Address
- *Call Bree or Ryan, we will help talk through the strategy & process.*

Want to add Products?

- Adding products to contract requires:
 - TAA Status
 - UNSPSC (catalogs only)
 - EPEAT (if applicable)
 - Energy Star (if applicable)
 - Part #
 - List Price
 - Description
- *Initiate a Tech Refresh (TR) through the Contraqer SSQuote Tool. Don't know how? SEE RYAN!*
- *If you need to do a mass pricelist upload, please SEE RYAN!*



ITES-SW2

Policies and Best Practices

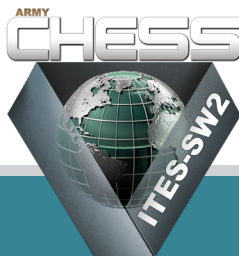
- 14 Catalogs with sub-categories & salient characteristics (together, the 14 catalogs represent any software technology)
- Only add “unique functionality” to contract (not full part list)
- Only software is required to be on contract; ancillary hardware & services may be proposed but are not required to be added to contract.
- Software must make up the “majority” of the contract total (i.e. 40% software, 30% services, 30% hardware is acceptable)
- Mandated for use by the Army, open to all federal agencies (& authorized contractors)
- ALL QUOTES must go through the CHES IT eMart
 - Once a quote is submitted, we cannot resubmit unless the customer amends the RFQ
 - If a customer requests a change to the quote, they must amend the RFQ which will allow us to resubmit.
 - Reverse Auctions are an option for the customer
- All questions should be submitted through the IT eMart; we may engage with the customer regarding our question if they reach out to us directly.

Want to add an OEM?

- Request a Letter of Authorization (see template!) and submit to *Bree or Ryan*.

Want to add Products?

- Complete Product Onboard Template and submit to *Bree or Ryan*.



Policies and Best Practices

- EULA is approved by GSA legal prior to allowing on contract (takes approximately 6 months)
- Available to all government agencies, authorized contractors, and state governments
- De-centralized quoting and contract management; must report monthly & complete an annual audit
- OLM (Other Line Item Materials) allows a GSA contract to include open market items (not to exceed 33.33% of the contract value) and still be considered GSA. OLM items incur a fee.
 - Open market line items must be called out at the line item level in our quotes.
- Transactional Data Reporting (TDR) (established a few years ago), requires participating contractors to report at the line-item level (every part #, quantity, and unit sale price) and thereby eliminates all commercial sales practices and “most favored customer” analysis.
- Contractors may enter into a Contractor Teaming Arrangement (CTA) with other GSA schedule holders to create complete solutions for a customer requirement. Each GSA Schedule holder is responsible to pay and report the items sold on their schedule.
 - If we are quoting via a CTA, it must be noted in our quote.
- Only manufacturer part #s, in their COTS form (unmodified), may be offered. Specific configurations are acceptable without specific modifications to GSA (for example, you can sell an 18 month license for 1.5x the price of the 12 month license)
- Prices must be approved by GSA and published on GSAAAdvantage! (Typically a long and challenging process)
- New products must be approved by GSA – long and challenging process
- Prices cannot increase more than 10% in any 12 month period.
- Four Inc. currently carries ONLY IBM products (PPA, SaaS, Z) on GSA contract, but are constantly evaluating adding other manufacturers. If you’d like to discuss adding your manufacturer to GSA, *please see Bree*.
- Four Inc. currently has CTA relationships with many distributors & partners, including ImmixGroup / EC America, Carahsoft, and DLT. To learn more about leveraging these contracts, *please see Bree*.

OMNIA

Policies and Best Practices

- OMNIA does not have a bid-board; all quoting and ordering is de-centralized; must report order to OMNIA on a quarterly basis
- Only add OEM at the contract level with minimum discount
 - CHECK DISCOUNTS TO ENSURE COMPLIANT QUOTING
 - OneDrive > Sales – Documents > OMNIA Discounts
- Authorized resellers can serve as an agent off of our contract
 - OneDrive > Sales – Documents > Authorized Resellers
- Scope includes software, hardware, and IT product-related services
- Open to all OMNIA members; there is no fee for SLED customers to become a member
 - State Governments
 - Local Governments
 - K-12 Education
 - Higher Education
 - Non-Profit Organizations
 - Churches
- The award was pre-competed
 - Agencies can “piggyback” on the award
 - Customers do not need to post a formal solicitation to award

Want to add an OEM or Products?

- Provide the OEM and minimum customer discount to Bree or Ryan

Want to add an Authorized Reseller (Agent)?

- Include Bree or Ryan in discussions to ensure agreements are in place and to officially add the company as an Authorized Reseller



GSA Blanket Purchase Agreements

DoD ESI

- **Base Contract:** GSA (47QTCA24D008X)
- **Host/Sponsor:** Navy
- **BPA Number:** N66001-24-A-0050
- **Expiration:** 07/14/2029
- **Who Can Use:** DoD (including IC and USCG) + Authorized Contractors
- **Manufacturers:** ZeroFox
- **Fee:** .75% (IFF) + .6% (ACT)
- **Product Terms:** Pre-negotiated Master License Agreement
- **Products:** Limited to GSA ZeroFox SKUs
- **Discounts:** 3.4% off GSA Price

2GIT

- **Base Contract:** GSA (GS-35F-0312U)
- **Host/Sponsor:** Air Force
- **BPA Number:** 47QTCA21A000C
- **Expiration:** 3/30/2026
- **Who Can Use:** All Federal Agencies + Authorized Contractors
- **Fee:** .75% (IFF)
- **Contract Holders:** 75 (Total) | 55 (Small Businesses)
- **Manufacturers:** All items available via GSA Schedule (GS-35F-0312U)
- **Product Terms:** GSA approved terms
- **Products:** All items available via GSA Schedule (GS-35F-0312U)
- **Discounts:** 0% off GSA, except IBM (2% off GSA Price)



IDIQs

USAL

- **Contract Number:** 24322623D0012
- **Host/Sponsor:** Office of Personnel Management
- **Contract Number:** 24322623D0012
- **Expiration:** 3/21/2028
- **Who Can Use:** All Federal Agencies (through OPM)
- **Fee:** N/A
- **Contract Holders:** 4
- **Manufacturers:** Blackboard, Adobe, Qualtrics
- **Product Terms:** Negotiated at Delivery Order Level
- **Products:** Limited to Learning Management System Products
- **Discounts:** Reference Product Catalog
- **Discounts:** 0% off GSA, except IBM (2% off GSA Price)

SEWP Agency Catalogs/ Strategic Marketplaces

- Department of Commerce / Dun and Bradstreet
- Nuclear Regulatory Commission / IBM
- Internal Revenue Service / IBM
- National Aeronautics and Space Administration / IBM
- National Aeronautics and Space Administration / Splunk
- Department of State / Palo Alto Networks
- Department of State / Citrix
- DOD ESI – DevSecOps
 - JFrog

*See Operations Team for additional SEWP Catalog / Marketplace details



State & Local Contracts

State of California Software Licensing Program (SLP)

Chainalysis

- **Contract Number:** SLP-24-70-0416C
- **Expiration:** 02/24/2027
- **Who Can Use:** Any California entity that expends public funds
- **Fee:** 1.25%
- **Contract Holders:** 3
- **Products:** Predetermined Chainalysis SKUs (software, maintenance, implementation, training)
- **Discount:** Pre-negotiated by Chainalysis