NASA Shared Services Center (NSSC)

Striving to provide Unparalleled Service Today and into the Future!

Enterprise License Management Team (ELMT) Program Overview

Organization: NSSC Office of Procurement

Presenter: Darryl A. Smith, Ph.D.

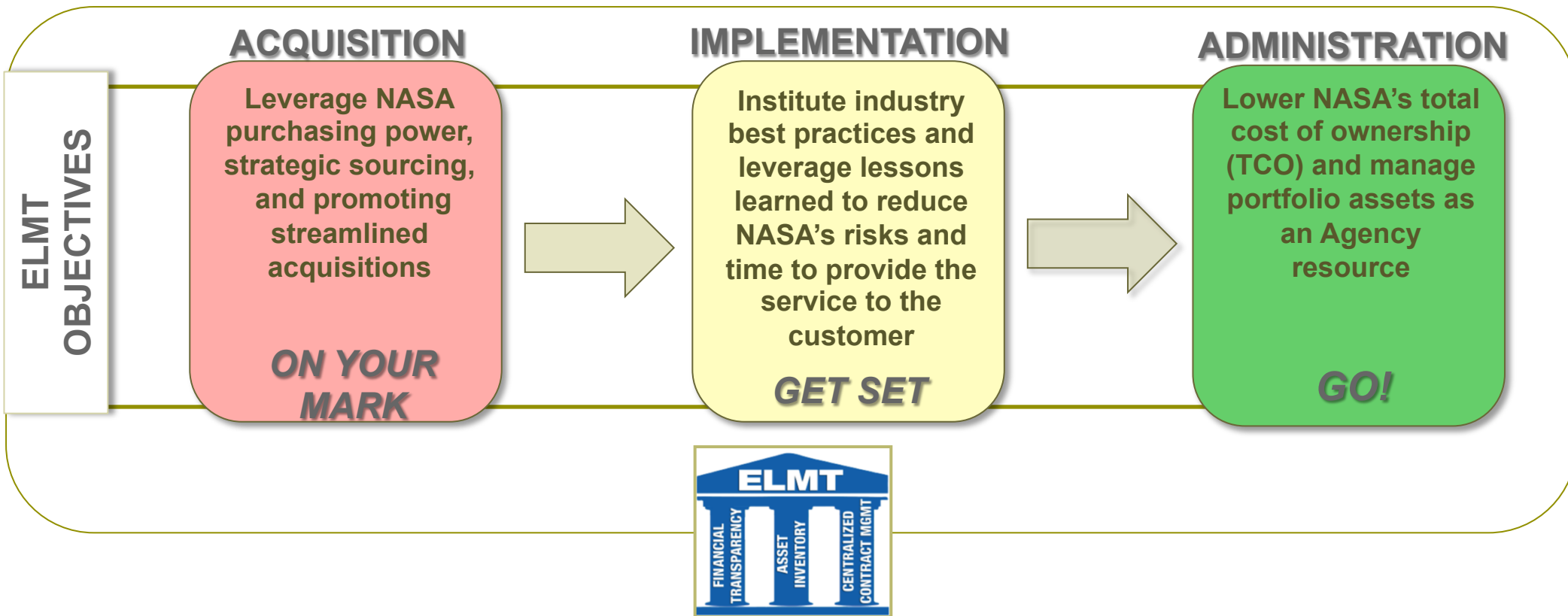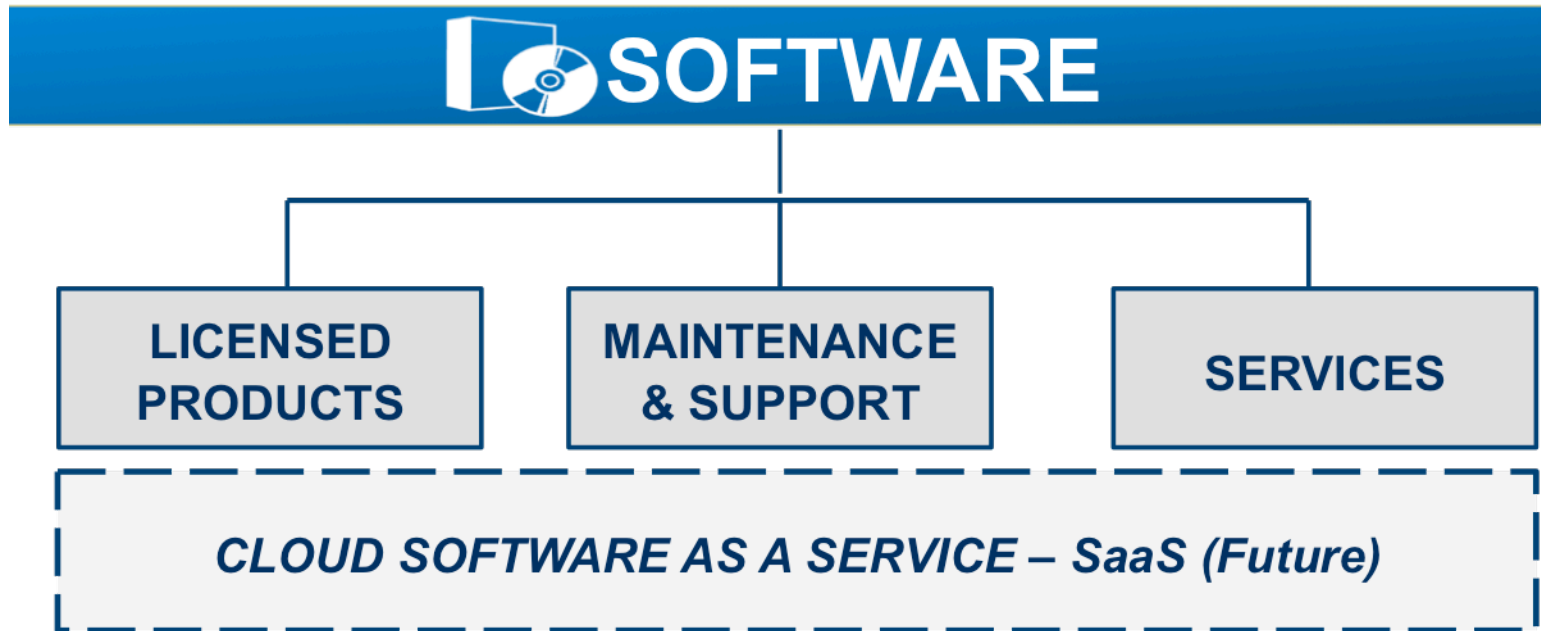**ELMT Chief Strategist and Program Analyst**

February 3, 2015

- ❑ Agenda Review
- ❑ ELMT Mission Statement
- ❑ ELMT Program Objectives
- ❑ Software Core Components
- ❑ Industry Ecosystem
- ❑ Dependencies and Interfaces
- ❑ Contracting with a Publisher/Resellers
- ❑ Publisher Relationships/Contracting Methods
- ❑ Industry Overview/Spend Analysis
- ❑ ELMT Portfolio FY15 Agreements
- ❑ ELMT Portfolio Entry Points
- ❑ Privity / Software Publisher & Reseller Contracting Methods

ELMT Mission Statement

- Mission:
  - Establish new Enterprise Software Agreements for NASA
  - Seek best value procurements that will realize cost avoidance/savings opportunities and beneficial terms & conditions for the Agency
  - Provide NASA the means to make informed decisions concerning Enterprise License management through:
    - » Centralized Contract Management
    - » Asset Inventory
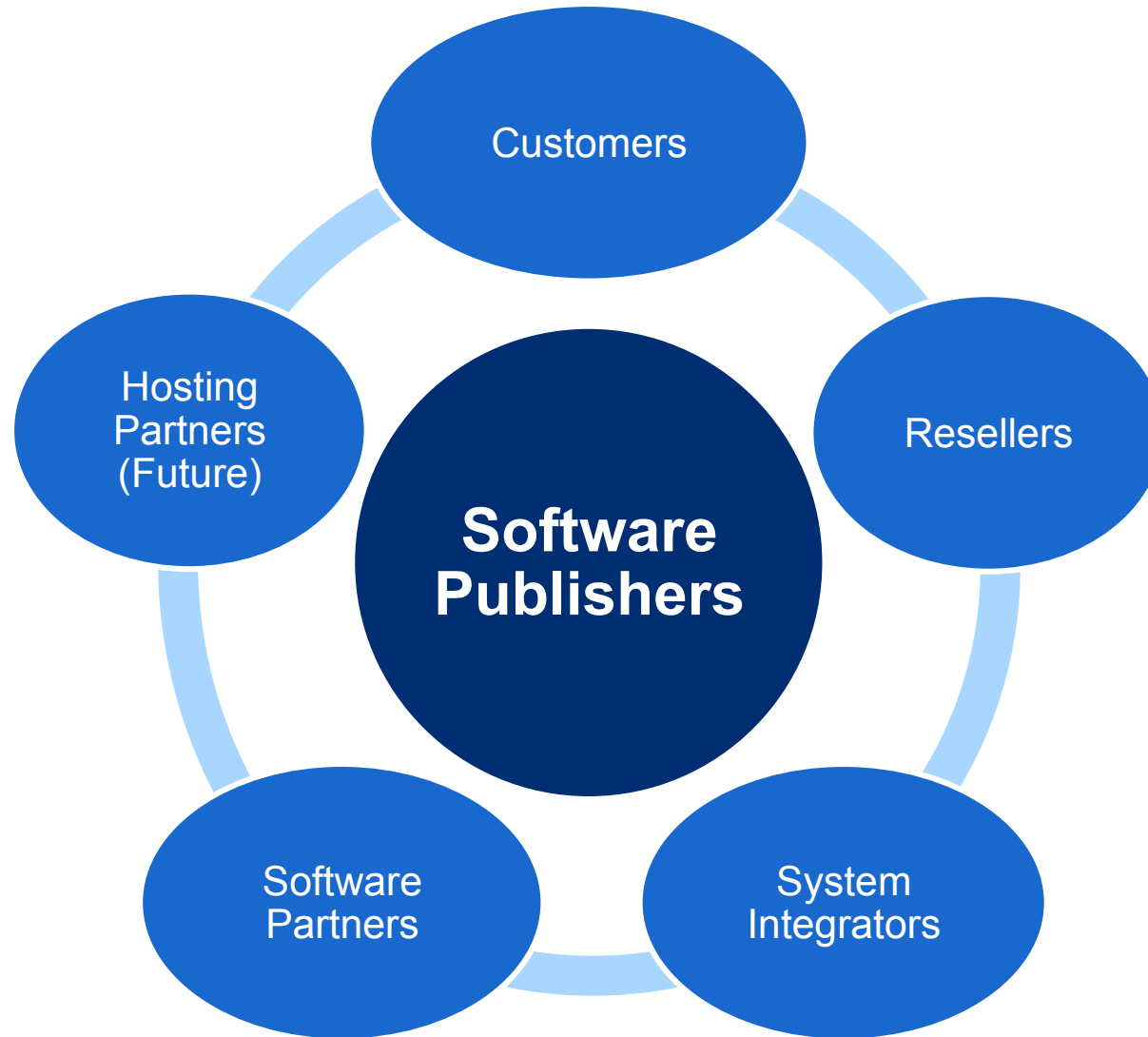   - » Financial Transparency

- Enterprise Licensing Management Team (ELMT) supports objectives of NASA Centers, Programs and/or Projects that comprise:

ELMT OBJECTIVES

ACQUISITION

Leverage NASA purchasing power, strategic sourcing, and promoting streamlined acquisitions

ON YOUR MARK

IMPLEMENTATION

Institute industry best practices and leverage lessons learned to reduce NASA's risks and time to provide the service to the customer

GET SET

ADMINISTRATION

Lower NASA's total cost of ownership (TCO) and manage portfolio assets as an Agency resource

GO!

ELMT — FINANCIAL TRANSPARENCY | ASSET INVENTORY | CENTRALIZED CONTRACT MGMT

Software Core Components

SOFTWARE

- **LICENSED PRODUCTS**
- **MAINTENANCE & SUPPORT**
- **SERVICES**

CLOUD SOFTWARE AS A SERVICE – SaaS (Future)

The Key Players & Roles

ELMT Coordination Spectrum

IT Asset Managers (ITAMS) and Originating Organizations POCs
- Support daily contract mgmt
- Validated and coordinate Center/Program requirements
- POC for Center funding

Resource Analyst
- Coordinate with funding organization
- Manage funding process
- Collect and track funding

Value Added Resellers and Original Equipment Manufacturers
- Respond to NASA requirements
- Provide the software delivery mechanism
- Coordinate all communication with the NASA community with the ELMT
- Align company practices with Federal Law, the FAR, NASA SEWP and/or GSA Schedule
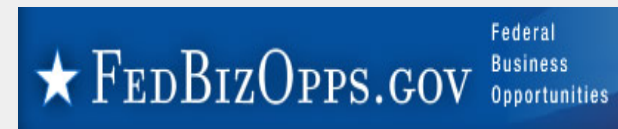
Office of Procurement
- Responsible for Procurement Policy
- Provide guidance and approval of acquisition approaches that are subject to the "Master Buy Plan" requirements (NFS 1807.71)

Associate CIO for Enterprise Services and Integration (OCIO)
- Provide guidance of appropriate notifications to IT Boards (e.g., ECAB, EASB, ITMB)
- Approve/fund base services and mods
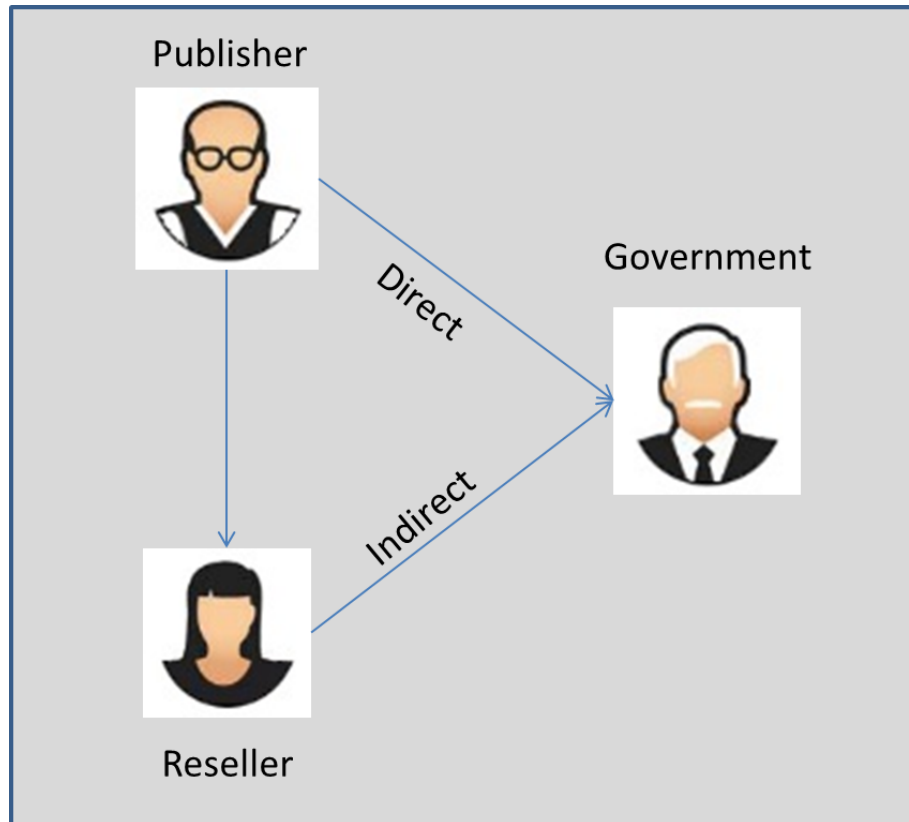- Support reconciliation for base services

Enterprise License Mgmt Team (ELMT)
- Facilitate requirements consolidation
- Contract Administration and License mgmt
- Coordinate funding
- Conduct market research
- Obtain appropriate approvals
- Support FSSI Task Force
- Recommend changes to NFS to support NASA Strategic Sourcing Goals

GSA U.S. General Services Administration

SEWP www.sewp.nasa.gov

★ FEDBIZOPPS.GOV Federal Business Opportunities

Who is authorizing the use of the software?
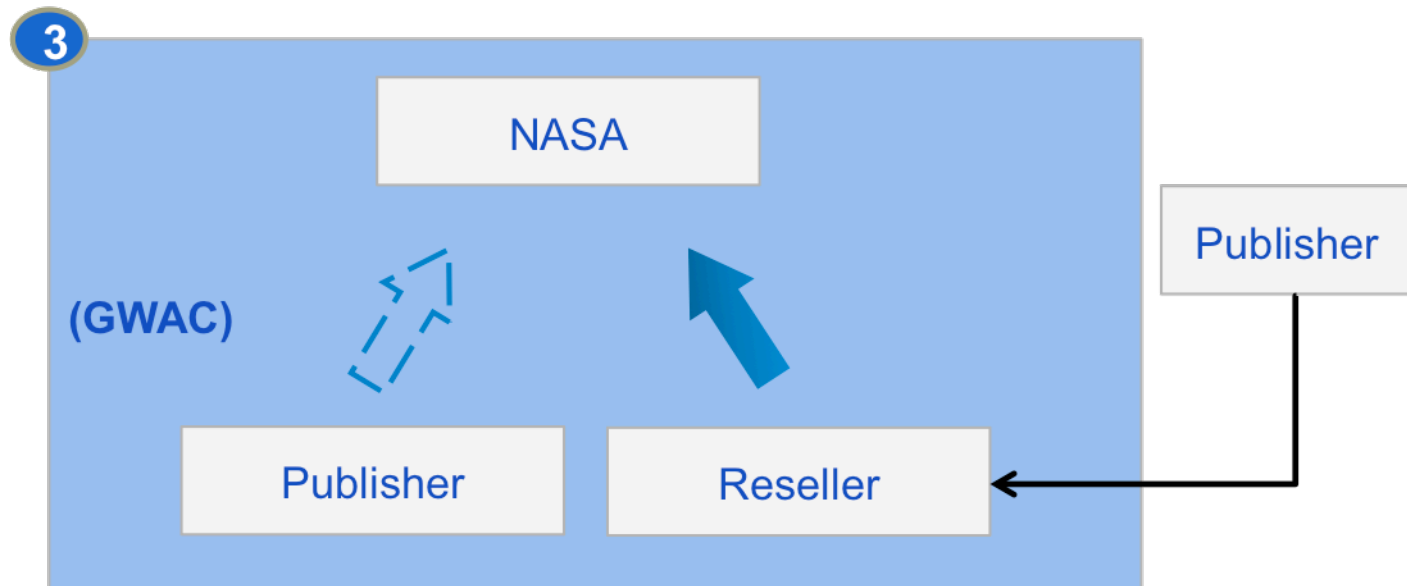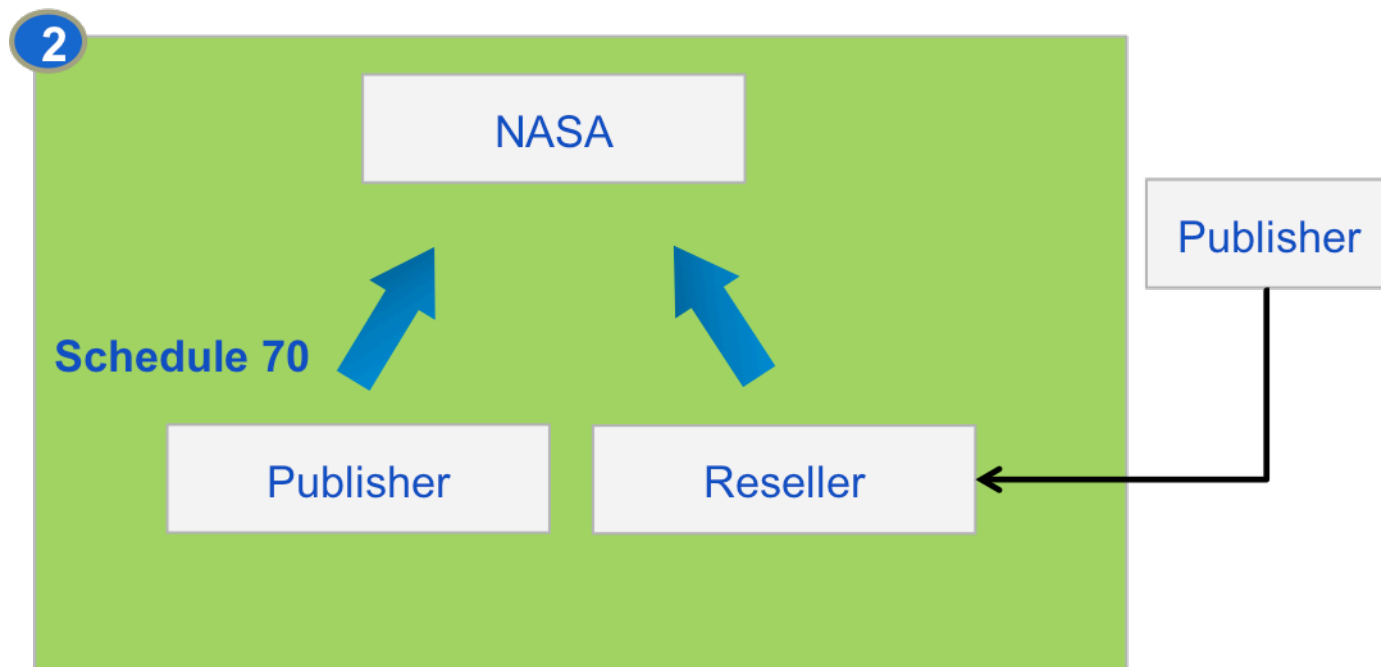
With whom is the Government entering a contract?

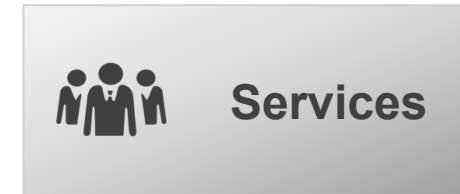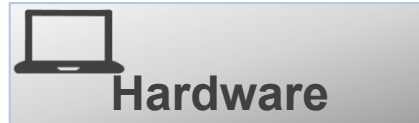**Privity of Contract** (*defined*)

1. A relationship between two parties that is recognized by law.

2. A connection or bond between parties to a particular transaction.

3. The relationship that exists between two or more parties to an agreement.

Contract law requires "privity of contract" between parties to enable either of them to enforce contract promises against the other party.

Industry Overview / Spend Analysis

Hardware	Software	Services

Global Spending (Gartner Outlook)*		
2013	$809B**	$300B	$922B
2014	$840B	$320B	$963B
% '14	39%	15%	46%

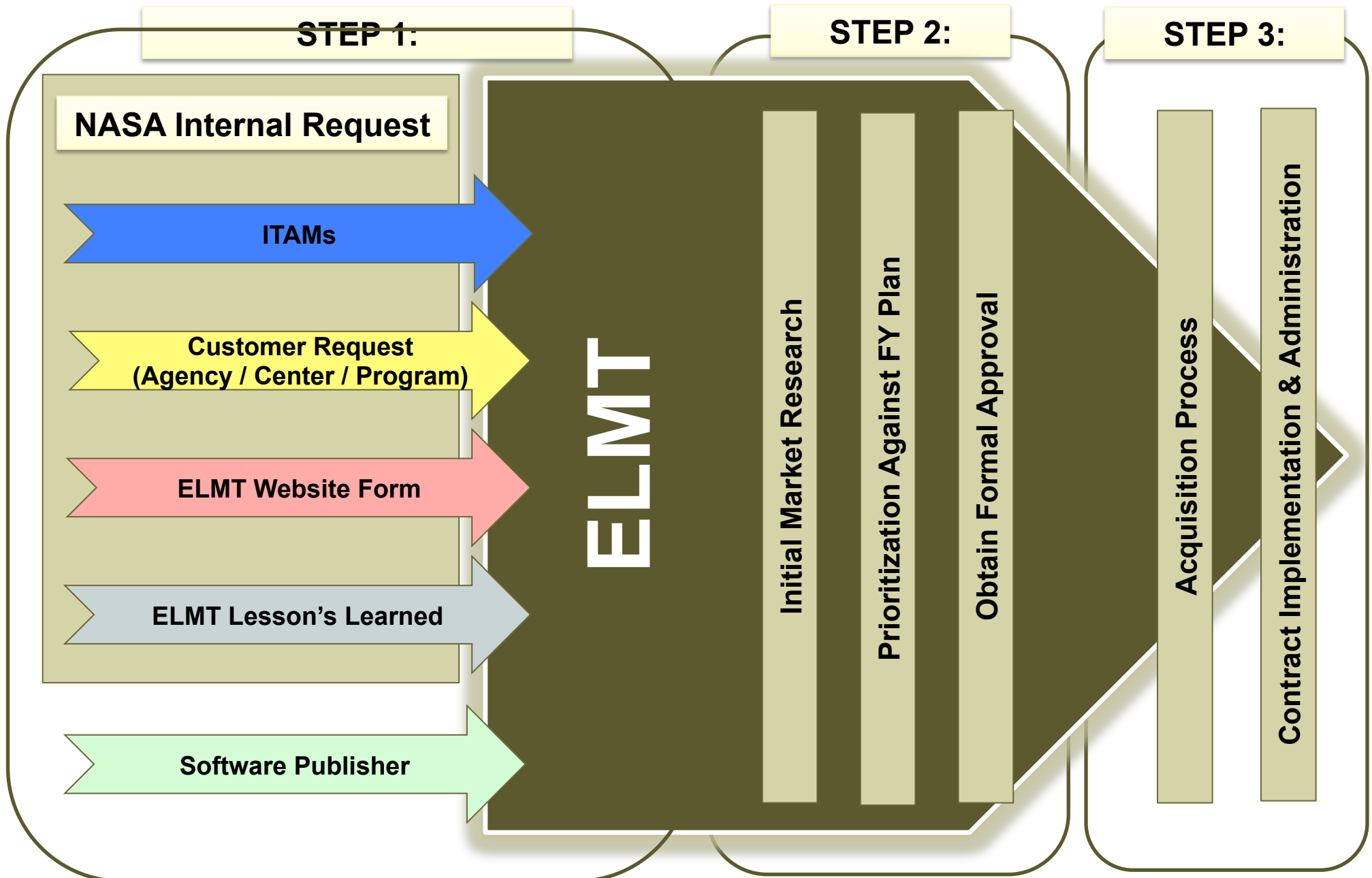| Federal Government Spending (est. using same % as Global Spending)***		
2014	$32B	$13B	$37B
% '14	39%	15%	46%

*** Does not Include Telecommunications Spending*
*** ** Includes Devices and Data Center Spending*
*** *** Fed IT Spending ($82B in 2014) expected to decrease by 2-3% per year next few years*

#	Mfg-Publisher / Vendor	Product(s)/Service(s)	Agreement Number
1	ESRI	ESRI	NNX10AA47D
2	Starnet Communications/iGOV	X-WIN 32	NNX12AA62D
3	CACI	FedSelect	NNX12AA67D
4	RSA/Four Points	RSA SecurID	NNX12AA76Z
5	Deltek/Red River (Current ends 03.14.15)	Cobra, MPM, Winsight	NNX12AA79D
6	BMC/RightStar	Remedy and more	NNX12AA80Z
7	SAPCarasoft	SAP Public Services	NNX13AA21D
8	C&R Technologies	C&R Technologies, Space Claim	NNX13AA31B
9	Altium	Designer	NNX13AA36D
10	IBM/eCIFM	TRIRIGA	NNX13AA58Z
11	3SL	3SL Cradle	NNX13AA62D
12	Exelis	ENVI, IDL	NNX13AA72Z
13	SAP/Carasoft	SAP BoBJ	NNX13AA78D
14	Triton	Liferay	NNX13AA85Z
15	Adobe/Carahsoft	Enterprise	NNX13AA89Z
16	IBM/Four Inc	Maximo, Rational, Cognos, SPSS, more	NNX14AA45Z
17	Autodesk/DLT Solutions	AutoCad	NNX14MC03Z
18	MathWorks	MATLAB	NNX14MC04B
19	Adobe/Affigent	Desktop (DT)	NNX14MC17D
20	PTC/PCMG	Windchill	NNX14MC26D
21	PTC/PCMG	CREO	NNX14MC27D
22	MSC-immixTechnologies	MSC	NNX14MC35D
23	Encore Analytics	Empower	NNX14MC52P
24	Mentor Graphics	Mentor Graphics Designer & Expedition	NNX14MC66Z
25	AGI	STK	NNX14MC68Z
26	COMSOL	Multiphysics	NNX14MC69Z
27	Mongo db/Carahsoft	Mongo db	NNX14MC74Z
28	CG Tech	Vericut	NNX14MC95B
29	U of W - Madison, SSEC	McIDAS	NNX14MD04B
30	QVIX Business Systems	QVIX	NNX14MD05P
31	TIBCO/ESC Gov	TIBCO	NNX14MD07D
32	Booz-Allen Hamilton	Polaris Argo	NNX14MD62B
33	RedHat/DLT Solutions	RHT SW Support & Service products, Linux	NNX14MD69Z
34	Dassault/Lyme Computer Systems	Solidworks	NNX14MD98Z
35	AINS Inc	FOIAXpress	NNX14ME08Z
36	Flexera/DLT Solutions	Flexnet	NNX14ME22Z
37	Wolfram	Mathmatica	NNX14ME61Z
38	Affigent/Oracle	Primavera	NNX14ME62D
39	Pointwise	Gridgen	NNX14ME73Z
40	Oracle/Affigent	Oracle	NNX15MC01D
41	Active Risk Manager	Active Risk Manager	NNX15MC02Z
42	CT Core Technologies Inc.	3D CAD data conversion software	NNX15MC49Z
43	LRP Publications	cyberFEDS	NNX15MC54D

Total of 43 Agreements

ELMT Portfolio Entry Points

STEP 1:

NASA Internal Request

ITAMs

Customer Request (Agency / Center / Program)

ELMT Website Form

ELMT Lesson's Learned

Software Publisher

ELMT

STEP 2:

Initial Market Research

Prioritization Against FY Plan

Obtain Formal Approval

STEP 3:

Acquisition Process

Contract Implementation & Administration

National Aeronautics and Space Administration

ELMT Portfolio
FY 15 New Activity

Asset	Type of Activity	Status
Standalone Orders	New	Ongoing
Altair HyperWorks	Candidate	In Process
Atlassian JIRA	Candidate	In Process
Dassault Abaqus	Candidate	In Process
EMC Documentum	Candidate	In Process
EnCase	Candidate	In Process
Hypersizer	Candidate	In Process
Intel	Candidate	In Process
JWPlayer	Candidate	In Process
Labview	Candidate	In Process
LSDNYA	Candidate	No Action at this time
Magic Draw	Candidate	In Process
Mandiant	Candidate	No Action at this time
McAfee	Candidate	In Process
Microsoft (excludes Office 365)	Candidate	In Process
SAP	Candidate	In Process
Siemens	Candidate	In Process
Splunk	Candidate	In Process
Symantec	Candidate	In Process
Trend Micro	Candidate	In Process
Trustwave	Candidate	In Process
VMware	Candidate	In Process
Zemax	Candidate	No Action at this time
Google Apps (Cloud)	**Candidate**	**No Action at this time**
Salesforce (Cloud)	**Candidate**	**No Action at this time**
ServiceNow (Cloud)	**Candidate**	**No Action at this time**

25 Candidate Agreements

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