

Integrated Technology Services

IAC SIG Meeting

2010 ITS Priorities

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General Services Administration
Federal Acquisition Service
Integrated Technology Service

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Agenda

Who we are and what we do

The Federal IT marketplace today

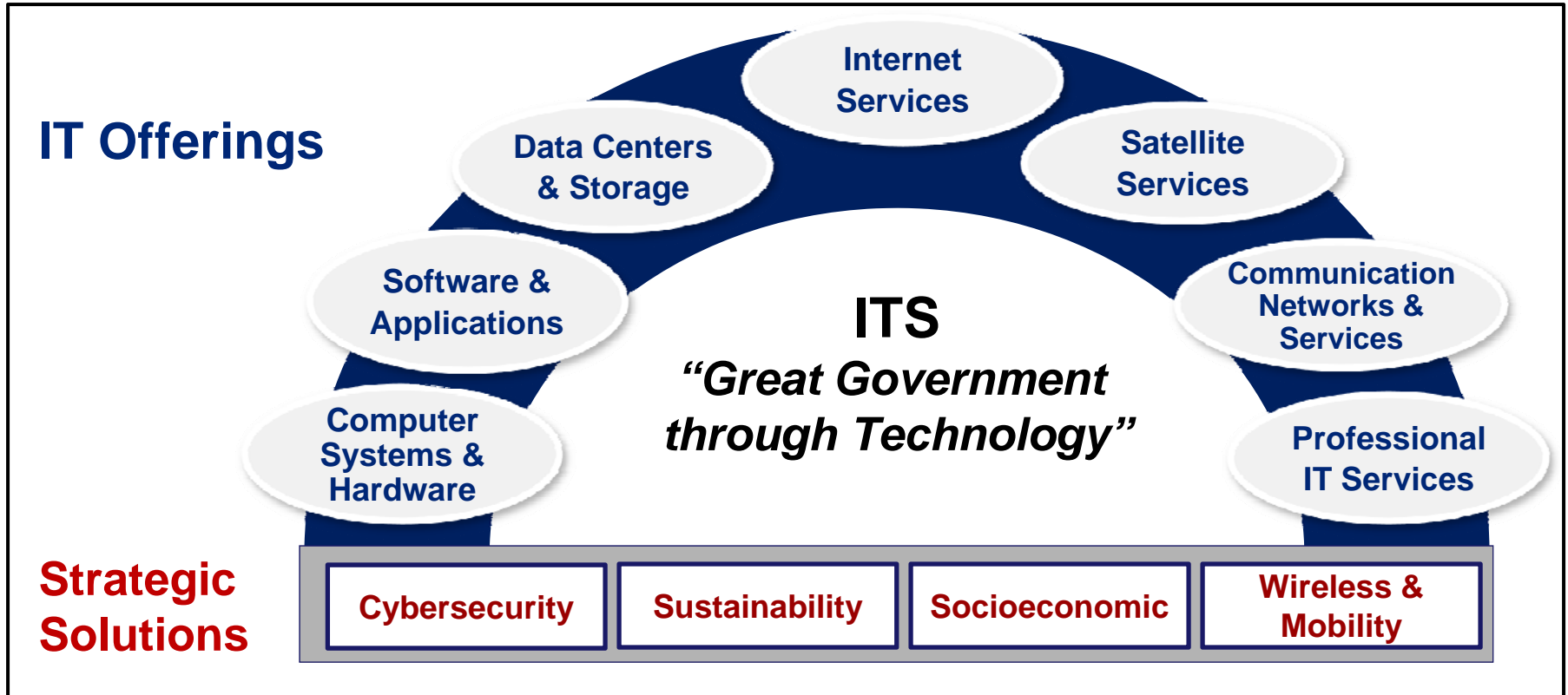
ITS' approach to the market

2010 ITS priorities

Q & A

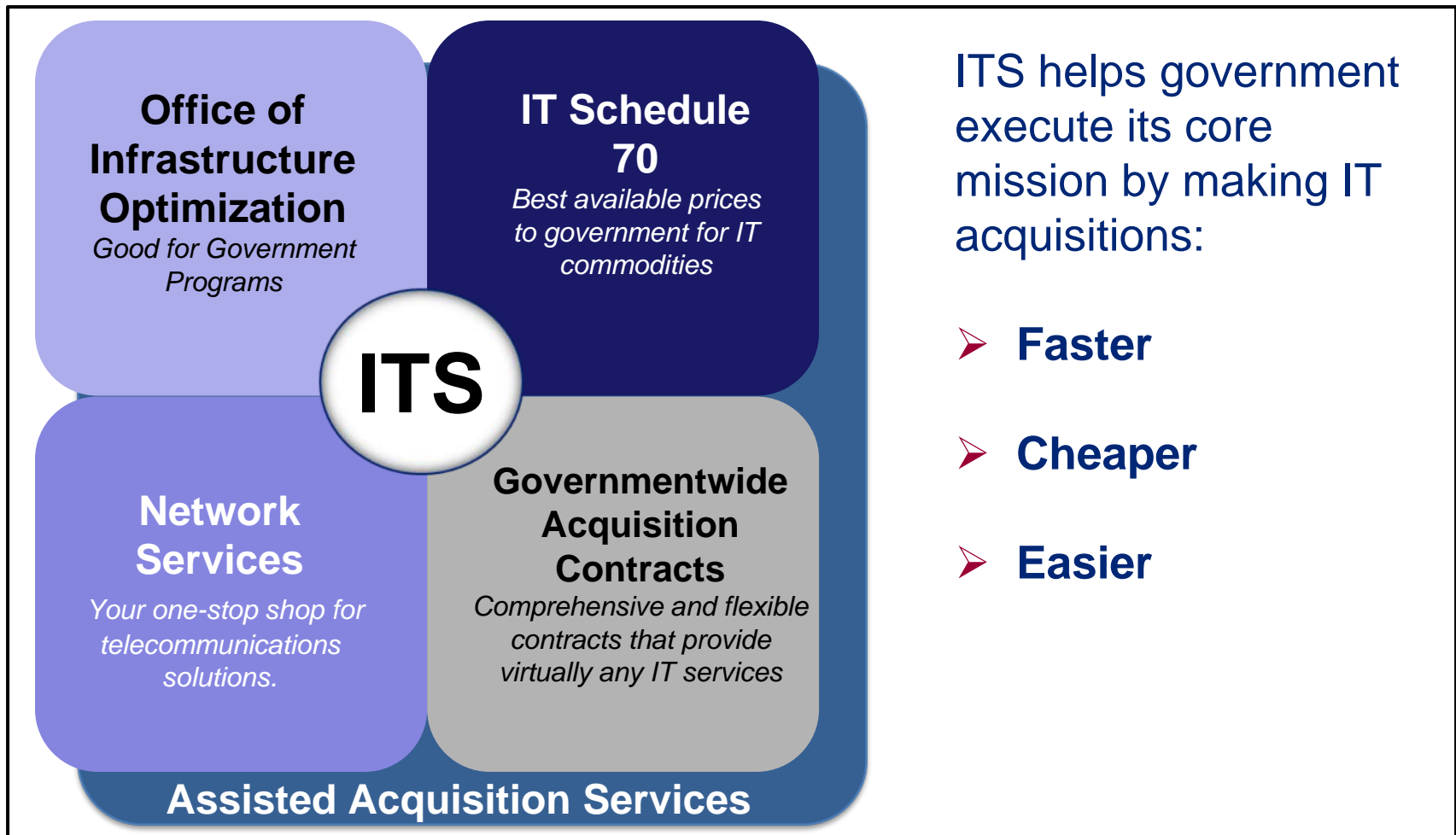
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ITS offers government access to the spectrum of IT products and services, and to strategic solutions that meet customer needs

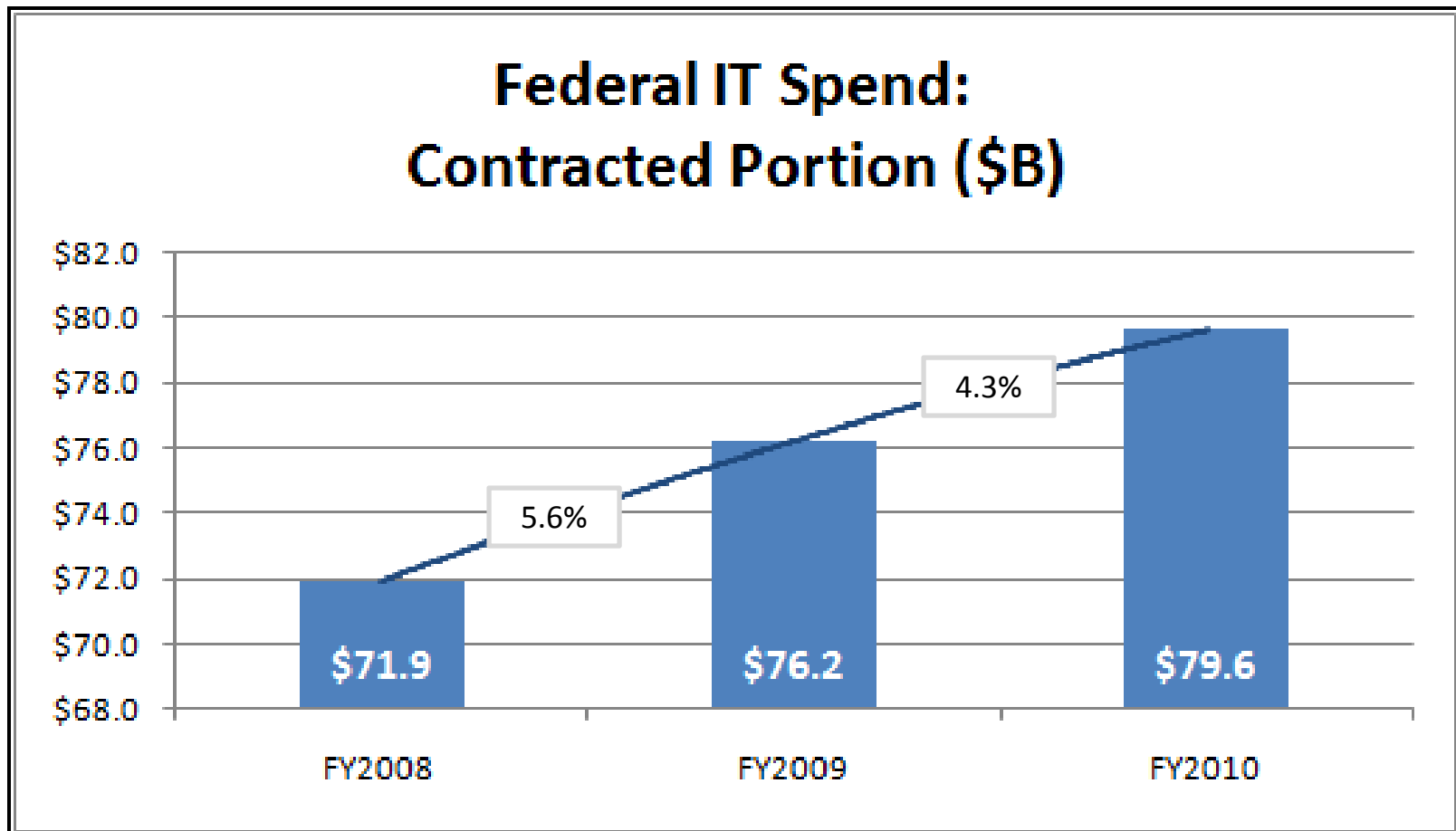


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ITS delivers products and services through four main channels



The Federal IT marketplace is colossal

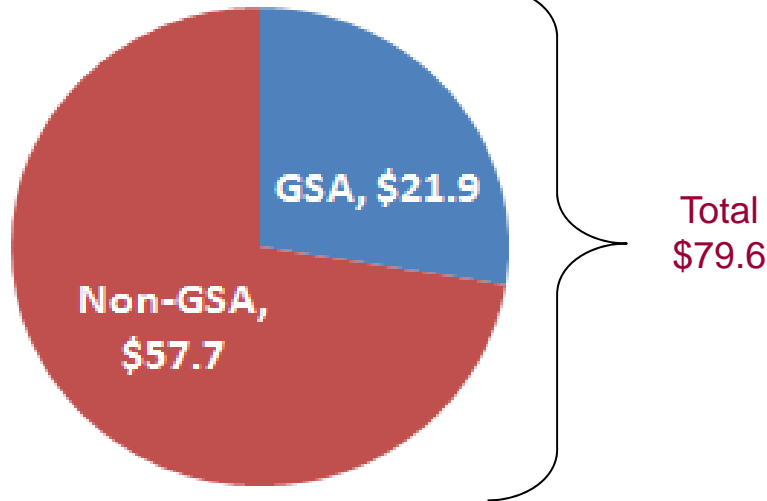


Source: INPUT Industry Analysis, "Federal IT Market Forecast, 2009-2014", June, 2009 and "Federal IT Market Forecast, 2008-2013", June, 2008.

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ITS' position within this marketplace provides us with a unique perspective

Contracted Portion of Federal IT Spend (\$B) FY2010



GSA IT Services	% of Spending*
Services	60%
Hardware	13%
Software	11%
Telecom and Satellite	8%
Wireless	3%
Other	5%

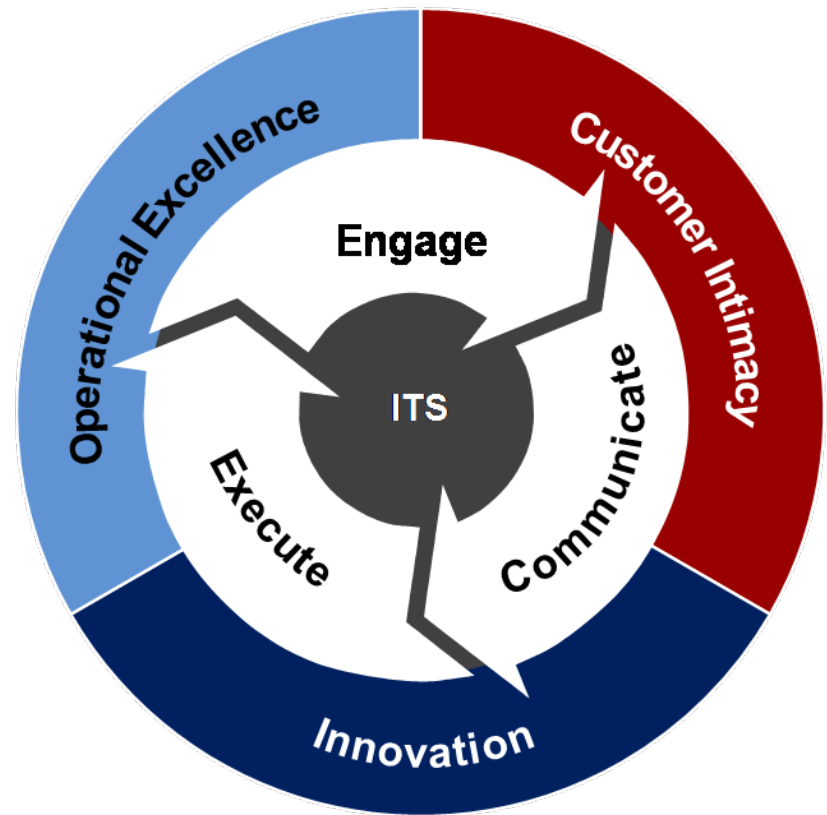
*Internal GSA-ITS estimate

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In 2010, I intend to focus on the following three themes:

To achieve customer intimacy, operational excellence and innovation, ITS is focused on...

1. **Executing** our core mission of providing “Great Government through Technology”
2. **Communicating** actively with our stakeholders
3. **Engaging** with our customers and industry partners





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We have already begun actively engaging to anticipate tomorrow's IT acquisition needs

Market Intelligence

- Market research on trends and developments
- Equipping our staff with **technical, acquisition** and **program** knowledge

Enhanced Communications

- My blog on gsa.gov
- Connecting with industry
- Social media
- Internal communications
- ITS Wiki

Customer Engagement

- Martha Johnson and "Customer Intimacy"
- Regular high-level meetings with customers
- COMSATCOM partnership
- Strategic sourcing

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Our existing contracts contain many future opportunities for industry

GWACs

- Alliant program that offers virtually anything IT
- Socioeconomic vehicles (8a STARS, VETS)

Network Services

- Transition that is picking up steam
- Provides the foundation for tomorrow's IT infrastructure

IT Schedule 70

- Great entry point into the marketplace
- The basis for vendors on the apps.gov platform

Strategic Sourcing

- SmartBUY program offering COTS across government
- HSPD-12, MTIPS, COMSATCOM

Opportunities for ITS and industry to work together to promote our existing contracts

Our client engagement efforts enable us to anticipate future demand drivers

Cybersecurity

- Compliance with activities under the Trusted Internet Connection (TIC)
- Implementation of Identity, Credential and Access Management (ICAM)

Sustainability

- Goal of 95% of all government contracts meeting sustainability requirements
- Pressure on agencies to reduce carbon footprint

Infrastructure Optimization

- Data center optimization (potential cost and sustainability advantages)
- Telecommunications management needs

Opportunities for industry and ITS to present solutions to agencies that meet their future requirements

ITS priorities in 2010 focus on engaging and communicating with our customers on new and innovative acquisition solutions

- Overall Networks Services program objectives
- Successfully delivering the Networx transition
- Launching CONNECTIONS II
- Launching COMSATCOM
- Communicating to customers our capabilities, not contracts



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Agencies look to Network Services to manage the delivery complexities of nationwide telecommunications

In 2010, Network Services program objectives include the following:

1 Invest in IT Infrastructure

- Robust platforms that all tenant agencies can use
- Easily reconfigurable to meet individual agency needs
- Segmented architecture to ensure privacy and security

2 Provide Managed IP-based Services

- Migrate legacy voice services to VoIP
- Foster the widespread use of broadband services among Federal Agencies

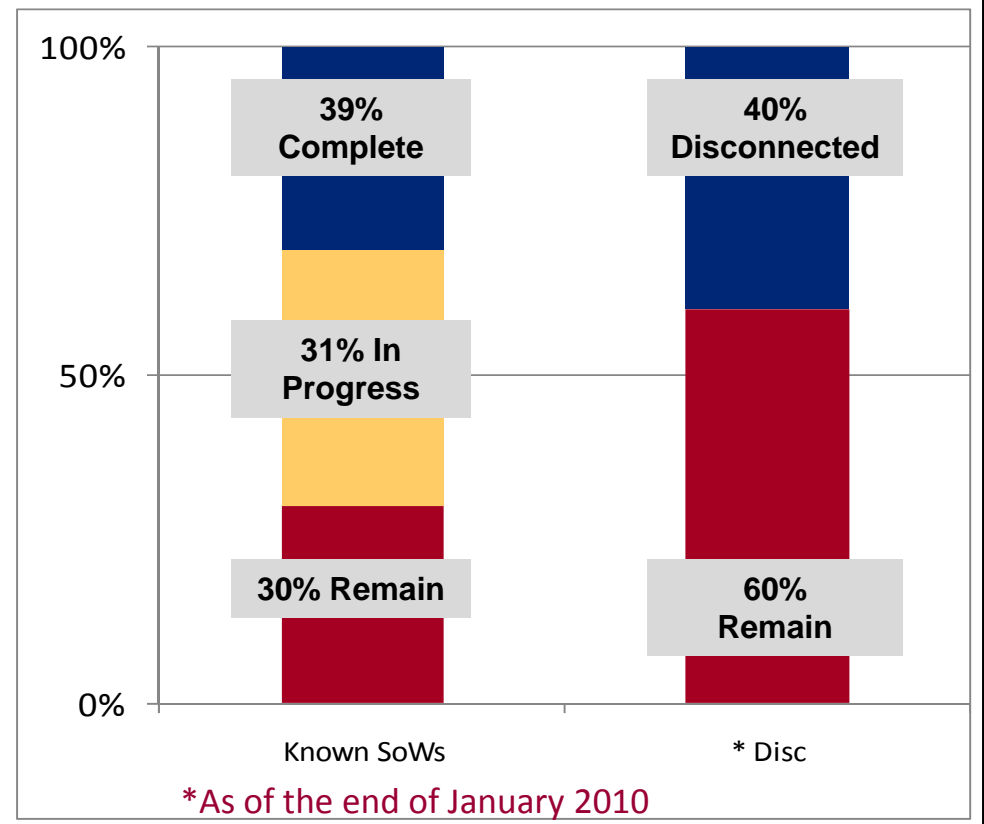
3 Offer Emerging IP Services

Allow Federal Agencies to rapidly adopt innovative technologies and services – whatever the future holds

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As the Networx transition moves forward, it will transform customers' operating environments

- The transition is picking up steam – “*Transition then Transform.*”
- Networx will provide best-in-class technology while building the back-bone for a sustainable operating infrastructure.
- OMB and White House support.





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With CONNECTIONS II, ITS joins together communications and supporting resources with convenience and value

What is CONNECTIONS II?

- Communications and Network solutions for Buildings, Campuses, Enterprises
- Multiple award, IDIQ contract
- Worldwide scope
- Professional and technical services, equipment
- Highly flexible - no project too big or small
- Award goal - fall 2010

What's new?

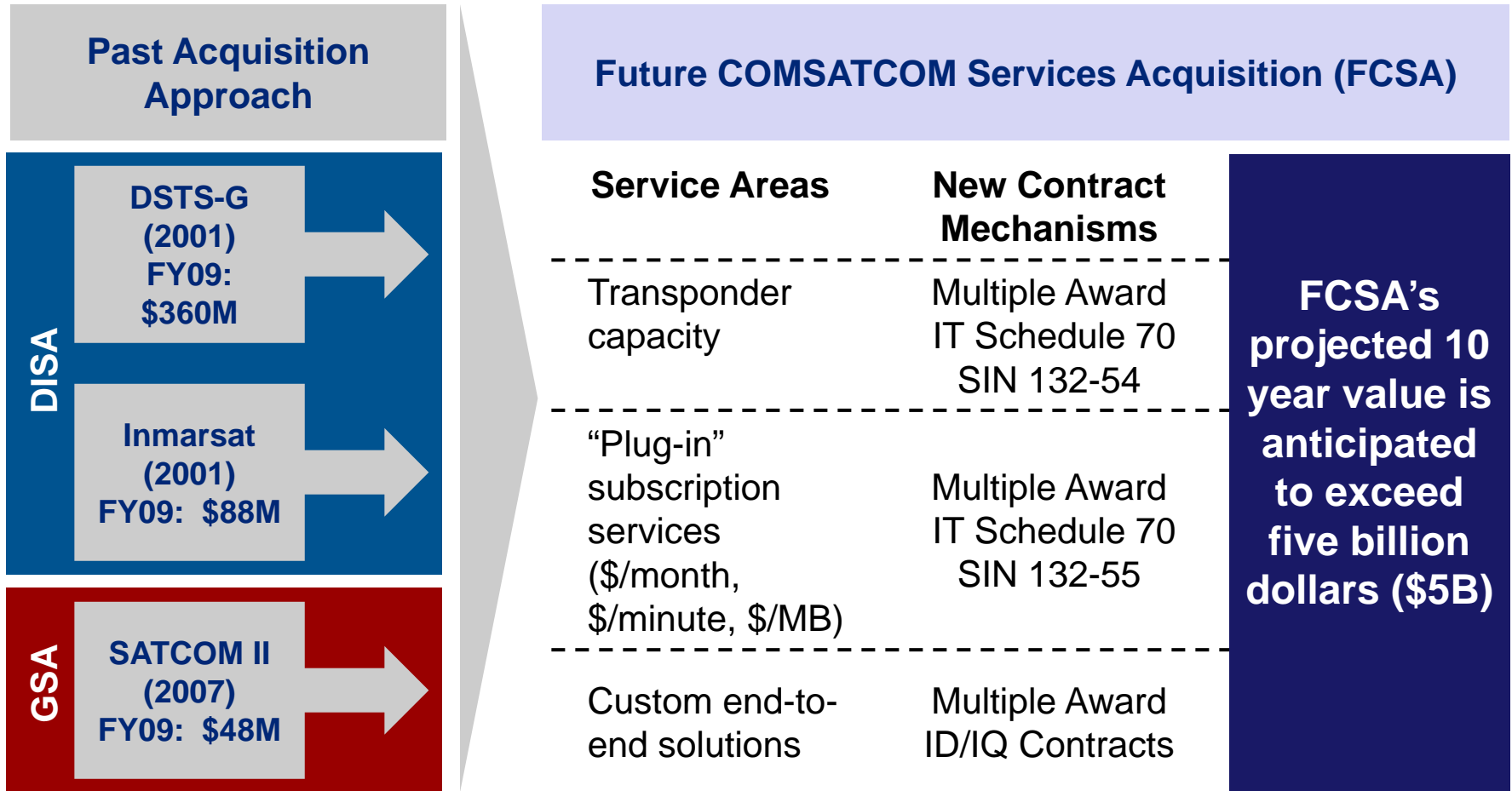
- Support for Enterprise Network Services
- Supply Chain Risk Management requirement
- Davis-Bacon & Service Contracting Act language
- Reduced equipment catalog for initial award
- Access to Secret, Top Secret & TS/SCI-cleared personnel

Value to customers

- Simplified competition process
- Provides access to a highly qualified, experienced industry partners
- No job is too big or too small
- Complements GSA Network Services contracts such as Networx

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ITS drives innovation through partnerships such as COMSATCOM with DISA



ITS is about capabilities, not contracts

As “Solutions Architects,” ITS will work with its customers to meet their acquisition needs based on capabilities:

- Telecommunications solutions
- IT solutions
- Data center solutions
- Cybersecurity solutions
- Green solutions
- Socioeconomic solutions

Questions?

For More Information Contact:

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Or visit:

➤ www.gsa.gov

➤ gsablogs.gsa.gov/technology