

# GSA'S ENTERPRISE INFRASTRUCTURE SOLUTIONS (EIS) CONTRACT WILL SERVE GOVERNMENT NETWORKING NEEDS FOR THE NEXT 15 YEARS

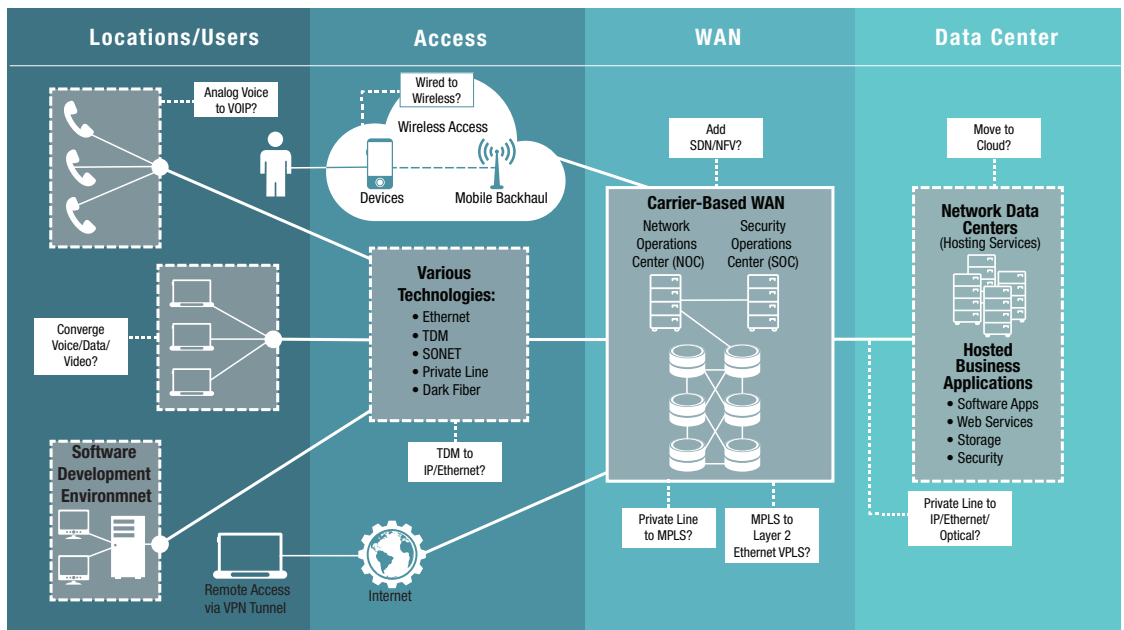
## IS YOUR AGENCY READY?

To take advantage of the power of the EIS program, agencies must master the details of its contracting approach, which does not mirror those of its predecessor programs. From its vendor-unique mixes of offerings and service availability, to its innovative pricing approaches, to its use of a formalized Task Order approach with delegation of procurement authority from GSA to the buying agency. EIS is "Not your father's GSA telecom contract". Is your agency ready to use EIS?

Element	Network	EIS	Impact
Services	40+ Mandatory	4 Mandatory	Less certainty of viable bidders for integrated enterprise solutions; may limit competition for your business
Labor	N/A	Optional	More solution flexibility, but potentially more complexity to manage
Equipment	Mandatory	Optional	May need/want to buy/manage equipment separately
Local Voice	N/A	Included	More complex transition with local voice lines moved/retired/transformed
Cloud/SDN	N/A	Optional	New opportunities to integrate/take advantage of visualization
Price Basis	FP and ICB CLINS	Adds: TUCS, PHubs, Catalogs	New pricing concepts and options add flexibility but require additional considerations/complexities for comparing and evaluating prices
Service Availability	Nationwide by Wire Center	Vendor-Specific	Many locations may not be pre-priced; incumbent vendors may not offer service at all of your locations, you will need to negotiate/evaluate
Order Basis	CLIN and TO	Structured TO	More control/flexibility but greater effort for evaluation/management
Transition	6 Year Actual	3 Year Planned	Greater scrutiny from oversight bodies; more pressure to meet timelines

## TRANSFORMATION WILL HAPPEN IN YOUR NETWORK. ARE YOU READY?

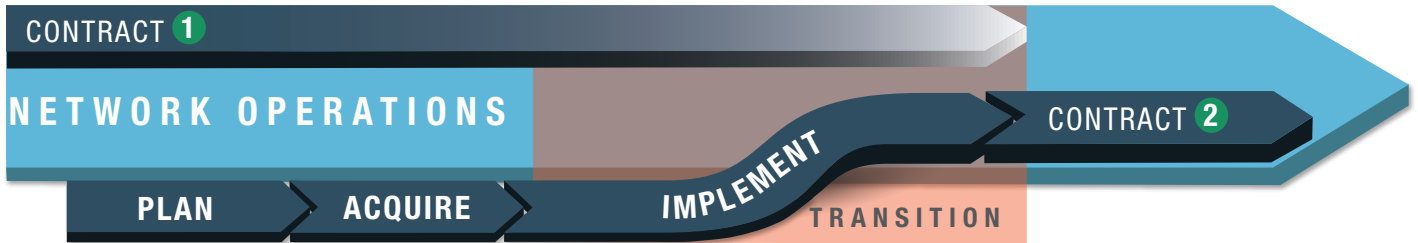
Compounding the complexity of transitioning to EIS is the ongoing evolution of telecommunications technologies and services. The commercial service provider networks are already transforming. There will be no "status quo" for current agency network solutions moving forward; they will transform as well. Do you know what that will mean for your network?



# TRANSITION FROM ONE CONTRACT TO ANOTHER CAN BE THE MOST DIFFICULT PERIOD FOR A GOVERNMENT NETWORK. NOBLIS CAN HELP NAVIGATE THE RISKS.

New aspects of the EIS program will ensure that there will be no simple “like-for-like” transitions this time around. The transition to EIS will remain inherently risky. Are you prepared to identify and mitigate the risks to your network and transition schedule?

No agency wants to face unwanted scrutiny from oversight bodies, to have churn in their acquisition process, or to have their transition delayed by a protest. Even more importantly, no agency wants to end up with a solution that doesn’t meet their mission needs, can’t evolve, or lacks the quality, availability, reliability and resilience they need.



## NOBLIS HAS THE RIGHT COMBINATION OF EXPERTISE, IMPARTIALITY, PROVEN PERFORMANCE, AND SOPHISTICATED TOOLS.

Agency network solutions have become more complex, and a wide range of expertise is needed to effectively define, architect, specify, acquire, implement, and manage them. Noblis provides the full range of capabilities needed to smooth agencies’ path to success in the transition to EIS and beyond, including:

- Technical expertise in legacy, current, and emerging telecom technologies and services
- Synergistic expertise in network and cloud virtualization, cybersecurity, economic analytics, and government acquisition
- Decades of impartial, conflict-free experience working “on the government’s side of the table” to support successful government networking and cloud solutions and programs
- Unmatched breadth of experience supporting GSA’s network services programs, currently including Networx, WITS3, FCSA, Connections II, FSSI Wireless, Mobility 2.0, and EIS
- Proven experience supporting complex network acquisitions and transitions for agencies such as FAA, DHS, DOJ, USDA, SSA, IRS, and others
- World-class acquisition support tools such as AcqTrak, AcqServe, and AcqCenter, that have been used to support billions of dollars in government acquisitions across multiple domains without a successful award protest
- Additional customized tools, templates, checklists and pricing databases tailored to government telecommunications planning and acquisition

