ZeroFox
DoD ESI BPA Reference Guide

Contract Vitals:

Contract Holder:	Carahsoft Technology Corp.
Contract Number:	N66001-24-A-0048
Period of Performance:	5/3/2024 - 7/14/2029
GSA Contract:	47QSWA18D008F | View GSA Contract Details >
Awarded Products:	Mirrors Carahsoft's OEM Offering on GSA Contract (47QSWA18D008F)
BPA Pricing:	ESI Catalog Discount from GSA = 3%
Ordering Guide:	https://www.esi.mil/Agreement?agreementID=180&resellerID=3

Note: All final pricing is negotiated "per Opportunity"

LICENSING CATEGORY	PORTFOLIO CATEGORY	PRODUCT LINE
Service Subscription	Adversary Disruption	Takedowns
Software Subscription	DRP Protected Assets	Protection
Services	External Attack Surface Management	External Attack Software Management
	Intelligence Services Technical Services	Intel Search; Intel Feeds On Watch Alert, On Demand Investigatio
	Managed Platform	Technical SME, Technical Account Manager,Project Manager, Consulting.
	Threat Intelligence	Identity & Fraud, Deep & Dark Web, Location, Network & Vulnerability, Botnet

Contractor / Vendor Information

CONTRACTS MANAGER

POC: Rob Trimber | *Contracts Manager*
Phone: 703-673-3577
Email: rob.trimber@carahsoft.com

Address + Remit To: Carahsoft Technology Corp.
11493 Sunset Hills Rd., Suite 100
Reston, VA 20190
(703) 871-8500

SALES CONTACTS (REQUEST A QUOTE)

POC: Maggie Manfredi
Phone: 703-230-7488
Email: maggie.manfredi@carahsoft.com

SALES CONTACTS (ALTERNATE)

POC: Andres Azcuna
Phone: (703) 230-7439
Email: andres.azcuna@carahsoft.com

CAGE: 1P3C5 **DUNS:** 08-836-5767 **TIN:** 52-2189693 **Business Size:** Other than Small

COMPREHENSIVE INFORMATION ON THIS CONTRACT INCLUDING ORDERING OFFICER RESPONSIBILITIES AND ORDERING PROCESS MAY BE FOUND IN THE "DOD ESI ORDERING GUIDE", AVAILABLE DIRECTLY THROUGH CARAHSOFT OR REFER TO WWW.ESI.MIL

ESI Program Office Points of Contact

CONTRACTING OFFICE

PROCURING CONTRACTING OFFICER (CPO)

POC: Becky Helm
Phone: 619-776-7223
Email: rebecca.l.helm2.civ@us.navy.mil

ALTERNATE POINT OF CONTACT

POC: Jorge Ocegueda
Phone: 858-898-7096
Email: jorge.l.ocegueda.civ@us.navy.mil

SOFTWARE PRODUCT MANAGER (SPM)

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POC: Jessica Huey
Phone: 619-244-5054
Email: jessica.d.huey.civ@us.navy.mil

ALTERNATE POINT OF CONTACT

POC: John Bojorquez
Phone: 619-518-9580
Email: john.j.bojorquez2.civ@us.navy.mil

AUTHORIZED DEALER	DEALER POC	PHONE	EMAIL	CAGE CODE	BUSINESS SIZE
Norseman	Becky Howard	(843) 696-0831	becky.howard@norseman.com	0WNZ6	
Merlin	Hannah Rowley	703-752-2928	hrowley@merlincyber.com	1XAZ0	
Iron Bow	Natalie Goffredo	844 482 7374	natalie.goffredo@ironbow.com	55RC1	
Asc3nd Technology	Sarn Bien-Aime	833-639-2285	sarn@asc3ndtech.com	1P2C5	
CMA Technology	Brittany Wilson	703-883-0728	Brittany.wilson@cmai.com	3HHD4	

Additional Information

ESI Value-Add:

1. The EA is open for ordering by the "DoD Departments and Agencies" on a world-wide basis. "Departments and Agencies" are defined by the 48 Code of Federal Regulations, Section 202.101. In addition, "DoD or Agencies" includes the Intelligence Community (IC) and the U.S. Coast Guard. For the purposes of this EA, a DoD component is defined as follows: The Office of the Secretary of Defense (OSD), the Military Departments, the Chairman of the Joint Chiefs of Staff, the Unified Combatant Commands, the Inspector General of the Department of Defense (DoD IG), the Defense Agencies, the DoD Field Activities, the U. S. Coast Guard, Intelligence Communities (IC) and Foreign Military Sales (FMS) with a Letter of Authorization. If this EA is co-branded with GSA and is an OMB Designated Best in Class vehicle, it is open to all United States Federal Agencies.
2. DFARS 208.74 requires authorized software buyers and requiring officials to review the DoD ESI website for DoD inventory or availability of an existing DoD ESI agreement before pursuing another acquisition method.
3. GSA-approved items may be added to a EA call/delivery order for quoting purposes and shall be clearly labeled on the Quote as "GSA". GSA items may be quoted without restriction, so long as they fall under the EA scope.
4. Open Market items (i.e. not in the EA catalog) may be added to a EA call/delivery order for quoting purposes and shall be clearly labeled on the Quote as "Open Market". The percentage of Open Market items sold to EA-approved items must follow the micro purchase threshold.

ESI General Ordering Process:

1. Customer looks for available offerings on ESI first before any other procurement vehicles;
2. Then, the customer adheres to their agency policies on whether they have to solicit competition for the opportunity amongst ESI contractors, or if they can justify a sole source
   - Note: if Carahsoft is the only contractor with the offerings on the BPA, they would purchase from us and it is justifiable.
3. Carahsoft will provide pricing and/or statement of work in response to the customer's requirement
4. Customer will evaluate proposal(s) and award after writing an ordering document with the respective agency KO.

DoD Components Authorized for ESI:

- Office of the Secretary of Defense (OSD)
- Military Components
- Chairman of the Joint Chiefs of Staff
- Unified Combatant Commands
- Inspector General of the Department of Defnese (DoD IG)
- Defense Agencies
- DoD Field Activities
- U.S. Coast Guard
- Intelligence Communities
- Foreign Military Sales (FMS) with a Letter of Authorization

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