# carahsoft.

## **DoD ESI BPA Reference Guide**



### **Contract Vitals:**

Contract Holder: Carahsoft Technology Corp.

**Contract Number:** 

**Period of Performance:** 10/27/20 - 07/14/2029

Awarded Products: Mirrors Carahsoft's OEM Offering on GSA Contract (47QSWA18D008F)

**BPA Pricing:** ESI Catalog Discount from GSA =

Ordering Guide:

Note: All final pricing is negotiated "per Opportunity"

LICENSING CATEGORY	PORTFOLIO CATEGORY	PRODUCT LINE
Hardware	NGFW, SD-WAN, ZTNA, Routers, Switches, Wireless Access Point, LTE/5G Extender, Central Management & Analytics, SOAR, SIEM, NAC, Application Delivery Controller, Mail Security, Web Application Security, Deception Security, Advanced Threat Protection, ICAM	FortiGate, FortiSwitch, FortiAP, FortiExtender, FortiManager, FortiAnalyzer, FortiSIEM, FortiNAC, FortiADC, FortiMail, FortiWeb, FortiDeceptor, FortiSandbox, FortiNDR, FortiAuthenticator
Software	Endpoint Protection, NGFW, SD- WAN, ZTNA, Routers, Central Management & Analytics, SOAR, NAC, Application Delivery Controller, Mail Security, Web Application Security, Deception Security, Advanced Threat Protection, ICAM	FortiClient, FortiClient-EMS, FortiGate-VM, FortiManager-VM, FortiAnalyzer-VM, FortiSOAR, FortiSIEM-VM, FortiNAC-VM, FortiADC-VM, FortiMail-VM, FortiWeb-VM, FortiDeceptor-VM, FortiSandbox-VM, FortiNDR-VM, FortiAuthenticator-VM
Service	Maintenance	ALL
Software Subscription	Central Management & Analytics, SOAR, SIEM	FortiManager-VM, FortiAnalyzer-VM, FortiSOAR, FortiSIEM
Professional Services	Installation, Training, On-site & Remote	Professional services daily

### Contractor / Vendor Information

#### **CONTRACTS MANAGER**

**POC:** Rob Trimber | Contracts Manager

**Phone:** (703) 673-3577

☑ Email: rob.trimber@carahsoft.com

Address + Carahsoft Technology Corp. 11493
Remit To: Sunset Hills Rd., Suite 100 Reston, VA

20190

(703) 871-8500

### **SALES CONTACTS (REQUEST A QUOTE)**

POC:

Phone:

### **SALES CONTACTS (ALTERNATE)**

POC:

**♦** Phone:

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

### **ESI Program Office Points of Contact**

### **CONTRACTING OFFICE SOFTWARE PRODUCT MANAGER (SPM)** PROCURING CONTRACTING OFFICER (CPO) **SOFTWARE PRODUCT MANAGER (SPM)** POC: POC: **♦** Phone: Phone: ALTERNATE POINT OF CONTACT ALTERNATE POINT OF CONTACT POC: POC: Phone: Phone:

AUTHORIZED DEALER	DEALER POC	PHONE	EMAIL	CAGE CODE	BUSINESS SIZE

### 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.
- 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.
- 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:**

- Customer looks for available offerings on ESI first before any other procurement vehicles;
- 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.
- Carahsoft will provide pricing and/or statement of work in response to the customer's requirement
- 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