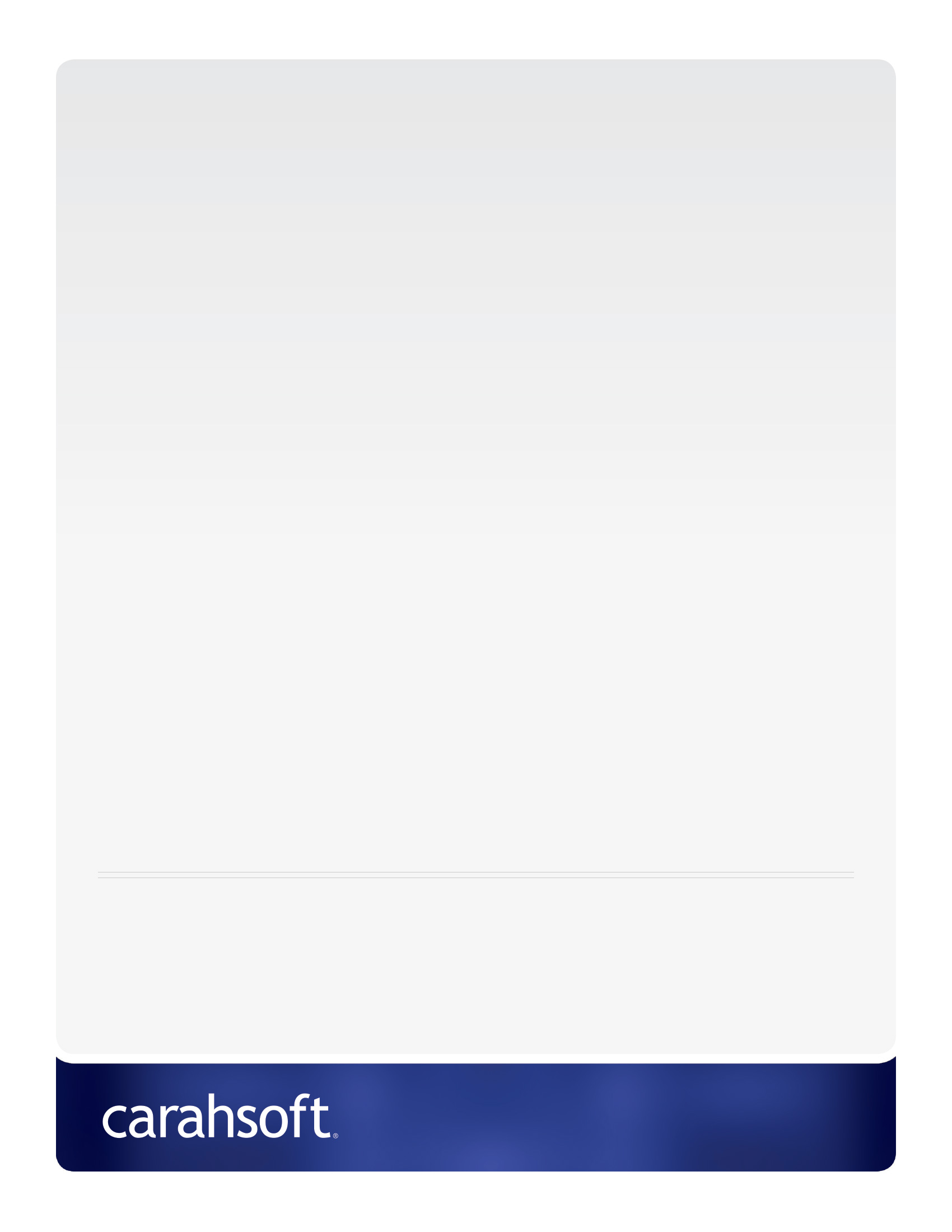
http://www.dlt.com/sites/default/files/logos/veritas.png****

**Friday october 13, 2017**

Carahsoft’s Proposal to the **General Services Administration** for Veritas Enterprise Data Management Category Management Offering

**Veritas Enterprise Data Management Offering for GSA Category Management**

**NOTICE OF CONFIDENTIALITY**

This proposal includes data that should not be disclosed outside the Government and shall not be duplicated, used, or disclosed – whole or in part – for any purpose other than evaluation.

Carahsoft Technology CorP.

1860 Michael Faraday Drive, Suite 100

Reston, Virginia 20190

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DUNS: 088365767 | CAGE: IP3C5

**Solutions Provided By:**

**July 20, 2017**

Mr. John Radziszewski

IT Products Manager/Software Category Manager

Information Technology Category

General Services Administration

Federal Acquisition Service

1800 F Street, NW

Washington, DC 20405-0001

**Re: Carahsoft’s Category Management Offering to the General Services Administration for Veritas Enterprise Data Management Solutions**

Dear Mr. Radziszewski,

Carahsoft Technology Corp. is pleased to provide the General Services Administration (GSA) with the Veritas Enterprise Data Management Category Management Offering. The Veritas Enterprise Data Management Category Management Offering addresses the Data Center Optimization Initiative (DCOI), Managing Government Records Directive, the Freedom of Information Act (FOIA) of 2016, and Category Management policy requirements, among other recent government initiatives.

Carahsoft is submitting this proposal as the IT Schedule 70 GSA Contract holder (GS-35F-0119Y) and Master GSA Schedule holder for Veritas. As a top ranked GSA Schedule holder, Carahsoft has delivered best value solutions to our government clients for over 12 years, including the GSA.

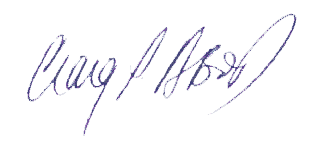
Working with Carahsoft and our extensive network of Veritas solution partners, the Federal Government will receive the following benefits:

* Streamlined acquisition of pre-vetted Veritas best-in-class software and services
* Substantial cost avoidance and cost savings
* Reduced administrative efforts by eliminating repetitive contracts, individual orders and payments
* Access to Small Business, HUBZone Business, Service-Disabled Veteran-Owned Business,
* Disadvantaged Business, and Women-Owned Business that are Carahsoft Authorized Dealers
* Streamlined ordering procedures for quick turnaround times
* Consolidated period of performance for agencies

Please feel free to contact me directly at 703.871.8501/[Craig.Abod@carahsoft.com](mailto:Craig.Abod@carahsoft.com) with any questions or communications about our proposed offering.

Thank you for your time and consideration.

Sincerely,



Craig Abod

President, Carahsoft Technology Corp.

**NOTICE**

*This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed – in whole or in part – for any purpose other than evaluation. If, however, a contract is awarded to this Offeror as a result of – or in connection with – the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government’s right to use information contained in this data if it is obtained from another source without restriction. The entire volume is subject to this restriction.*

**Table of Contents**

[Executive Summary 1](#_Toc495672077)

[Veritas Category Management Offering 3](#_Toc495672078)

[Solution 1: Data Insight 3](#_Toc495672079)

[Solution 2: E-Discovery/Clearwell 3](#_Toc495672080)

[Solution 3: InfoScale 4](#_Toc495672081)

[Solution 4: Enterprise Vault 247 solution (Cloud hosted offering) 4](#_Toc495672082)

[Solution 5: 360 data management solution 5](#_Toc495672083)

[Pricing Summary 8](#_Toc495672084)

[Solution Provider: Veritas Technologies 11](#_Toc495672085)

[In Summary 13](#_Toc495672086)

[References 14](#_Toc495672087)

[Appendix 15](#_Toc495672088)

# Executive Summary

Agencies are continually being asked to do more with less yet be innovative, modernize legacy systems and move their IT infrastructure and data to the cloud. OFPP and GSA’s category management guidance will direct the agencies towards maximizing the technology spend and selecting market leading vendors at the best price. To further optimize the technology spend across agencies, OMB and OFPP are recommending cross-agency shared services as a means of maximizing taxpayer dollars and IT investments for similar agency services. The shared services model will also provide more of a consumption-based model of buying services for the agencies as opposed to a perpetual license model which primarily exists today in software procurement.

Veritas would like to assist GSA and its agency customers in streamlining their acquisition of information management products and services by using an enterprise licensing agreement (ELA), developed in collaboration with GSA. The agreement provides the buyer with pre-vetted and easy access to Veritas software capability that will provide scalable and secure information management to the agency. Additionally, the modification will assist the agency in its asset management of software spend and licensing, ensure consistency in pricing, and allow for more efficient budgeting throughout the program lifecycle.

Veritas Technologies are leveraged by our customers to assist in meeting federal policy mandates and initiatives including the following:

1. Data Center Optimization Initiative (DCOI)
2. Managing Government Records Directive
3. FOIA Improvement Act of 2016
4. Cloud Migration, Management, & High Availability
5. Disaster Recovery / COOP (RTO, RPO)
6. Big Data / Open Data / DATA Act
7. FOIA Requests / Congressional Inquiries
8. Data and Information Governance
9. FITARA
10. OMB Software Memo

As the industry leader in Information Management technologies, Veritas brings the following expertise to the Federal government:



The Federal government leverages Veritas Technologies to provide the following benefits to their mission requirements:

1. **Unprecedented Visibility and Control**

* See the “Where”, Who” and “What” of all your data, with ability control via policy in realtime
* More efficient feeds into Big Data/Analytics projects from overnight backups/discovery

1. **Business Agility and Competitive Advantage**

* Quickly locate the 5% ‘target rich’ information for faster, more informed decisions
* Enable greater collaboration and productivity across/between organizations

1. **Minimized Exposure to Legal and Security Risks**

* Resilience to security threats, rapid safe recovery, policy based access controls, compliance
* Archive ‘safe’ information to minimize discovery risk

1. **Dramatically Lower Operational Costs**

* Efficient storage management, retain useful data, delete ‘dark data’ & redundant copies
* Lower IT TCO from platform approach vs managing multiple silos/point technologies

Veritas has selected five product lines to include in this ELA application which directly address mandated activities for the agencies by current policies and directives. The selected products are:

1. Data Insight (*Datasheet:* [Data Insight](https://www.veritas.com/content/dam/Veritas/docs/data-sheets/ds-veritas-data-insight-5-0-en.pdf))

The Data Insight solution allows federal agencies to meet the following federal mandates including:

* Data Center Optimization Initiative (DCOI)
* Managing Government Records Directive
* FOIA Improvement Act of 2016.
* FITARA
* OMB Software Memo

1. E-Discovery/Clearwell (*Datasheet:*[eDiscovery](https://www.veritas.com/content/dam/Veritas/docs/data-sheets/21198625_GA_ENT_DS-Veritas-eDiscovery-Platform_EN.pdf))

Leveraging the Veritas eDiscovery Platform allows federal agencies to meet the following federal Mandates:

* Data Center Optimization Initiative (DCOI)
* Managing Government Records Directive
* FOIA Improvement Act of 2016
* FITARA

1. InfoScale (*Datasheet:*[InfoScale](https://www.veritas.com/product/storage-management/infoscale-enterprise/resources.html))

InfoScale is a critical tool for agencies to meet the requirements of mandates such as:

* Data Center Optimization Initiative (DCOI)
* Cloud Migration, Management, & High Availability
* Disaster Recovery / COOP (RTO, RPO)
* Big Data / Open Data / DATA Act
* Data and Information Governance
* FITARA  
  OMB Software Memo

1. EV247 (*News Releaset:* [EV247](https://www.veritas.com/news-releases/2016-10-25-veritas-introduces-fedramp-saas-compliant-cloud-solutions-for-archiving-and-ediscovery))

The EV247 solution allows federal agencies to meet the following federal mandates including:

* Data Center Optimization Initiative (DCOI)
* Managing Government Records Directive
* FOIA Improvement Act of 2016
* Presidential Directive on Electronic Records Management “Capstone”
* FOIA Requests / Congressional Inquiries
* Information Governance
* FITARA  
  OMB Software Memo

1. 360 Data Management (*Brochure:* [Veritas Information Governance)](https://www.veritas.com/content/dam/Veritas/docs/brochures/GA_EB-Veritas-Information-Governance-Solution-Brochure-EN.pdf)

The 360 Data Management solution allows federal agencies to meet the following federal mandates including:

* Data Center Optimization Initiative (DCOI)
* Managing Government Records Directive
* FOIA Improvement Act of 2016
* Cloud Migration, Management, & High Availability
* Disaster Recovery / COOP (RTO, RPO)
* Big Data / Open Data / DATA Act
* Presidential Directive on Electronic Records Management “Capstone”
* FOIA Requests / Congressional Inquiries
* End to End Information Management

Information Governance

* FITARA  
  OMB Software Memo

# Veritas Category Management Offering

## Solution 1: Data Insight

Veritas Data Insight helps organizations improve unstructured data governance (emails, file shares, sharepoint, texts) to reduce costs, reduce risk and achieve compliance through actionable intelligence into data ownership, usage and access controls. The reporting, analytics and visualization capabilities in Data Insight give organizations an understanding of what data exists, how it is being used, who owns it and who has access to it. Data Insight allows agencies to:

* Automate governance through workflows and customization
* Drive efficiencies and cost savings in an unstructured data environment
* Maintain regulatory compliance for information access, use and retention
* Protect confidential information from unauthorized use and exposure.

## Solution 2: E-Discovery/Clearwell

The Veritas eDiscovery Platform is the leading enterprise eDiscovery solution that enables enterprises, governments, and law firms to manage legal, regulatory, and investigative matters using a single application. The Veritas eDiscovery Platform was purpose-built for eDiscovery, making it easy for organizations to defensibly solve real-world challenges across the entire eDiscovery lifecycle from legal hold and collections through analysis, review, and production. Veritas eDiscovery Platform can be rapidly deployed in-house or hosted by a certified service provider. The Veritas eDiscovery Platform provides the following automated capabilities that allow Federal customers to search their unstructured data to meet Congressional, Department, and Agency eDiscovery requirements:

* Legal Hold Identification and Collection
* Processing
* Search and Analysis
* Review
* Production
* Case Management and Reporting

## Solution 3: InfoScale

InfoScale Enterprise helps federal IT teams realize ever more reliable operations and better protected information and applications across physical and virtual infrastructures.

With enterprise-class resiliency and software-defined storage features for critical services across data center infrastructures, InfoScale Enterprise ensures that IT operations perform at their highest levels.

InfoScale Enterprise includes high-availability and disaster-recovery capabilities critical to the federal government—including individual databases, custom applications, and complex multitier applications—across physical and virtual environments and over any distance.

Intelligent monitoring for applications and infrastructure detects possible risks to availability and automatically recovers applications when needed. Site outages are automatically detected and application recovery to a disaster-recovery site is initiated automatically or on your call. With built-in testing to proactively detect and report potential problems before they have an impact on IT services, InfoScale Enterprise helps minimize unwanted downtime of your critical business services.

InfoScale solutions include:

* InfoScale Enterprise – *World-class availability meets world-class storage management*
* InfoScale Availability – *Keeps information available and systems running*
* InfoScale Storage – *The comprehensive software-defined storage solution*
* InfoScale Foundation – *Basic storage management*
* InfoScale Operations Manager – *Maximize benefits, not costs*

## Solution 4: Enterprise Vault 247 solution (Cloud hosted offering)

As the 2016 - 2019 ‘Managing Government Records’ directive gets closer, Federal Agencies are at a critical turning point for the management of records. Having a records management strategy for your Agency is more important than ever for protecting records, ensuring compliance and building a digital Government.

EV247 securely hosts Enterprise Vault, the market-leading archiving solution, as a FedRAMP authorized,

SaaS cloud service.

The first step in meeting the federal directive is to enforce user-based retention where permanent records are based solely on the user’s role within the agency. The Capstone approach recommends that the following people be classified as permanent accounts and all content retained by default:

* Officials at the higher levels of agencies or component organizations
* Staff members in positions that regularly create or receive email presumed to be of permanent value
* Anyone else who creates or receives email of permanent value

NARA recommends that agencies consult the United States Government Policy and Supporting Positions (Plum Book), U.S. Government Manual, and other sources when assigning permanent account status. All

records created by “Permanent Accounts” should be captured by default however this default disposition can be changed based on automatic or end-user based classification if desired.

Veritas Enterprise Vault supports assigning a “Record Type” for email based on users and groups. For email, provisioning groups can be configured with an associated default retention schedule and record type.

Veritas Enterprise Vault also supports capture of file content based on the “permanent account” ownership. For file servers, this may be performed based on file location (e.g. Home drives belonging to each user), by determining ownership on shared drives via Veritas Data Insight (see “Discovering what you have and determining ownership” section) and by leveraging metadata values (Created By, Modified By) in SharePoint.

The EV247 solution combines Best-of-Breed Service and Technology to provide:

* 99.9% guaranteed\* availability
* 100% FedRAMP authorized, SaaS cloud service
* First cloud archive to meet Capstone requirements
* 40% overall cost reduction possible in systems management fees
* 24/7/365 support helpline
* 17 years of expertise in Information Governance

## Solution 5: 360 data management solution

The ability to transform your data into a strategic business asset starts with providing three core capabilities that address the challenges of end to end data management

* Insight: Visibility is a pre-requisite to identifying and classifying the huge volumes of files being stored, to informing decisions regarding retention and compliance, reducing risk and managing storage more efficiently.
* Availability: The ability to reliably move and orchestrate workloads across a heterogeneous IT landscape, including multiple clouds - is necessary to maintaining business resiliency and cost effective on-demand access to apps and data under changing conditions.
* Protection: The IT environment must be reliably preserved to ensure it is always safe, intact and accessible with no service disruption; this demands scalable, fast and efficient backup & recovery of any environment (virtual, physical, open source or cloud) without disruption.****

In order to achieve the breakthroughs required, these capabilities need to be applied across the entire IT landscape in a scalable, consistent and manageable manner rather than in silos with isolated effect.

This means adopting a software-based approach, with the ability to span across many different environments regardless of the underlying infrastructure, and to apply policies centrally rather than multiple separate points.

But given increasingly high expectations from the business, it is no longer enough simply to provide these three capabilities independently – even if they are state of the art solutions. It is necessary to integrate these capabilities to further reduce complexity, streamline operations, and find synergies that otherwise are not achievable.

REMOVING THE BARRIERS WITH VERITAS 360 DATA MANAGEMENT™

A 360 approach to enterprise data management brings a fourth element to the equation: convergence between the key capabilities of insight, availability and protection into combined solutions that offer greater business value. For example:

* Visibility and control: Quickly obtain visibility of your data and take action from a single aggregate viewpoint, to inform business decisions, align protection policies, delete unwanted data or copies, and predict future resource needs.
* End to end resiliency: Go further than backup and disaster recovery as separate procedures by proactively moving apps and their associated data intelligently via orchestration and automation as needed to meet uptime or capacity demands.
* Optimization of resources: Allocate infrastructure resources correctly the first time, without under- or over-provisioning, and streamline the provisioning process by providing self-service data access and the ability to proactively handle peaks in demand.

THE VERITAS APPROACH TO 360 DATA MANAGEMENT

Veritas provides enterprise data management to tens of thousands of global customers with an award-winning portfolio of insight, availability and protection solutions. These solutions can confidently be adopted as needed to meet your data management needs, and are backed by world-class support and services. Now, Veritas is building on this proven foundation to pioneer 360 data management, with integrated solutions that offer much greater simplicity, consistency and operational efficiency. Importantly, these solutions all leverage our market leading Veritas NetBackup™ product family, extending its reach from backup and recovery for cloud, virtual and physical environments to become a foundational platform for unified data protection. Customers can leverage their existing NetBackup as the foundation for 360 Data Management or purchase new NetBackup licenses with three new integrated solutions packaged into a single offering:

1. Global Data Visibility. With direct integration between NetBackup and Veritas Information Map you can:

* Transform your existing backup data into actionable intelligence:
* Optimize your storage resources by gaining rapid visibility into your data environment from the NetBackup catalog, to inform decisions to delete, archive or move files to the public cloud without requiring separate steps or lengthy processes to analyze and extract the metadata.
* Match policies to data value: Guard against under- or over-protection that can increase complexity and cost, by assigning the appropriate data lifecycle policy to the backup process based on deeper understanding/visibility of the data vs assumption or trial and error.
* Forecast future demands: With data growing at an average of 39% per year, you need the ability to identify capacity needs and confidently plan for data and application migration, and to understand precisely which data can be moved to public cloud services safely.

1. Predictable, Integrated Resiliency. With direct integration between NetBackup and the Veritas Resiliency Platform (VRP), you can:

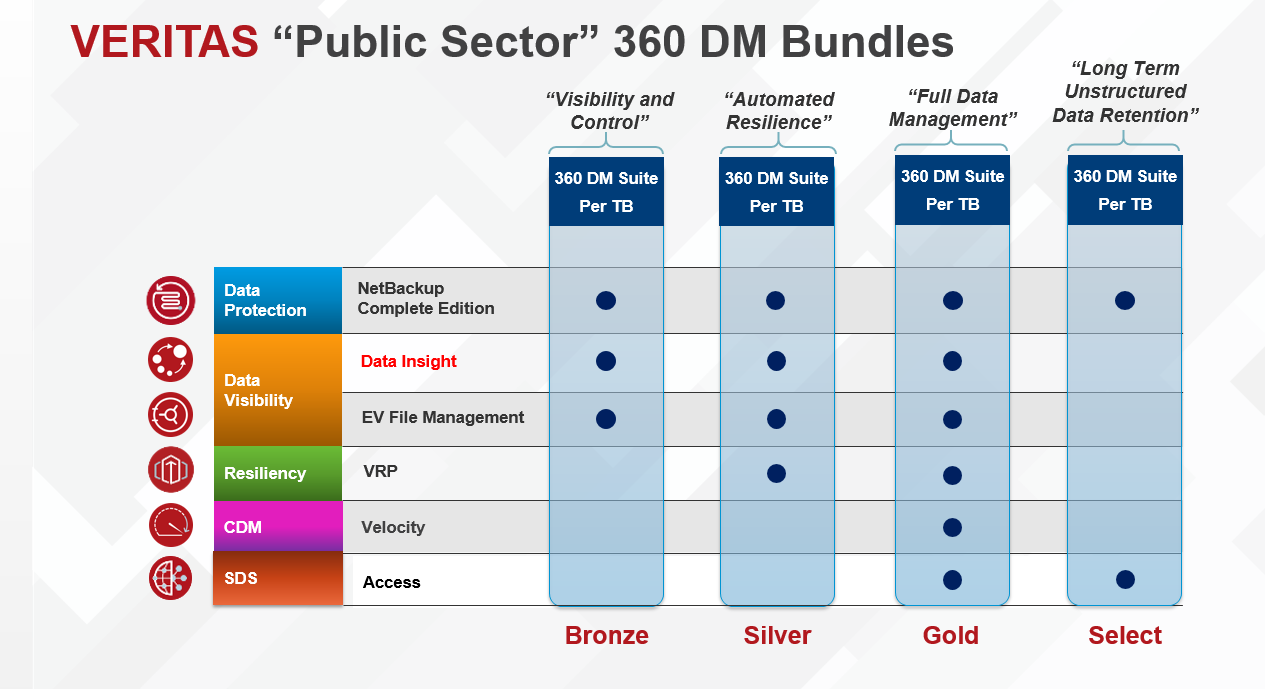
* Enable predicable application recovery: Orchestrate complex application recoveries with a single click, regardless of the underlying infrastructure, by automating both the recovery procedures of multi-tier applications in the desired order.
* Ensure disaster recovery readiness: Execute single-click, non-disruptive NetBackup recovery rehearsals at any time to help ensure proactive/predictive Disaster Recovery assurance or compliance to internal or external business continuity mandates or regulations.
* Achieve any service level: Centrally manage and monitor application resiliency for all service level objectives – from RTOs and RPOs in hours to seconds or minutes, with visibility and control of data availability. Service objective templates allow for simple management across both backup and replication as data transport layers.

1. Integrated Copy Data Management. With direct integration between NetBackup and Veritas Velocity™ you can:

* Reduce storage by 60%: By provisioning virtual copies on demand from your NetBackup environment, you eliminate the separate processes to create, store and manage physical copies, while also streamlining the backup window and improving service levels.
* Provide rapid and secure data access: Improve agility by making data available to test and development teams, service analytics and reporting requests when and how they need it, all while safeguarding sensitive data.
* Simplify your infrastructure: As Velocity integrates seamlessly with NetBackup, infrastructure silos are minimized without a disruptive rip-and-replace or re-architecture of your backup.

The 360 Data Management solution provides the following Customer Value:

* Unified, simple, and attractive license model (licensed per TB)
* Gives customers the tools to modernize their data management methodology
* Attractive to customers that buy-in to the importance of enterprise data management
* Leverage backup investments to bring greater value to the business
* Offers more strategic value to the IT executive (backup & recovery is typically not seen as strategic)
* Offers better value than individual Veritas products purchased separately
* Simplifies license compliance and makes it easier to plan for future capacity



## Pricing Summary

Veritas Enterprise Data Management empowers government departments, on the federal and local level, to combine key capabilities from a family of solutions that reduces complexity, streamlines operations, and empowers agencies to recognize enormous business value.

With Veritas Enterprise Data Management solutions, federal agencies can have the insight and availability they need to understand what information they have, know how to keep it protected, and realize what they should delete. This leads to the best possible return on information (ROI): the ability to gain better visibility and insight into unstructured data and to control, store, and protect citizen information.

**Enterprise Data Management Solutions**

**SOLUTIONS**

Carahsoft would like to provide the Veritas Category Management Offering for the following Veritas Enterprise Data Management solutions through the GSA Schedule at the following discount options.

|  |  |
| --- | --- |
| **Product Family** | **Description/Business Value** |
| **360 DATA MANAGEMENT** | Veritas 360 Data Management offerings provide data visibility, compliance readiness, business continuity, data protection and recoverability, while maintaining data/workload portability and storage optimization  All product SW/HW components are included  \*See Bundle Information on page |
| **DATA INSIGHT** | Veritas Data Insight helps organizations improve unstructured data governance to reduce costs, reduce risk, and achieve compliance through actionable intelligence into data ownership, usage, and access controls  All product SW components |
| **EDISCOVERY** | From ECA and keywords to concepts and TAR, Veritas’ eDiscovery Platform provides the ultimate analysis toolkit for isolating potentially relevant items, revealing context, and prioritizing what’s most important  8100/8200 APPLIANCES, Collector SW all included in offer. |
| **EV 247** | EV 247 frees customers from the overheads of owning, running, or managing email and file archives by leveraging Microsoft Azure cloud platforms, powered by the world’s leading archiving technology. This is a cloud platform, software archiving solution, and managed service all in one  All product SW components, cloud storage, and management fees are included in offer |
| **INFOSCALE** | Veritas InfoScale minimizes downtime by providing high availability and disaster recovery over any distance for your critical business services, including individual databases, custom applications, and complex multitier applications across physical and virtual environments  All product SW components included in offer. |

|  |  |  |  |
| --- | --- | --- | --- |
| Enterprise Data Management Platform – Aggregate Agency Spend with Initial Enterprise Support and Service Option from Below | **Discount Level 1 >$3M Annual Spend\*** | **Discount Level 2 >$8M Annual Spend\*** | **Discount Level 3**  **>$15M Annual Spend\*** |
| 2% | 5% | 10% |

One of the following Veritas Consulting Services are strongly recommended with the purchase of each product family listed above. The Service Descriptions and recommended number of hours per family is listed below:

|  |  |  |
| --- | --- | --- |
| **Service Option** | **Service Personnel** | **Service Description** |
| 1 | Business Critical Services Assist (BCS) –  Proactive Product Account Management | Business Critical Services (BCS) Assist. Provides a designated, accountable Business Critical Coordinator (BCC) to oversee, support delivery, and assist with case management and escalations during local business hours for rapid response, priority queuing, helps ensure preventable issues don’t recur (through quarterly reporting), and that solutions and recommendations are documented for future reference. |
| 2 | Remote Product Specialist (RPS) - On-Call, Dedicated Specialist | Remote Product Specialists (RPS). Get your mission critical application up and running as quickly as possible in the event of an issue or an unplanned outage. Includes an assigned, advanced level product expert to personalize your support experience and ensure priority call queuing. |
| 3 | On-Site Business Critical Engineer (BCE) -  On-Site Resource | A Business Critical Engineer (BCE). Optimizes the Veritas environment. The BCE can minimize downtime by identifying potential issues before they impact performance and help optimize solutions so that each product feature is used fully to maximize the value from your software investment |

**Services Recommended Minimum by Discount Level**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  | **Recommended Service Options** | | |
| **Aggregate Revenue for Agency** | **Services Discount Level** | **BCS** | **RPS** | **BCE Consultant**  **FTE = 2040 hrs** |
| $0 - $8M | Discount Level 1 (2%) | 1 / per product | 1/ per product | 500 Hours |
| $8M - $15M | Discount Level 2 (5%) | 1 / per product | 1 / per product | 1,020 Hours |
| >$15M | Discount Level 3 (10%) | 2 / per product | 2 / per product | 2,040 Hours |

**SUPPORT SKUs for NetBackup**

For any agency with NetBackup currently installed or with the initial purchase of NetBackup, premier services offerings are available through the following bundles on the Carahsoft GSA. Offered skus are inclusive of Netbackup licensing, estimated service hours below, and either a SW or HW based Netbackup appliance.

As a rule of thumb, Veritas and Carahsoft recommend the following estimates of service hours in support of our software installations. These estimates are based on Front End TB count of the backup environment:

* < 100TB – 80 hours
* 101-250TB – 120 hours
* 250-500TB – 180 hours
* > 500TB – 240 hours

Please note, the hours listed above are estimates. Each agency may require more or less hours depending on project scope. All service items are available to the government at the full GSA Schedule price.

**Per Agency Aggregate Spend Detail**

Aggregate discounts are calculated on a per agency basis. Agencies are eligible for additional discounts based on the following:

* Level 1 Discount Level is reached when parent agency reaches annual spend of $3,000,000.00
* Level 2 Discount Level is reached when parent agency reaches annual spend of $8,000,000.00
* Level 3 Discount Level is reached when parent agency reaches annual spend of $15,000,000.00

Annual spend is calculated based on the total aggregate purchases made by any combination of sub agencies that fall underneath a parent agency in a 12 month period. The 12 month Period, or annual spend, is calculated based on the ***Veritas Fiscal Year which begins on or about April 1st***. A full listing of eligible parent and sub agencies can be found in the Appendix.

The initial period of performance for all support/maintenance contracts that come with eligible Veritas Licenses purchased will be 12 months. In the event an ordering organization should require a custom or pro-rated period of performance, we will work with the agency on a per opportunity basis.

We are dedicated to providing the Enterprise Data Management solutions to all federal agencies regardless of agency size. The Veritas team welcomes the opportunity to support any ordering organization that may require less than 1,000 users and custom configurations may be discussed on a per opportunity basis.

Discounts cannot be combined with discounts offered on existing Blanket Purchase Agreements or contracts that an agency may have in place with Carahsoft or an authorized Veritas/Carahsoft reseller.

## Solution Provider: Veritas Technologies

Veritas Technologies enables agencies to harness the power of their information to drive mission success, with solutions designed to serve the government’s most complex, heterogeneous environments. Veritas provides the tools needed to help federal agencies better understand their data so they can make more informed decisions, granting faster and improved services to citizens. The Veritas portfolio can be summarized into the following core Information Management offerings:



Important capabilities used by Veritas Public Sector customers in support of their information management requirements:



Now, Veritas, previously owned by Symantec Corporation, was acquired by the Carlyle Group in early 2016, and became an independent privately held company as of January 29, 2016, operating as Veritas Technologies, LLC. Moving forward, the Veritas core focus is to continue delivering the best-in-class information management and information governance solutions.

We have over 7,800 employees in 58 countries around the world, with our global headquarters located in Mountain View, California. Veritas has multiple support and design centers throughout the US and internationally. We serve organizations of all sizes, including 86 percent of global Fortune 500 companies, and have solutions implemented throughout all federal agencies; a representative sampling can be seen below. Veritas global revenues were $2.5 Billion in FY2015, with Public Sector revenues in excess of $300 Million for FY2015.

Veritas has been working with Public Sector customers for over 25 years. The following graphic provides an overview of our Federal install base footprint (represented in % of our total revenue):

|  |  |
| --- | --- |
| Backup and Recovery | **55%** |
| Backup and Recovery Appliance | **26%** |
| Information Intelligence | **10%** |
| Information Availability | **4%** |
| Services | **4%** |

Our largest Federal customers include the following:

|  |  |  |  |
| --- | --- | --- | --- |
| **VERITAS Civilian** | | **VERITAS DoD/IC** | |
| Department of Homeland Security | $ 12,671,669.34 | National Security Agency | $ 15,342,923.84 |
| Department of Treasury | $ 10,902,366.74 | United States Army | $ 12,699,289.05 |
| Veterans Affairs | $ 7,473,629.05 | United States Air Force | $ 6,252,035.95 |
| Department of Justice | $ 6,256,280.51 | DoD Advanced Programs | $ 4,996,617.90 |
| Social Security Administration | $ 3,436,498.25 | Department of the Navy | $ 4,054,737.85 |
| Department of Energy | $ 1,108,385.52 | National Geospatial Agency | $ 3,992,994.64 |
| Departent of Commerce | $ 976,177.91 | Defense Information Systems Agency | $ 3,512,505.92 |
| National Aeronautics and Space Agency | $ 849,202.71 | Defense Intelligence Agency | $ 2,766,715.92 |
| Department of Education | $ 278,060.36 | Central Intelligence Agency | $ 2,592,303.39 |
| Department of State | $ 59,806.49 | Defense Logistics Agency | $ 959,015.21 |
| Sub Total | $ 44,012,076.88 | Sub Total | $ 57,169,139.67 |

Veritas is committed to the GSA schedule program and has a Letter of Supply to our Government focused Distributor – Carahsoft.

Currently our Government Price list, the basis for Carahsoft’s GSA Schedule, contains approximately 10,000 specific offerings, and can be found at the following link: [www.gsaadvantage.gov](https://www.gsaadvantage.gov/advantage/s/search.do?q=0:2carahsoft&q=0:2veritas&q=28:5VERITAS&searchType=0&db=0). Additionally, full GSA Price Lists may be obtained directly from Carahsoft, our GSA Letter of Supply holder.

Contact the GSA Admin at Carahsoft for a link or soft copy:

|  |  |
| --- | --- |
| **Carahsoft Corporate Information** | |
| **Point of Contact** | Bryan Jenkins  **T:** 703.871.8576  **E:** Bryan.Jenkins@carahsoft.com |
| **GSA Terms and Conditions** | https://www.gsaadvantage.gov/ref\_text/GS35F0119Y/0QBSPE.3DRJ13\_GS35F0119Y\_GS-35F-0119Y-9-2-2016-400534.PDF |

# In Summary

Carahsoft and Veritas appreciate the opportunity to offer this solution to the General Services Administration.

Carahsoft’s Veritas Enterprise Data Management Category Management Offering provides best-in-class technology to the Federal Government. Providing a streamlined avenue for agencies to acquire Veritas products and services through the Acquisition Gateway and other category management opportunities made available to agencies through GSA will improve the acquisition and management of the proposed solutions.

Carahsoft appreciates the opportunity to discuss the value of this category management offering with you in further detail. We look forward to speaking with you, as well as the opportunity to work with you.

# Appendix

Veritas and Carahsoft will determine yearly spend based on the following Parent Agency groupings:

**Legislative/Executive/Judicial Branches**

* Congress
  + Architect of the Capitol
  + Congressional Budget Office
  + Government Accountability Office
  + Government Publishing Office
  + House of Representatives
  + Library of Congress
  + United States Botanic Garden
* Executive Office of the President
  + Council of Economic Advisers
  + Council on Environmental Quality
  + National Security Council
  + Office of Administration
  + Office of Management and Budget
  + Office of National Drug Control Policy
  + Office of Science and Technology Policy
  + Office of the United States Trade Representative
  + Office of the Vice President
  + White House Office
* The Supreme Court of the United States
  + Administrative Office of the United States Courts
  + Federal Judicial Center
  + Territorial Courts
  + United States Courts of Appeals
  + Unites States Court of Appeals for the Armed Forces
  + United States Court of Appeals for Veteran Claims
  + United States District Courts
  + United States Court of Federal Claims
  + United States Court of International Trade
  + United States Sentencing Commission
  + United States Tax Court

**Department of Agriculture**

**Department of Commerce**

**Department of Education**

**Department of Energy**

**Department of Health and Human Services**

**Department of Homeland Security**

**Department of Housing and Urban Development**

**Department of the Interior**

**Department of Justice**

**Department of Labor**

**Department of State**

**Department of Transportation**

**Department of Treasury**

**Department of Veteran Affairs**

**Environmental Protection Agency**

**National Aeronautics and Space Administration**

**Social Security Administration**

**United States Postal Service**

**Independent Establishments and Government Corporations**

* Administrative Conference of the United States
* African Development Foundation
* Broadcasting Board of Governors
* Commodity Futures Trading Commission
* Consumer Financial protection Board
* Consumer Product Safety Commission
* Corporation for National and Community Service
* Defense Nuclear Facilities Safety Board
* Equal Employment Opportunity Commission
* Export-Import Bank of the United States
* Farm Credit Administration
* Federal Communications Commission
* Federal Deposit Insurance Corporation
* Federal Election Commission
* Federal Housing Finance Agency
* Federal Labor Relations Authority
* Federal Maritime Commission
* Federal Mediation and Conciliation Service
* Federal Mine Safety and Health Review Commission
* Federal Reserve System
* Federal Retirement Thrift Investment Board
* Federal Trade Commission
* General Services Administration
* Inter-American Foundation
* Merit Systems Protection Board
* National Archives and Records Administration
* National Capital Planning Commission
* National Credit Union Administration
* National Foundation on the Arts and the Humanities
* National Labor Relations Board
* National Mediation Board
* National Railroad Passenger Corporation (AMTRAK)
* National Science Foundation
* National Transportation Safety Board
* Nuclear Regulatory Commission
* Occupational Safety and Health Review Commission
* Office of the Director of National intelligence
* Office of Government Ethics
* Office of Personnel Management
* Office of Special Counsel
* Overseas Private Investment Corporation
* Peace Corps
* Pension Benefit Guaranty Corporation
* Postal Regulatory Commission
* Railroad Retirement Board
* Securities and Exchange Commission
* Selective Services System
* Small Business Administration
* Tennessee Valley Authority
* Trade and Development Agency
* United States Agency for International Development
* United States Commission on Civil Rights
* United States International Trade Commission

**ARMY**

**NAVY / Marines**

**Air Force**

**DNI / Central Intelligence Agency / NRO**

**Defense Health Agency**

**Defense Information Systems Agency**

**Defense Logistics Agency**

**Missile Defense Agency**

**NGA / Defense Intelligence Agency**

**National Security Agency**

**Defense Agencies and Field Activities**

* Defense Advanced Research Projects Agency
* Defense Commissary Agency
* Defense Contract Audit Agency
* Defense Contract Management Agency
* Defense Finance and Accounting Service
* Defense Legal Services Agency
* Defense POW/MIA Accounting Agency
* Defense Security Cooperation Agency
* Defense Security Service
* Defense Threat Reduction Agency
* Joint Improvised-Threat Defeat Agency
* Pentagon Force Protection Agency
* Defense Media Activity
* Defense Technical Information Center
* Defense Technology Security Administration
* DoD Education Activity
* DoD Human Resources Activity
* DoD Test Resource Management Center
* Office of Economic Adjustment
* Washington Headquarters Services

**Combatant Commands**

* Africa Command
* Central Command
* European Command
* Northern Command
* Pacific Command
* Southern Command
* Special Operations Command
* Strategic Command
* Transportation Command
* US Cyber Command