



# Program Spotlight: CHS-6

Army modernizes  
Common Hardware  
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Introduction by Nick Wakeman, Editor, Washington Technology

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# Army streamlines Common Hardware Systems

The Army overhauled the decades-old CHS program to make it easier for customers to buy ruggedized commercial tech for use in the tactical space.

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The Army's Common Hardware Systems program dates back over 40 years with CHS-1 being awarded in 1981 when the personal computing age was in its infancy.

But even with the advancements in technology over the decades, the core mission hasn't changed.

"It was always intended to be a consolidated procurement vehicle for people across the Defense Department to buy common hardware and software solutions and integrated solutions in a single place," said Matthew Maier, project manager for Interoperability Integration and Services at the Army's Program Executive Office for Command, Control, and Communications-Tactical. PEO C3T oversees the Common Hardware Systems program, among other vehicles.

While CHS, now in its sixth iteration, is a vehicle for commercial technology, it is different from most other technology contracts at DOD.

"It's primarily commercial technology that is optimized for use in the tactical

space. Things that are ruggedized, or things that run on armor platforms or run on aviation devices," Maier said.

The Army's intent is to standardize equipment as well as standardize how people purchase equipment. All 13 of the Army's PEOs use the vehicle, he said.

Standardized equipment fosters interoperability and lowers costs by gaining economies of scale, Maier said. Some of the items on the CHS-6 catalog include ruggedized laptops and servers, satellite communications, software-defined radios, and integrated network systems. With the new CHS contract, the Army also added the ability to purchase drones. There are 19 categories of equipment in the contracts catalog.

Leidos won the sole prime position on CHS-6 in August 2023, besting long-time incumbent General Dynamics.

Besides the change in primes, CHS-6 comes with a higher ceiling at \$7.9 billion and a longer term at 10 years, compared to CHS-5 which was \$3.9 billion over five years.

The longer term and higher ceiling allow the Army to leverage purchasing power across all of the Defense Department, said Mike Hartley, the product lead for CHS-6.

Other changes include adding features to make purchasing easier such as the ability to use government purchasing cards.

"I would characterize most of the changes as ways to make the contract more flexible so it can address the specific needs of the customer and not be so much of a one-size fits all approach that we had in the past," Hartley said.

Another major change is that the user of the contract can now purchase services at the task order level, Maier said.

"That will help [program managers] get access to tech manuals or trainers or additional documentation that they need to support their acquisition milestones," he said. "We want to be the one-stop-shop they need to support the whole acquisition process."

One of the hallmarks of the Common Hardware Systems program is that products on the contract are not managed by an Army depot.

“That’s why we do a single-awardee. They are responsible for managing the warranty program and we offer it in three-, five- and eight-year durations,” Maier said.

In the CHS-6 contract, Leidos has a 24-hour turnaround requirement. Once the company receives a broken laptop, for example, it has 24 hours to get a replacement back in the mail, he said.

Leidos is fulfilling that requirement by building a network of suppliers and manufacturers. They have a distributed network of facilities and partner facilities to support CHS-6, Maier said.

Another part of Leidos’ role is overall management of the contract to include engagement with manufacturers, establishing cost agreements with them, warehousing, shipping, testing and integration, he said.

With the new CHS-6 in full swing, Hartley’s team has been visiting with users of the contract to understand their

needs. This will drive more users to the contract as well as help the contract evolve over its 10-year run, he said.

“We’re trying to make standardized solutions across DOD that people can use and if there’s enough quantity across different PMs or different services, we can get enterprise discounts on things,” Maier said. “And that ends up generating savings for customers.” ■



## Contract Guide

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# CHS-6

The Army's Common Hardware Systems contract acts as a "one-stop-shop" for acquiring commercial IT products and services.

Today, the U.S. Armed Forces face a rapidly changing threat environment where success on the battlefield can depend on the support of a resilient supply chain. Consequently, overcoming the devastating effects of supply chain disruptions has become a national priority. To meet this challenge, our Armed Forces need a comprehensive logistic solution that rapidly delivers capabilities into the hands of warfighters and meets their unique, tactical requirements now, and into the future.

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## ABOUT CHS-6

### What is CHS-6?

The 6th generation Common Hardware Systems (CHS-6) is an Indefinite-Delivery Indefinite-Quantity (IDIQ) contract for the rapid procurement of total lifecycle system management solutions in support of the Defense Department and other Federal agencies. In essence, CHS-6 acts as a "one-stop-shop" for acquiring commercial IT products and services.

Awarded to Leidos in September 2023 by the Army Contracting Command-Aberdeen Proving Ground, CHS-6 is a single-award, firm-fixed-price IDIQ with a \$7.9 billion ceiling over a 10-year period of performance.

### Who does CHS-6 serve?

While CHS is traditionally one of the U.S. Army's main mechanisms for acquiring commercial IT products and services, CHS-6 is open to the

entire DoD, as well as any Federal civilian agency.

### What is the scope of IT products and services covered?

Under CHS-6, Leidos will provide the Army and other Federal agencies with Commercial Information Technology (CommIT) including, but not limited to, Commercial Off-The-Shelf (COTS) hardware systems, Non-Developmental





Items (NDI), components, system management solutions, customizable sustainment strategies, non-personal services, and continuous technology upgrades. CHS-6 will also provide a pathway through which the DoD can rapidly procure hardware needed to

meet its requirements for the Joint All Domain Command and Control (JADC2) initiative.

CHS-6 procurement falls under NAICS category 334111 — Electronic Computer Manufacturing.

### When can CHS-6 be used?

CHS-6 is currently available for use and will be available for up to 10 years. This 10-year period consists of a four-year base period with two, three-year option periods.

## CONTEXT & BACKGROUND

### What are Common Hardware Systems?

Common Hardware Systems contracts acquire and support the sustainment of highly flexible, cost-effective, non-developmental Command, Control, Communications, Computers, Cyber, Intelligence, Surveillance and Reconnaissance (C5ISR) solutions. Through CHS, these solutions improve battlefield interoperability and connectivity while garnering efficient competition. More specifically, CHS contracts have enabled the Army to integrate the latest commercial technology

solutions within its tactical network and combat systems.

### Previous Iterations

The previous five versions of the multibillion-dollar CHS vehicle, dating back to 1995, had been run by GDMS. CHS-5, the predecessor to CHS-6, was awarded in 2018 with a \$3.9 billion ceiling over five years. Under CHS-5, a total of nearly \$2.1 billion was obligated over the five-year period. Similar to the present version, CHS-5 required the continued delivery of commercial information technology hardware and COTS items and services to the

Army and other Federal government agencies. CHS-5 expired in August 2023.

### The Recompete

The U.S. Army released the synopsis for CHS-6 on July 5th, 2022. A total of three companies—Leidos, GDIT, and CACI International—submitted proposals for the CHS-6 recompete. After weathering pre-award protests, Leidos was ultimately selected in September 2023 as the sole winner of the CHS-6 contract, unseating the long-time incumbent.



## CHS 6 Equipment Categories

- Cables
- Communication Equipment
- Displays
- Drones
- Handheld Devices
- Hard Drives
- Installation Kits
- Keyboard/Mice
- Laptop & Workstations
- Licenses
- Operations Transit Cases
- Phones
- Power Supplies
- Routers/ Switches/ Firewall/ Media Converter
- Servers
- Security Appliances & Redundant Array
- Independent Disks (RAID)
- Transit/Storage Cases; Unpopulated
- Transit/Storage Cases; Populated
- Uninterruptible Power Supplies (UPS)





# USING CHS-6

## How does CHS-6 work?

CHS-6 is a single-award IDIQ, meaning the approved vendor—Leidos—will provide requesting federal agencies with their desired commercial IT products and services outlined in the contract. Generally speaking, IDIQs provide the Federal government with flexibility in procurements when the exact parameters of need are not yet known. They also expedite procurement by eliminating the need to go through a lengthy bidding process for each task or service.

Under CHS-6, a Federal contracting officer can place task orders for services and delivery orders for supplies following the processes outlined in the contract. These orders obligate funds and authorize work. To further enhance the CHS procurement process, Leidos will leverage artificial intelligence and predictive analytics to improve speed, accuracy, resiliency, and lifecycle costs as it manages the supply chain that supports CHS 6. The Leidos Intelligent Logistics Platform will enable better-informed, timely decision-

making throughout the C5ISR and mission IT lifecycle in support of more than 120 Army, DoD, and federal government program offices and agencies. ■



# CHS-6 to provide Army with greater access to commercial IT

CHS-6 boosts access to commercial IT while expanding technical solutions for the U.S. Army

**T**echnological superiority is key to maintaining military advantage over global competitors, and the private sector has long led the way in innovation. The Army needs to urgently accelerate its access to emerging technologies, actively seeking to tap into the modern tools in the commercial world.

While the Defense Department has done much to enable access to commercial offerings, some observers question whether these efforts “have met their stated aims in promoting innovation and transitioning new commercial technologies to the warfighter,” according to a recent [RAND report](#), “Strengthening the Defense Innovation Ecosystem.”

To support rapid procurement of standard and emerging commercial-off-the-shelf technology hardware and services, the Army recently unveiled the latest iteration of its Common Hardware Systems 6th Generation program, or CHS-6.

“With conventional procurement channels, it can take weeks or months to get what you need,” said Anthony Leiter, PMP, vice president of global supply chain at Leidos. That’s simply too slow to keep pace with the fast-changing global threat landscape. “CHS-6 is a vehicle that enables much more rapid acquisition of mission-critical technologies, including tactical communications and IT hardware.”

The Army describes six key goals of the CHS program. It aims to deliver:

- Streamlined Rapid Acquisition Process
- Rapid Execution
- Configuration Management
- End-of-Life Management
- Replacement Configurations
- Emerging Technologies

As CHS-6 brings those benefits fully to life, soldiers on the front line will see tangible benefits.

“For the warfighter, they’re getting their equipment faster

and cheaper than they have had before,” Leiter said. New tools and capabilities will come to the fore quicker, and the Army will be better positioned to manage and support those cutting-edge technologies as it drives mission outcomes.

For the equipment manufacturers seeking to support the defense enterprise, the opportunity to deliver products through a well-established integrator will open new doors.

“They’re looking for a trusted partner,” Leiter said. “They want someone who will be their voice to the customer, someone who’s going to be able to also put all the pieces together — the logistics, the warehousing, the build, test and integration — so that they can get these finished products to the warfighter.”

RAND analysts say there’s a need to “more effectively create and strengthen a ‘commercial technology pipeline’ through which innovative commercial







## CYBERCORE

CyberCore is a leading provider of Secure Supply Chain Management and Cyber Solutions. Our focus is on protecting our customer's environment from external and internal threats. As the first and likely only company with both third-party accredited ISO 28000:2007 (Supply Chain Risk Management) and ISO/IEC 20243:2018 (Mitigating Maliciously Tainted and Counterfeit Products) certified supply chain security processes, CyberCore provides Lifecycle IT and Mission Engineering Services to ensure all IT products are secure and trusted. CyberCore provides premier logistics and warehousing services in our 88,000 sq ft warehouse, conveniently located in Elkridge, MD.

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technologies can be identified, developed, and transitioned from the private sector to DoD for military use at both the joint and service level." Through CHS-6, the Army and its vendor partners can meet that need.

## Challenges to IT Acquisitions

As the prime contract holder for CHS-6, Leidos will provide the Army with rapid procurement of IT hardware solutions.

The Army struggles to obtain the modern technologies it needs. The military's overall "procurement culture, requirements, budgeting, and acquisition processes... are often designed for hardware acquisition with decades-long service," according to a recent report from [Deloitte](#). Yet in the modern era, technology "will need to be upgradable at a speed relevant in today's digital world."

As a result, the authors note, the military "can struggle to procure the right systems at speeds that keep pace with the digital world."

As Army works to develop its own modernized solutions, further hurdles arise. "Once you get out of initial prototyping and into real testing and trying to go to production, you do find challenges – especially with things that are all-new technology," said Douglas

Bush, the assistant secretary of the Army for acquisition, logistics and technology, in a recent [conversation](#) with the Center for Strategic & International Studies.

That being the case, "the defense industry is critical here," he said. "That partnership is absolutely vital and has to be a strong one."

Yet a [recent report](#) from the Government Accountability Office suggests that relationship is not as strong as it should be. "DOD spends an average of \$150 billion annually on acquisitions" to support its missions, GAO notes. But "the acquisitions themselves are not always achieving DOD's objectives."

"In the early variants of CHS, there was much more custom work being done," Leiter said. "That evolved over time toward becoming more and more commercial-off-the-shelf," he said, noting that the DOD is now looking for new supply chain solutions that address the reality of today in which they purchase more COTS IT solutions than custom IT solutions. Moreover, initial CHS-6 variants accelerated the procurement timelines, but things still seemed to move more slowly than the modern pace of innovation demands. "What was acceptable for procurement timing in the late 1990s, in 2000s, is not acceptable in 2024."



#### GOVERNMENT ACQUISITIONS, INC.

With over 30 years of experience, Government Acquisitions, Inc. (GAI) is a leading provider of end-to-end IT solutions for the federal government, specializing in Artificial Intelligence, Cyber Security, Big Data Analytics, Intelligent Automation, Data Center Modernization, and Hybrid Cloud. Our practical expertise and streamlined procurement approach create efficiencies, enabling us to work collaboratively with your agency and OEM partners to modernize, optimize, and deliver unparalleled mission support. Dedication is in our DNA, and a mission-driven mindset guides our commitment to excellence.

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Leidos won the program in an open competition, addressing the DOD's need for a fresh look at supply chain planning and fulfillment that could meet today's needs, speed procurement and incentivize innovation.

At the same time, the overall societal expectation around access to technology — and access to goods in general — has shifted dramatically. "In the 1990s, Amazon was just a bookstore," he said. "Look at what has happened to the supply chain over the last 20 years."

"Most Army end-users in their private lives now are able to get the things they need with two or three clicks. It's on their doorstep the next morning," he said. "They're wondering: Why does it take me four or five months to actually get a widget in the government? There has to be a better way to do this."

Leidos is taking steps to bring that "better way" to life. As the new prime contract holder on CHS-6, the company is moving to accelerate adoption of innovative technologies, while also bringing down costs and improving transparency.

#### How Leidos will improve CHS

The award of CHS-6 to Leidos marks the first new contract award in the

program's 28-year history. With a new integrator at the helm, the Army is set to see major changes that will help in acquiring the technology necessary for operational readiness.

#### Speeding the process

A number of key relationships and powerful internal processes will come together as Leidos looks to speed the Army's access to hardware.

Leidos will operate out of multiple partner locations capitalizing on strategic transportation hubs. With this strategy, Leidos plans to dramatically speed both the delivery of new hardware, and the turnaround repair time, as Army looks to keep its gear in top working order.

Internally, the integrator's world-class supply chain risk management strategy gives it the power to forecast product shortages. The Covid experience exposed the fragility of the supply chain, and the Army stands to benefit from deeper, more robust insights in this area.

"This is about being able to forecast component shortages, and being able to provide those alerts to customers so that they can account for longer lead times, or consider alternatives," Leiter said.





## THUNDERCAT TECHNOLOGY

ThunderCat Technology is a Service-Disabled Veteran-Owned Small Business (SDVOSB) that delivers technology products and services to government agencies, educational institutions, and commercial enterprises. Specifically, ThunderCat is a systems integrator that brings an objective and innovative approach to solving customer problems in and around the data center including cloud transformations. We do this by providing strategies for data management, cloud computing, cyber security, networking, and governance. A proven leader, ThunderCat Technology provides and optimizes technologies from best-of-breed manufacturers.

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Imagine, for example, the Army needs 2,000 laptops. It could take up to three months to fulfill this order if a specific part, like a two-terabyte hard drive, is delayed by six weeks. However, opting for a smaller or larger size could reduce this time to two weeks.

“With foresight early in the process, they can make those tweaks,” Leiter said. “We envision that capability as a major part of our partnership with Army, and it will drive a much more rapid response in terms of both transactions and fulfillment.”

### Elevating transparency

Under CHS-6, the Leidos Intelligent Logistics Platform could significantly boost transparency for end users in every step of the IT acquisition process.

The platform offers a range of tools to support the acquisitions pipeline, “from processing the request for material, through the proposal, all the way to the cost estimating and quoting process with our suppliers,” said Mike Thurston, vice president and program manager of common hardware systems at Leidos.

The tools feed an electronic catalog the government can use to better see what products are readily available

under CHS. “Supported by those tools, the platform serves as an authoritative source of information,” Thurston said.

To further improve transparency, the platform’s tools will reveal the delivery status of an order and the history of costs and purchases.

Going forward, “we’ll be implementing AI/ML tools so that, as we build more data — from order history, from the supply chain, from supplier information — we will be able to provide deeper insights to our customers,” Thurston said.

As this capability unfolds, CHS will resemble the Amazon shopping experience, where suggested purchases are made on past orders, he said. This not only improves transparency of the order process, but also offers insights into smarter ordering processes and reveal better product availability.

With this deeper level of transparency, Leidos will support the Army’s efforts to keep ahead of the curve on technology upgrades and replacements.

“Obsolescence is a big problem with commercial IT, as systems age out and improved solutions emerge,” Thurston said. “Over time, we will build the data



that tracks when systems are expected to go obsolete, so that end users can make better decisions.”

“Maybe if you don’t need to buy now, you decide to wait for the next iteration of this capability: either because it will be more capable, or because you can get a better price or a smaller form factor that’ll better suit the need,” he added.

Although this information has existed before, it was buried in spreadsheets and databases. With CHS-6, digital tools will bring that data to the surface, “and that transparency will better support informed decision making,” Thurston said.

### Bringing down fees

Leidos is bringing a much more aggressive fee structure to CHS, thanks to its large market presence and solid relationships with vendors. Its new structural approach to handling orders is more cost effective, allowing Leidos to cut fees while still providing high-quality service.

Leidos has taken a distributed approach to delivering on the goals of CHS. With IT warranty and repair, for example, geographic diversity is more efficient than having a single monolithic operations center, Thurston said.

“We are taking a much more commercial approach: taking advantage of our suppliers and partners’ capabilities,” he said. With FedEx as a key supply-chain partner, for example, “we’re not bringing all material to one location. Instead, we’re using that relationship to shorten the distance between the supplier and the customer.”

Leidos’ deep distributor relationships mean the company doesn’t need brick-and-mortar facilities to stage and store CHS purchases. Following best commercial practices, CHS-6 will see a more agile delivery structure. This strategy not only ensures timelier service to the end user, it also lowers overhead significantly, allowing Leidos to be much more aggressive in its fee structure.

## The power of partnerships

As a leading prime systems integrator to the Federal government, Leidos brings to the table powerful partnerships in support of CHS-6. These partnerships, by taking advantage of economies of scale, will help the program more efficiently address the Army’s immediate requirements for hardware procurement and digital modernization. This ensures soldiers have the necessary equipment to stay competitive with global adversaries.

Through the strategic partnership with FedEx, for example, “things are going to move a lot faster,” Leiter said. “Most folks look at FedEx as just someone who focuses on shipping packages. They may not realize that the FedEx supply chain powers many of the Fortune 500s, including technology leaders like Dell.”

Dell makes personal PCs in overseas, but the ones for the U.S. government are assembled in the U.S. to meet Trade Agreement Act rules. Dell’s Nashville



site does this for PCs, servers and other important equipment.

Despite being a Dell location, most employees onsite are employed by FedEx. And by partnering with FedEx, Leidos acts as a key player in that streamlined ecosystem.

In addition, Leidos has deep partnerships on the distribution side with organizations like Carahsoft. “We’re working directly with the distributor on a level that’s not been seen before,” Leiter said.

That’s significant because the distributors control much of the supply chain. They sell to channel partners on behalf of the manufacturers, and Carahsoft fosters those relationships for key components of the IT OEM ecosystem.

“Being in partnership with a key distributor like Carahsoft ensures

we have the ability to influence the extended ecosystems,” Leiter said. “That’s what the Army was looking for on CHS-6, someone to partner with them throughout the entire process, someone who could bring those economies of scale.”

As it ramps up CHS-6, Leidos is building on a track record of success. Under the Global Solutions Management - Operations contract, Leidos is managing similar tasks worldwide for DISA. Additionally, the company is digitizing operations for the Navy and working with NASA on the NASA End-User Services & Technologies (NEST) and Advanced Enterprise Global Information Technology Solutions (AEGIS) programs to update user devices and modernize data centers, respectively, Leiter said.

Leidos also has proven past performance in supporting large-scale,

supply-chain-intensive programs for various DOD organizations.

“When you look at the digital monetization spend for hardware and software solutions through Leidos, it’s in the billions of dollars a year, and we’re leveraging those economies of scale to drive further savings for the Army,” Leiter said.

Looking to the future of CHS-6, Leidos plans to use predictive analytics to improve demand planning.

“We want to evolve the Army toward something that is predictive, where they can start stocking things on the shelf,” Leiter said. “If we can support 90% of what the end users need, and it’s available within one or two days, that could be a huge win for the Army overall, and for the warfighters who rely on this hardware to meet the mission and keep ahead of our nation’s global competitors.” ■



# CHS-6 Vendor Listing

Vendor	Contact	Title
4K Solutions	Dave Theriault	President
Acumetrics	Brian Jackson	Business Development - Defense Programs
Adacel	James Adams	Director
Adder Corp	Tom Nielsen	Federal Sales Manager
Airbus	Jeff Churchill	Head of Sales
AJ Power	Mike Henderson	Director Strategic Accounts
Ameripack	Angelo Jaco	Federal Programs - Client Executive
Apricorn	Chris Sothras	Channel Manager
Axiom	Mike Quinata	VAR Sales Rep
Barco	Patrick Sweeney	Market Manager - Control Rooms - Federal
Blanco	David Robinson	Federal National Account Manager
Bluesky Mast	Charles Larson	VP of Sales
Bren-Tronics	Paul Bertolone	Sales Manager
CDSG	Breanna Johnson	Channel Sales Manager
Commvault	Pete Markey	Army Account Lead
Control Cable	Valerie Hoffman	Director of Sales
Cradlepoint	Jared Colvig	Federal Sales Manager
Crystal Group	Mike Ivester	Program Manager
Cubic	Jason Wallace	Senior Director, Business Development
Curtiss-Wright	John Ormsby	Ground Systems Business Development
DataLocker	Tav Venia	Vice President of Public Sector
Dell	Chad Rives	Director - US Army
Domo Tactical	Chris Nigon	Sr. Director of DoD Sales
Easy Aerial	Alex Levit	Chief Programs Officer
Eaton	Dan Brooks	Partner Development Specialist - Northeast
Epiphan	David Vida	BD Manager
FlexForce	Scott Crizer	VP, US Business Development
FlightWave	Larry Berkin	CCO
Freefly	Matt Isenbarger	Chief Revenue Officer
Garland Tech	Katelyn Huderle	Channel Partner Manager
GETAC, Inc.	Kevin Kern	Inside Sales Manager - Federal
GetSat	Jason Stephens	VP North America
Honeywell Intl.	Norm Balchunas	Senior Director, Cyber and Electronic Warfare
Inspired Flight	Adam Blimes	Sr. Director of Business Development
JEM Electronics	Jason Frasca	Director of Sales
Juggernaut Case	Jennifer Ortiz	Head of Sales & Marketing
Kanguru	Nate Cote	Executive VP
Kinney Industries	Tim Sexton	COO
Klas Telecom	Lawrence Hollister	Chief Growth Officer



Vendor	Contact	Title
L3Harris Tech	Zsanette McKinney	Account Manager, SATCOM Division
Lantronix	Tim Orselli	Director, Federal Sales
MaxVision	Tim Kavangh	Vice President, Sales
Mercury Systems	Bill Cathcart	Director, Account Management – Sensor Sys-
MILDEF, Inc.	Tom O'Connor	tems
Miltope	Miranda Leatherwood	Vice President of Sales
NetApp	Joan Litt	Senior Program Manager
Nova Electric	Howard Schrier	Army Client Executive
Optia	Jim Elder	Vice President
Owl Cyber	Ian Hutchinson	Partner Sales Manager
Palo Alto Networks	Matt Jones	Regional Sales Manager - US Army
Pelican	Shane Robinson	Government - Business Development Manager
Planar	Alberto Reyes	Vice President, U.S Government Division
Polycorn	Barbara Hook	DoD Account Manager - HP Poly
Quick 220 Electrical Systems	Duane Hoole	Owner
Radiall	Nick Busch	Defense Key Account Manager
RAM Mounts	Eugene Hollingsworth	Account Manager - Material Handling
Safran	Conrad Meyer	Director Business Development
Schneider Electric	Evan Hamel	Federal Account Executive, Eastern Region
Seagate	Bill Downer	Vice President, National Programs
Security Marketing Consultants	Rob Goodkind	President
Silvus	Michael Kell	Director, US Army Strategic Programs
Skydio	Scott McCracken	Federal Channel Sales Manager
Spectra-Aerodef	Richard Webster	Regional Sales Manager
Startech	Oriol Madrenas	Director, Customer Success
SynQor	Rob Betzold	RSM
Targus	Lea Winter	Federal Account Manager
Teal Drones	Geoff Hitchcock	SVP Global Defense Solutions
Technology Dynamics	Howard Schrier	Vice President
TrendNet	Bob Morgan	Reseller Account Manager
Vantage Robotics	Sly Steele	VP of Sales
Vertiv	Jim Fleming	Director of Channel Sales
Viasat	Jim Glaze	Channel Manager
V-Tron	Bob Pemberton	Sales Manager
Western Digital	Jason Strawderman	WW Business Development
Widescan	Bill Mitchell	Founder/CEO
Xerox	Chris Ferrell	Sr Account Manager
Hiper Global	Jeff Hanson	VP of Business Development

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The Department of Defense continues to leverage commercial technology to meet mission requirements in Command, Control, Communications, Computers, Cyber, Intelligence, Surveillance and Reconnaissance (C5ISR). To ensure best-in-class capabilities are reliably and efficiently provided to the warfighter, Leidos and its partners are leading the way in executing with rapid delivery, resilient supply chains, and data-driven decision making.

Carahsoft, a Leidos Corporate Alliance Partner (LAPN), is a leading IT Master Government Aggregator working alongside Leidos, OEMs, and VAR partners to support the Common Hardware Systems-6 (CHS-6) Mission. The Leidos Corporate Alliance Partner tier represents the highest level of partnership in Leidos and is reserved for partners who have demonstrated excellence in providing innovative solutions, joint investment, business capture support, supply chain resilience and business execution.

To learn more about the Army PEO-C3T Leidos prime contract CHS-6 solution portfolio, including a list of vendors, please reach us at **[CHS6Program@Carahsoft.com](mailto:CHS6Program@Carahsoft.com)**.

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