

**Case Study**

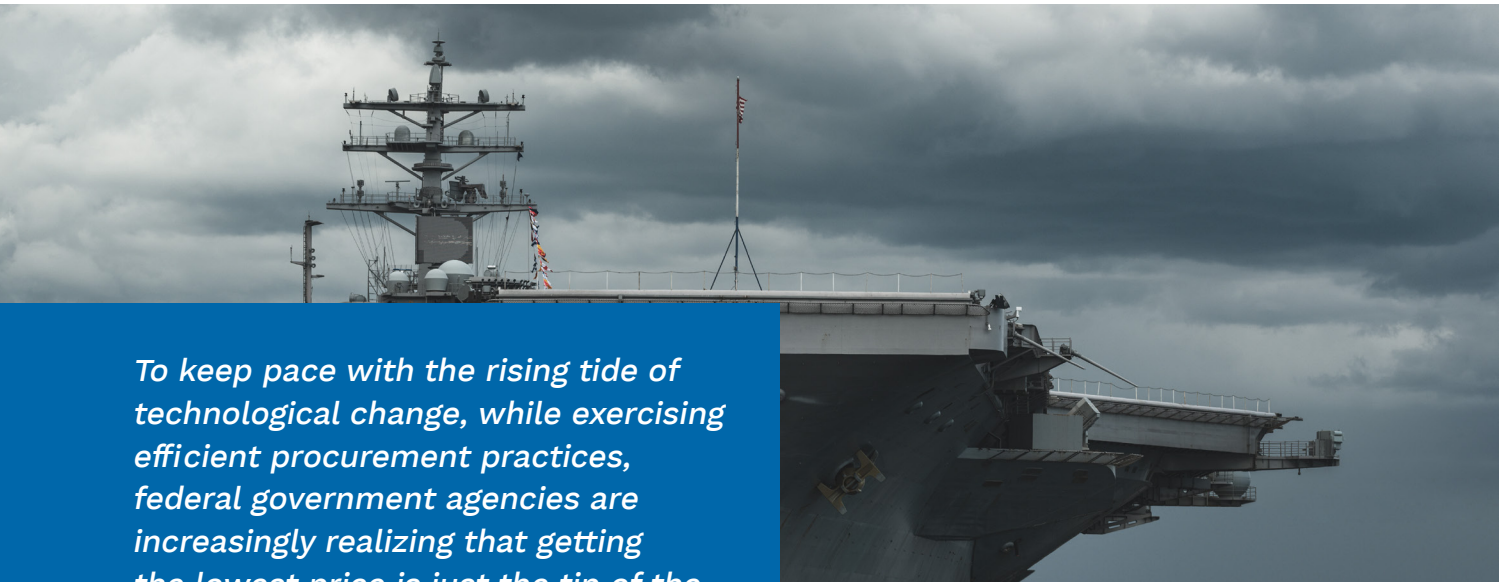
# ***Delivering Best Value***

***DLT's EAP Results in Unparalleled  
Visibility for the U.S. Department  
of the Navy and Streamlined  
Procurement for Oracle***



A TECH DATA COMPANY

# Best Value. Delivered.



*To keep pace with the rising tide of technological change, while exercising efficient procurement practices, federal government agencies are increasingly realizing that getting the lowest price is just the tip of the iceberg for success when establishing Enterprise Agreements.*

In a time of fiscal uncertainty, tightening budgets and Congressional oversight, it has never been more important for federal agencies to drive efficiencies and improve their acquisition, management and inventory of information technology (IT) assets.

This is particularly true when procuring high demand/cost and IT solutions that are rapidly evolving, such as Oracle products and services.

When the U.S. Department of the Navy (DON) issued a request for proposal (RFP) for the acquisition of Oracle software to maximize its buying power and streamline procurement processes — DLT Solutions knew that as a Platinum level member of the Oracle Partner Network (OPN) and incumbent for this contract, we could deliver the optimal solution that maximizes the value of the contract for the DON.

DLT has long been an advocate of enterprise agreement principles within the public sector and developed the DLT Enterprise Agreement Platform (EAP) with such imperatives in mind.

## **THE DLT ENTERPRISE AGREEMENT PLATFORM**

EAP is a comprehensive enterprise agreement management solution that helps federal agencies consolidate, centralize and streamline technology acquisition, while also improving visibility of demand and utilization data, trends and even quantifiable cost avoidance metrics across agencies.

## **ELAS ARE ONLY ONE PART OF THE SOLUTION**

The DON is one of the largest consumers of Oracle products and services in the federal government. The agency sought to consolidate, streamline and optimize its acquisition of these products with several goals in mind — improved asset management,



## Customer

U.S. Department of the Navy (DON)

## Challenge

Maximize buying power and streamline, consolidate and optimize procurement processes for Oracle products and services, while keeping pace with technology innovation.

## Solution

Enterprise Agreement Platform and Enterprise Agreement that simplified procurement for 12 Oracle business unit price lists — at Enterprise-level pricing.

## Outcome

\$379M+, five-year Indefinite delivery, indefinite quantity (IDIQ) with an Unlimited License Agreement (ULA) contract for U.S. Navy and U.S. Marine Corps.

The DON maximized the value of the enterprise agreement and checked all enterprise license management requirement boxes specified by RFP:

- Visibility into asset management
- Reporting
- Trend analysis
- Other metrics used to quantify cost avoidance and ROI of the agreement

transferability of licenses, cost avoidance/savings and an online ordering capability.

Prior to the DON Oracle I Enterprise Agreement, all of Oracle's licenses were procured at a local level with hundreds of organizations negotiating pricing and contracts independently. The DON needed a more efficient procurement process that established a uniform consumption-based approach while enabling the agency to keep pace with IT innovation.

To address these challenges and requirements, many agencies are leveraging Enterprise License Agreements (ELA) to centralize procurement, streamline management and reduce costs. With so much at stake, agencies need an industry partner, like DLT, who employs a comprehensive ELA management solution — the DLT EAP — that supports their mission objectives.

For DLT, this represented a tremendous opportunity to extend value to both the DON and Oracle.

DLT's EAP was the most clearly aligned ELA management solution to the requirements of the DON, and included a necessary online ordering portal, asset tracking capability, dedicated program manager, program management reviews, reporting visibility into spend, and more. This enables the DON to make informed investment decisions, improve operational efficiencies, and identify opportunities to prevent duplicative spending and reduce costs.

Traditionally, government customers put the brakes on spending while contracts are being re-competed. Because of the EAP, the DON was able to continue purchasing licenses from Oracle right up until the end of the contract.

DLT worked closely with the DON's Enterprise Software Licensing (ESL) Program Office over a five-year period to negotiate the best follow-on contract agreement (i.e., Oracle II). These strategic negotiations ensured that the DON requirements and metrics were captured and matched. Using the EAP, DLT could quantify and track existing DON purchasing and usage trends and leverage this data to negotiate the best discounts, terms and conditions with Oracle. As IT procurement moves

# Best Value. Delivered.



to a consumption model, this also delivers value to Oracle by ensuring that supply is better aligned with demand.

## A WIN FOR ORACLE

In June 2018, DLT was awarded a five-year Indefinite Delivery, Indefinite Quantity (IDIQ) with an Unlimited License Agreement (ULA) and Catalog to provide Oracle software and services to the U.S. Navy and U.S. Marine Corps. The Oracle II contract is the DON's mandated source of supply to procure all Oracle software licenses, maintenance and technical support services, including those products procured by government purchase cards. As the incumbent for this contract, DLT will continue to supply Oracle software licenses, maintenance and technical support services critical to the Warfighter's mission.

## A WIN FOR THE NAVY AND THE AMERICAN TAXPAYER

Worth upwards of \$379 million over five years, the Oracle II enables DON customers to purchase the Oracle software needed for their programs in a pre-negotiated environment with pre-established discounts. Centralized ordering enables greater visibility, oversight and control over software procurements. By leveraging this contract, DON customers will be able to purchase Oracle licenses that provide unlimited data-sharing for all authorized users.

DLT's EAP converges the power of the following components:

- **Vendor-Certified Team and Dedicated Program Manager**
- **Comprehensive Program Lifecycle Management Methodology** — Our Program Lifecycle Management consists of five phases designed to rapidly propel an ELA from award to steady-state operations.
- **Industry-Leading DLT MarketPlace** — The MarketPlace is an innovative, customizable tool designed to provide the customer with instant access to all licensing information in one location, order licenses via government purchase card or purchase order, comprehensive order information across the agency, and real-time reporting. The DLT MarketPlace features include secure, on-demand access, simplified purchase requests, comprehensive reporting and acquisition approval workflow.
- **Empowering Data, Metrics, Trends and Analysis** — Providing the DON with the data it needs to make better-informed decisions regarding their IT investments.



*“By using DLT’s Enterprise Agreement Platform, the DON will be able to maximize the value of this enterprise agreement through unprecedented visibility into asset management, reporting, trend analysis, and other metrics used to quantify cost avoidance and ROI,”*

*— AJ Ezersky, director of program management, DLT Solutions, a Tech Data company*



“DLT continues its commitment to Oracle at the highest Oracle Platinum relationship level, in support of this key contract with the U.S. Department of the Navy,” said Brian Strosser, president of DLT Solutions, a Tech Data company. “We were able to help ensure that the U.S. Department of the Navy requirements and metrics were captured and matched, and value was delivered to Oracle through better alignment of supply and demand.”

### **MAXIMIZING THE VALUE OF ENTERPRISE AGREEMENTS**

With this contract, DLT continues to be a pioneer for agencies seeking the most value from their enterprise agreements with a purpose-built EAP, while delivering access to best-in-class Oracle products and services.

“By using DLT’s Enterprise Agreement Platform, the DON will be able to maximize the value of this

enterprise agreement through unprecedented visibility into asset management, reporting, trend analysis, and other metrics used to quantify cost avoidance and ROI,” said AJ Ezersky, director of program management at DLT Solutions, a Tech Data company. “This visibility simplifies the validation process and supports data-driven investment decisions.”

With DLT as its partner of choice on the Oracle II contract, Oracle can confidently meet the strategic needs of its forward-thinking U.S. Navy and U.S. Marine Corps customers. Moreover, using data and metrics from the EAP, DLT has visibility into purchasing behaviors and trends, and leverages these insights to broadcast the value of the contract for the DON and drive more consumption of Oracle products and services under the agreement.

To find out more about how DLT is accelerating public sector growth for technology companies and simplifying procurement through its Enterprise Agreement Platform, please visit [DLT.com/EAP](https://www.dlt.com/EAP)



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