

CASE STUDY

# *Enterprise Agreement Platform*

*DLT's EAP Delivers Best Value for U.S. Department of Commerce*



# BEST VALUE, DELIVERED



*DLT's Enterprise Agreement Platform provides best value to 45,000+ Department of Commerce employees with simplified procurement and competitive pricing for a complete portfolio of Tableau solutions.*

In a time of fiscal uncertainty, tightening budgets, and rapidly evolving regulations, 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 IT demands are increasing year over year as technology changes occur at a rapid pace due to the evolution of cloud-based products, applications, services, and platforms.

To keep pace with the rising tide of technological change while exercising efficient procurement practices, federal government agencies are increasingly adopting a best-value approach to contractual requirements. A Best-Value procurement reserves the Government's right to select the most advantageous offer to the Government by evaluating and comparing factors in addition to cost or price. They are searching for the best value, not just the lowest price. It is a strategy that challenges vendors to deliver against key

requirements for software enterprise license management such as cost-savings, asset management, and return on investment (ROI).

DLT Solutions has long been an advocate of these enterprise agreement acquisition principles within the Public Sector and developed the DLT Enterprise Agreement Platform (EAP) with such imperatives in mind.

EAP is a comprehensive enterprise agreement management solution that has a strong track record of helping federal agencies consolidate, centralize, and streamline technology acquisition while improving visibility of demand and utilization data, trends and even quantifiable cost avoidance metrics across the agency and bureaus.

So, in early 2019, when the U.S. Department of Commerce (DOC) issued a Request for Proposal (RFP) for an

## Customer

U.S. Department of Commerce

## Challenge

Maximize buying power and streamline procurement processes for enterprise data analytics and visualization (EDAV) products while keeping pace with technology innovation.

## Solution

Enterprise Agreement Platform and a best-in-breed EDAV solution and that simplified procurement for a complete portfolio of Tableau solutions at a competitive price.

## Outcome

\$9.9M, five-year sole-source contract for the entire Department of Commerce.

Department of Commerce capitalized on the opportunity to leverage DLT's EAP which checks boxes for all enterprise license management requirements specified by RFP:

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

ordering vehicle for the acquisition of enterprise data analytics and visualization (EDAV) products and services to maximize its buying power and provide streamlined procurement processes – DLT knew that, together with Tableau, we could deliver the optimal solution that realizes the best value to the DOC.

## EAP, TABLEAU, AND SEWP V – A WINNING COMBINATION

DOC is a pioneer of value-driven, commercial approach to acquisition, and utilized SEWP V Government-Wide Acquisition Contract (GWAC) as its preferred vehicle for the EDAV procurement. SEWP V is an easy, service-driven way to buy technology and services that aligns with DOC's requirement to keep pace with IT innovation—new products can be added to SEWP in a 48-hour period, expediting speed to market and quickly addressing agency needs.

DLT provides a wide variety of technology solutions under SEWP Categories Group A and Group D. The DOC Tableau Agency Catalog was awarded under Group A as a small business designation.

Tableau has choices of who to work with within its channel when it comes to partnering for strategic opportunities in the Public Sector. For this opportunity, DLT was Tableau's partner of choice based on our proven results with the EAP solution, ability to secure and maximize the value of enterprise agreements, and because our EAP capabilities were most clearly aligned with the requirements of DOC. DLT's EAP checked all of the boxes for DOC, including an ordering portal, asset tracking, dedicated program manager, program management reviews, reporting visibility into spend, and more.

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-steady 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**—This data helps agencies make better-informed decisions regarding their IT investments.

## MAXIMIZING THE VALUE OF ENTERPRISE AGREEMENTS

A little over one month after the release of the RFP, DLT was awarded a \$9.9M,



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*“The visibility provided by the EAP simplifies the validation process and supports data-driven investment decisions.”*  
—Steve Wells, DLT Senior Director of Program Management

five-year Agency Catalog under the NASA SEWP V contract as the sole source of supply of Tableau software for the entire DOC.

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 EDAV solutions from Tableau.

Our unique approach, concierge-level service, and portal capabilities enable customers to make informed investment decisions, improve operational efficiencies, and identify opportunities to reduce costs.

“By using DLT’s Enterprise Agreement Platform, the DOC 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 of the agreement,” said Steve Wells, DLT Senior Director of Program Management.

“This visibility simplifies the validation process and supports data-driven investment decisions.”

With DLT as its partner of choice on the DOC EDAV contract, Tableau can confidently meet the strategic needs of its forward-thinking public-sector customers while further building brand equity.

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



**Enterprise Agreement Platform**