ITES-3H, ITES-SW, and Reverse Auction

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Product Lead
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Agenda

- Mission & Vision
- CHESS Overview
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  - Information Technology Enterprise Solutions-3 Hardware (ITES-3H)
- Software
  - Software Procurement Through CHESS
  - Information Technology Enterprise Solutions – Software (ITES-SW)
- Reverse Auction
  - What is Reverse Auction
  - Creating a Reverse Auction
  - Reviewing Submission
  - Completed Reverse Auction
- CHESS Training Schedule

MISSION

Be the Primary Source to support the Warfighter's information dominance objectives by developing, implementing and managing commercial information technology contracts that provide enterprise-wide net-centric hardware, software and support services for the Army.

VISION

To be the Army's center of excellence for commercial IT acquisition through continuously competitive contracts that provide economical, value-added, Networthy IT products and superior, performance-based IT services based on Army and DOD policy and standards compliance.

Computer Hardware Enterprise Software and Solutions (CHESS)

What is CHESS?

- **Army's designated Primary Source for commercial off-the-shelf (COTS) IT**
- **No-fee, flexible procurement strategy for COTS IT Hardware, Software, and Services**
- **Online e-commerce request process: https://chess.army.mil/**
- **Compliant with GSA's Government-wide Strategic Solutions (GSS) laptop/desktop categories**
- **Enterprise Software Initiative's Best in Class**

REVERSE AUCTION · CB Jun · CB Jan · ADMC-2 · ITES-3H · ITES-2S · ITS-SB · ITES-SW · ARMY SOFTWARE ENTERPRISE LICENSING AGREEMENTS · DoD ESI · CHESS IT E-MART

DECENTRALIZED ORDERING • NO CHESS FEE • MANDATED AR 25-1 & AFARS 5139

ADMC-2 & CB	ITES-3H	ITES-2S & ITS-SB	Wi-Fi Devices Contract	ITES-SW	Software Agreements	
Laptops	Servers/Workstations	IT Services & Support	Tablets:	IT Utility & Security	Adobe	Microsoft
Desktops	Networking Equipment	Program Management	• Wi-Fi only	Modeling & Simulation	VMware	Oracle
Monitors	Multifunctional Devices	Cybersecurity	• No data/cellular	Multimedia & Design	Cisco	Symantec
Printers	VTC Equipment	Information Assurance	• Apple or Android OS	Program &	BMC	IBM
Audio Visual	Peripherals	Architecture Framework	• MS Surface	Development	CA	...and more

Value of CHESS: Anything purchased through CHESS follows the DOD Applied Standards and Policies

ITES-3H Contract Overview

- Seventeen (17) Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts (8 small businesses, 9 large)
- Period of Performance: 25 APR 2016 to 21 FEB 2021
- Open to Army, DOD, and Federal Agencies
- Program Maximum: $5 Billion across all contracts for life of contracts (including all options)
- Amount spent as of 31 Oct 2016: $215.11M
- Decentralized Ordering
    - IT e-mart Request for Quote (RFQ) Tool
    - Contracting Officers have the option to negotiate the proposed delivery order pricing
- No CHESS fee

ITES-3H Contract Scope

- IT hardware solutions of commercial off-the-shelf RISC/EPIC servers, Windows based servers, workstations, thin clients, desktop and notebooks (as part of a total solution), storage systems, networking equipment, network printers, cables, connectors, cabinets, video teleconferencing equipment (VTC), power supplies and related ancillaries.
- Related Fixed Prices Services include: system configuration and integration, physical site analysis, installation and relocation, high availability configuration and legacy equipment warranty/maintenance.
- Includes desktops and notebooks for the fielding of a complete system or part of total solution
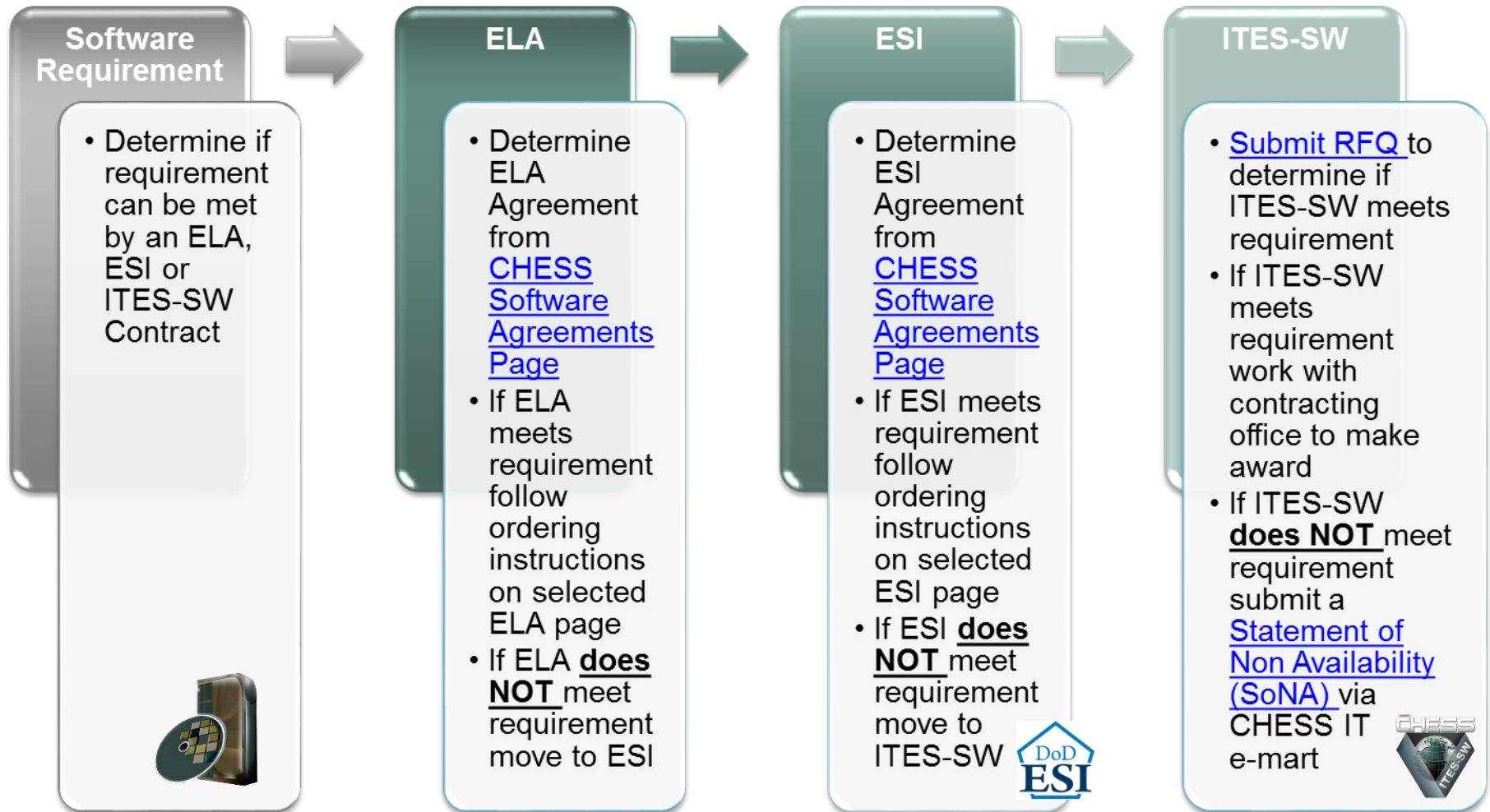- Includes Technology Refresh and New Technology Provisions

Software Procurement through CHESS

Software Requirement	ELA	ESI	ITES-SW
• Determine if requirement can be met by an ELA, ESI or ITES-SW Contract	• Determine ELA Agreement from CHESS Software Agreements Page • If ELA meets requirement follow ordering instructions on selected ELA page • If ELA **does NOT** meet requirement move to ESI	• Determine ESI Agreement from CHESS Software Agreements Page • If ESI meets requirement follow ordering instructions on selected ESI page • If ESI **does NOT** meet requirement move to ITES-SW	• Submit RFQ to determine if ITES-SW meets requirement • If ITES-SW meets requirement work with contracting office to make award • If ITES-SW **does NOT** meet requirement submit a Statement of Non Availability (SoNA) via CHESS IT e-mart

ITES-SW Contract Overview

- Three (3) Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts
- Period of Performance: 11 FEB 2015 to 11 FEB 2020
- Open to Ordering contracting officers within the Army
- Program Maximum: $49 Million across all contracts for life of contracts (including all options)
- Amount spent as of 31 Oct 2016 : $9.70M
- Decentralized Ordering
    - IT e-mart Request for Quote (RFQ) Tool
- No CHESS fee

ITES-SW Contract Scope

- COTS software products and related services that have obtained a full Certificate of Networthiness (CoN) applicable under the following categories:
    - IT Utility & Security
    - Modeling & Simulation
    - Multimedia & Design
    - Program & Development

What Is Reverse Auction?

Traditional Reverse Auction

- Roles of buyer and seller are reversed

- Multiple vendors bid down for a request for quote (RFQ)

- Reverses traditional auction in which buyers bid up for a product

CHESS Reverse Auction

- No usage fee

- Direct Army oversight with requirements submitted directly to CHESS vendors

- Familiar framework of user-friendly CHESS RFQ Tool on IT e-mart

CHESS Cost Avoidance 19 Jan - 31 Oct16	
Bid Cost Avoidance	$2,656,826 (9.14%)
Total Cost Avoidance	$2,736,531 (9.42%)

What's Available?

- Laptops/Desktops
- Printers
- Audio Visual
- Software w/ CoN
- Monitors
- Multi-functional Devices
- Peripherals
- and more

Army Contracting Command RA goals:

$15,000 - $150,000: 25% RA

$150,000 - $6,500,000: 10% RA

Creating a Reverse Auction

Create Reverse Auction

| RFI - Information | RFQ - Hardware\Software | RFP - Services | Reverse Auction - Hardware\Software | Bidding Rate Report | Transfer |

Notice: Reverse Auctions are used for small contract vehicles not exceeding $1.5 million.

❓	Maximum Price (Optional)	
Sellers WILL NOT see the Maximum Price. Includes shipping and handling.		
❓	Make Maximum Price Active	☐
If the Maximum Price is Active, Bids must be lower than the Maximum Price to show Lead status.		
	Auction End Date	6/29/2016
	Auction End Time	Hour(s): 09 ⌄ Minute(s): 00 ⌄ EST
❓	Bid Decrement	2 ⌄ %
The minimum amount by which a Seller must lower his/her Bid in order to rebid.		
	Alternate POC	

Save As Draft

Product Category:

Please Select Product Category ⌄

Details   X

Submitting POC

Name	Ralph Bowman	Email	ralph.bowman1.clv@mail.mil
Agency	ARMY	Activity	U.S. ARMY INSTALLATION MANAGEMENT COMMAND, (IMCOM)
Phone	8037515685	State	SC
		Zip Code	29207

Request Detail

Product Category	Printers
Request Name	Ralph Bowman
Description	HP LaserJet Pro M477fdn All-In-One Color Printer (Product # CF378A#BGJ) Ralph Bowman, 2601 Washington Rd, Door #4, Fort Jackson SC 29207, (803) 751-5685, ralph.bowman1.clv@mail.mil

Program	ADMC-2	Status	Open
Created On	6/15/2016 11:45:23 AM	Reference Number	163374
Acknowledged	Yes	Last Updated	6/15/2016
Responded	No		

Version (Amendments)	0 (Original)

Shipping information

Shipping Mode	CONUS
Multiple shipping addresses	No

Reverse Auction

Target Price	$
Target Price Active	No
Bid Decrement	2.00 %
Auction End Date	6/24/2016 11:00:00
Time Remaining	4 Days 1 Hours 48 Minutes 57 Seconds
Finalized Bid Comment	

Print   Create SONA

Completed Reverse Auction

Hardware	Software	Services	RFx	Consolidated Buy	Resources	About CHESS

Reverse Auction

RFI - Information	RFQ - Hardware\Software	RFP - Services	Reverse Auction - Hardware\Software	Bidding Rate Report	Transfer

10 ▾   [Search field]   **Search**

	Ref #	Name	Created	End Date	Status	# of Bids	Bid Price	Actions	Transfer
►	151312	test	10/4/2016 3:19:38 PM	10/13/2016 15:00:00	Active	0	0	Amend | Cancel	☐
►	151321	testing draft 2	10/5/2016 11:09:00 AM	10/14/2016 11:00:00	Active	0	0	Amend | Cancel	☐
►	151320	Testing RA (amdend0	10/5/2016 11:26:35 AM	10/14/2016 10:00:00	Active	0	0	Amend | Cancel	☐
►	151323	asdf	10/5/2016 11:25:39 AM	10/14/2016 11:00:00	Active	0	0	Amend | Cancel	☐
►	151326	Email Test	10/6/2016 10:14:25 AM	10/17/2016 10:00:00	Active	1	120000.00	Amend | Cancel	☐
►	151341	Test for emails Create	10/12/2016 2:23:09 PM	10/21/2016 14:00:00	Active	0	0	Amend | Cancel	☐
►	151344	ites sw minh test test test	10/12/2016 3:21:24 PM	10/21/2016 15:00:00	Active	0	0	Amend | Cancel	☐
►	151345	ites sw 2 TEST	10/12/2016 3:32:06 PM	10/21/2016 15:00:00	Active	0	0	Amend | Cancel	☐
►	151338	test	10/12/2016 10:36:26 AM	10/21/2016 10:00:00	Active	0	0	Amend | Cancel	☐
►	151343	ADMC2 Minh Test test test test	10/12/2016 2:40:17 PM	10/21/2016 14:00:00	Active	1	3.00	Amend | Cancel	☐

1 2 3 4 5 Next > Last >>

CHESS Customer Support
Telephone: 1-888-232-4405
Hours: Monday-Friday 8am-5pm EST
Email: armychess@mail.mil

Security Policy | Web Policy | Webmaster
UNCLASSIFIED Version: 3.4 Build: 13 Revision: 0

Annual CHESS Training Schedule

FY17 CHESS Event Schedule			
Date	**Event**	**Location**	**Presenter**
13-Oct-16	RF Process & Reverse Auction Tutorial	DCS	Deidre Harris
17-Nov-16	CHESS IT e-mart Tutorial	DCS	Nicki Wilson
15-Dec-16	CHESS 101 Briefing	DCS	Nicki Wilson
19-Jan-17	RF Process & Reverse Auction Tutorial	DCS	Rick Klemencic
16-Feb-17	CHESS IT e-mart Tutorial	DCS	Rick Klemencic
16-Mar-17	CHESS 101 Briefing	DCS	Deidre Harris
13-Apr-17	RF Process & Reverse Auction Tutorial	DCS	Keith Copeland
18-May-17	CHESS IT e-mart Tutorial	DCS	Deidre Harris
15-Jun-17	CHESS 101 Briefing	DCS	Dorothy Bowen
13-Jul-17	RF Process & Reverse Auction Tutorial	DCS	Keith Copeland
17-Aug-17	CHESS IT e-mart Tutorial	DCS	Dawn Bare
14-Sep-17	CHESS 101 Briefing	DCS	Dorothy Bowen

- The CHESS IT e-mart Tutorial will walk you through most of the basic capabilities, functions and features of the CHESS IT e-mart for better user experience and efficiency.

- The CHESS 101 Briefing is a program overview including detailed information about our Hardware, Software, and Services Contracts. Get additional information about our License Tracker for Software (LTS) Tool, RFx Process Tool, and how to submit Statements of Non-Availability!

- The RF Process & Reverse Auction Tutorial will walk you through how to submit Request for Quotes (RFQs) – Hardware/Software, Request for Proposals (RFPs) – Services, Request for Information (RFI) – when one is conducting initial data gathering, and how to develop a Reverse Auction (RA) efficiently and effectively by utilizing the CHESS RFx Tool.

- Contact Tricia Shelley at tricia.a.shelley.ctr@mail.mil to request a specialized Briefing/Training for your command!

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