

# Cost Estimate Kick-Starters

**Dan Harper**

**Special thanks to contributors Olivia Mooney, Eugene Cullen**

**May 2022**

# Introduction/Background

- **Estimators have inadequate access to pricing data**
- **Too much time is required to conduct data collection**
- **There *are* a number of publicly-available cost resources with useful data**
  - Data is not in a database/searchable format, many are in “PDF” formats
- **These three tools were created to harness these data sources:**
  - SLiCE [Software License Cost Estimator] lookup tool containing over 4,000 prices (and growing) for software licenses, training, etc.
  - LaRRGE [Labor Rate Reference Guide for Estimators] Labor Rates resources including newly added Cyber Labor Rates
  - GRIPS [GSA Robust Infrastructure Pricing Solutions] The GSA Enterprise Infrastructure Solutions Pricer, or “TurboTax<sup>®</sup>” for Enterprise Infrastructure Solutions

# Kick-Starter 1: The Software License Cost Estimator (SLiCE)

## *SLiCE: Software License Cost Estimator*

**Date:** April 2021

**Developers:** Olivia Mooney, Eugene Cullen, Joe Lombardo, Dan Harper

### **Section 1. Description**

SLiCE [Software License Cost Estimator] lookup tool containing over 4,000 prices (and growing) for software licenses, training, etc.

All PRICES FY20\$

### **Section 2. Resources**

The DoD Enterprise Software Initiative is an official DoD initiative sponsored by the DoD CIO to lead in the establishment and management of enterprise COTS IT agreements, assets, and policies.

DoD ESI lowers the total cost of ownership across the DoD, Coast Guard and Intelligence Communities for commercial software, IT hardware, and services.”

<https://www.esi.mil/>



# The Challenge that Led to SLiCE

- **No data or SMEs for a short-cycle estimate of an Enterprise Security Optimization Center**
  - The only alternative was to reach out directly to software re-sellers, vendors, or simply start googling
  - This method of data collection frequently results in having to provide e-mails, phone numbers, etc. and making an appointment with a sales rep, only to have to follow-up with a tech POC
  - Time prohibitive, especially for dozens of software tools
- **The Partial Solution -- The DoD Enterprise Software Initiative, a great resource for software licensing and maintenance pricing data**

# Harnessing DoD Pricing Data

- **The DoD Enterprise Software Initiative is a website hosting Blanket Purchase Agreements, Catalogues and other Schedules with negotiated prices for thousands of software products**
- **The DoD ESI is sponsored by the DoD CIO to lead in the establishment and management of enterprise COTS IT agreements, assets, and policies**
- **The purpose is to lower the total cost of ownership across the DoD, Coast Guard and Intelligence Communities for commercial software, IT hardware, and services**
- **Publicly-available at <https://www.esi.mil/>**
  - For an overview of DoD ESI, watch this [<https://www.esi.mil/contentview.aspx?id=719>]



*Image source: DoD Enterprise Software Initiative*

# DoD ESI Overview

These publicly available *agreements* are basically catalogues of different pricing schedules, BPAs, and software license agreements made across DoD with various vendors

The screenshot displays the DoD ESI website interface. At the top, there is a navigation bar with the DoD ESI logo and the tagline "Your preferred source for IT Acquisition across the DoD". Below the navigation bar, the "All Agreements" section is visible, featuring filters for Type, Ordering Open to, and Products. A table lists various software vendors, with "ForeScout" highlighted by a blue arrow and a hand icon. To the right, the details for the "ForeScout" agreement are shown, including the publisher, type, and brand name requirements. Below this, a list of resellers is displayed, with "THREE WIRE SYSTEMS, LLC" highlighted by a hand icon.

**1** ForeScout (1)

**2** ForeScout

Ordering Open To: All DoD

Publisher: ForeScout

Type: ESI - BPA

Brand Name LSJ Required: Yes - per FAR 8.405-6 required for New licenses only.

Resellers / Direct Sales

Alamo City Engineering Services, Inc.

Carahsoft Technology, Corp.

ImmixTechnology

**3** THREE WIRE SYSTEMS, LLC

Ordering Guide Product & Price List

Effective Date: 11/09/2020 Expiration D

Contract #: N66001-21-A-0030

Business Size: Small

Cage Code: 4GPT6

Image source: KindPNG.com, DoD Enterprise Software Initiative

# DoD ESI Available Agreements - Example

- PDF data typically includes thousands of rows across dozens of *product families*, around half a dozen *types*, ranging from hardware to software licensing and maintenance, and thousands of *SKUs* and *descriptions* as well as prices for anywhere from 1 to 3 years
- Each pdf varies – some have tables between 6 and 10 columns, some are not in table form
- Good data, but it's in hundreds of pdf files scattered across the site

Three Wire Systems, LLC.GS35F0300T						
*DoD ESI BPA Unit Prices shall include the 2% ACT fee.				YEAR 3	YEAR 4	YEAR 5
PRODUCT FAMILY	TYPE	LIC SKU	LIC SKU DESCRIPTION	*DoD ESI BPA UNIT PRICE YR 3	*DoD ESI BPA UNIT PRICE YR 4	*DoD ESI BPA UNIT PRICE YR 5
CounterAct Appliance Std	HW	CT100/A	CounterACT - 6 Copper Ports - 500 Devices	\$10,350.24	\$10,350.24	\$10,350.24
CounterAct Appliance Std	HW	CT100/AF	CounterACT - 4 Copper/2 Fiber Ports - 500 Devices	\$11,089.81	\$11,089.81	\$11,089.81
CounterAct Appliance Std	HW	CT1000/A	CounterACT - 8 Copper Ports - 1000 Devices	\$21,443.74	\$21,443.74	\$21,443.74
CounterAct Appliance Std	HW	CT1000/AF2	CounterACT - 4 Copper/4 Fiber Ports 1000 Devices	\$23,662.44	\$23,662.44	\$23,662.44
CounterAct Appliance Std	HW	CT10000/A	CounterACT - 8 Copper 10000 Devices	\$110,931.31	\$110,931.31	\$110,931.31
CounterAct Appliance Std	HW	CT10000/AF10G	CounterACT - 6 Copper/ Dual Fiber 10g 10000 Devices	\$134,703.95	\$134,703.95	\$134,703.95

# The SLiCE Solution

- Pulled data from various formats into Excel using a combination of the Get Data feature in Excel and good-old *cut-and-paste*
- Parsed it into columns, added metadata from the *agreements* (e.g., Contract Number, Vendor)
- Determined appropriate fiscal year for pricing data [in some case, the actual FY had to be determined, e.g., “YR1” assumed to be agreement date]
- Added filter and lookup capabilities, some logic

DoD ESI Agreement	Vendor Name	Product Family	Reseller GSA P/N or Prod Ty	Manufacturer P/N or LIC SKU	Product Title/Description	List Price	SIN	NAICS Code	PSC	Contract Number	Price List Effective Date	Comments
ForeScout	Three Wire Systems	Flexx Perpetual	LIC	FS-LIC-SEECONTROL-100	Forescout See + Control license for 100 endpoints (eyeSight + eyeControl)	\$ 1,479.13				GS35F0300T	11/9/2020	*DoD ESI BPA Unit Prices shall include the 2% ACT fee. Only one price provided, "Unit Price"
ForeScout	Three Wire Systems	Flexx Perpetual	LIC	FS-LIC-RESILIENCY-100	Forescout Resiliency license for 100 endpoints (eyeRecover)	\$ 184.89				GS35F0300T	11/9/2020	*DoD ESI BPA Unit Prices shall include the 2% ACT fee. Only one price provided, "Unit Price"
ForeScout	Three Wire Systems	Flexx Perpetual	LIC	FS-LIC-SEE-100	Forescout See license for 100 endpoints (eyeSight)	\$ 1,183.31				GS35F0300T	11/9/2020	*DoD ESI BPA Unit Prices shall include the 2% ACT fee. Only one price provided, "Unit Price"
ForeScout	Three Wire Systems	Flexx Perpetual	LIC	FS-LIC-MIGRATION-100	ForeScout - Flexx License Migration fee for 100 endpoints	\$ 295.83				GS35F0300T	11/9/2020	*DoD ESI BPA Unit Prices shall include the 2% ACT fee. Only one price provided, "Unit Price"
ForeScout	Three Wire Systems	Flexx Perpetual	LIC	FS-LIC-SIGHT-CONTROL-100	Forescout eyeSight and eyeControl license for 100 endpoints	\$ 1,479.13				GS35F0300T	11/9/2020	*DoD ESI BPA Unit Prices shall include the 2% ACT fee. Only one price provided, "Unit Price"



# SLiCE Price Lookup Wizard: Step-by-Step

1. In “Price Lookup” tab, choose *product family*
2. Choose *product title* to obtain price

**1**

	A	B	C	E	H
1					
2					FY20\$
3		Product Family	Product Title/Description	Catalog	List Price
4		Flex Perpetual	rescout eyeSight license for 100 endpoints	List Price	\$ 1,183.31

Extended Module  
 Flex Perpetual  
 Flex Hardware  
 Flex Term  
 Training and Solution Support  
 Veritas  
 Archibus  
 Carahsoft Technology Corporation

**2**

	A	B	C	E	H
					FY20\$
		Product Family	Product Title/Description	Catalog	List Price
		Flex Perpetual	ForeScout eyeSight license for 100 endpoints	List Price	\$ 1,183.31

ForeScout eyeSight license for 100 endpoints  
 ForeScout eyeRecover license for 100 endpoints  
 ActiveCare Basic 1 year - ForeScout See + Control for 100 endpoints (eyeSight + eyeControl)  
 ActiveCare Basic 1 year - ForeScout Resiliency for 100 endpoints (eyeRecover)  
 ActiveCare Advanced 1 year - ForeScout See + Control for 100 endpoints (eyeSight + eyeControl)  
 ActiveCare Advanced 1 year - ForeScout Resiliency for 100 endpoints (eyeRecover)  
 ActiveCare Advanced 1 year - ForeScout eyeRecover for 100 endpoints  
 ActiveCare Advanced 1 year - ForeScout eyeSight for 100 endpoints

# SLiCE Stats to Date

- **Dozens of Product *families* including:**
  - Hardware
  - Software Support Services
  - Enterprise Software
  - Integration Modules
  - Security
  - Training Classes
- **67,000 records and growing**
- **Thousands of prices from 25 vendors**

# Kick-Start 2: Labor Rate Reference Guide for Estimators (LaRRGE)

LaRRGE – Labor Rate Reference Guide for Estimators		LaRRGE
Table of Contents		
Reference Title	Labor Rate Information Related To:	Workbook Tab
CIO-SP3 All	IT Services for Biomedical Research; Health Sciences, and Healthcare; Cyber; Software Development	<a href="#">CIO-SP3 All</a>
CIO-SP3 Tool	IT Services for Biomedical Research; Health Sciences, and Healthcare; Cyber; Software Development	<a href="#">CIO-SP3 Tool</a>
GSA Enterprise Infrastructure Solutions	Telecommunications; Internet; cloud; voice; virtual private network; security; satellite services; ethernet; dark fiber; trusted Internet	<a href="#">GSA-EIS</a>
GSA Alliant	IT, Artificial intelligence (AI), distributed ledger technology (DLT), robotic process automation (RPA), and other types of emerging technologies.	<a href="#">GSA-Alliant</a>
NASA Solutions for Enterprise Wide Procurement (SEWP) Contract	IT hardware, including servers, laptops and supercomputers ; Network and telecommunication products ; Software products, including software as a service ; Cloud computing ; Audiovisual products ; Teleconferencing and videoconferencing products ; Peripherals and supplies, including printers and power supplies ; Maintenance and warranties ; Installation ; Site planning ; Product training ; Product-based engineering services	<a href="#">NASA SEWP</a>

# The Challenge/The Solution

- Estimators need labor rates across an ever-increasing array of labor categories, e.g., cloud, cybersecurity
- Rates are available across the web via public schedules, but not in a useable format for estimators
- **The *Labor Rate Reference Guide for Estimators* (LaRRGE) provides a ready source for use of labor rates in the estimating process**
  - 1000s of Labor categories (LCATs) and rates added over past 2 years
  - 738,000 cells with labor rate or other meta data
  - Government Site, Contractor Site, FFRDC rates
  - Includes average labor rates, median rates, low/high-rate ranges, etc.

# LaRRGE Sources

Reference Title	Labor Rate Information Related To:
CIO-SP3 All	IT Services for Biomedical Research; Health Sciences, and Healthcare; Cyber; Software Development
CIO-SP3 Tool	IT Services for Biomedical Research; Health Sciences, and Healthcare; Cyber; Software Development
GSA Enterprise Infrastructure Solutions	Telecommunications; Internet; cloud; voice; virtual private network; security; satellite services; ethernet; dark fiber
GSA Alliant	IT, Artificial intelligence (AI), distributed ledger technology (DLT), robotic process automation (RPA), more
NASA Solutions for Enterprise-Wide Procurement (SEWP)	IT hardware, Network and telecommunication products ; Software products, including software as a service ; Cloud computing
Federal Pay Calculator	Maintains updated pay charts for most types of military compensation
Occupational Outlook Handbook	Bureau of Labor Statistics online calculator that allows user to look at salaries on hundreds of LCATs and occupations
GSA Calculator	The CALC tool helps users find awarded prices to use in negotiations for labor contracts

Reference Title	Labor Rate Information Related To:
Army Civilian Manpower Rates	Includes OCONUS , e.g., work wages paid to German nationals and Korean service Corps personnel
GSA FAS	IT Schedule 70 offers federal, state, and local governments innovative solutions to their IT needs
GSA IT70	IT Schedule 70 offers federal, state, and local governments innovative solutions to their IT needs
DHS Beagle	“Border Enforcement Applications for Government Leading Edge; Provides IT labor rates
O*Net	Hundreds of standardized and occupation-specific descriptors on almost 1,000 occupations covering the entire U.S. economy
CIO-SP3 Wizard	IT Services for Biomedical Research; Health Sciences, and Healthcare; Cyber; Software Development
ENCORE III	Enterprise IT Policy and Planning; Integrated Solutions Management; Process, Performance, and Strategic Benchmarking; more

**17 different schedules/tools/websites**

# Instructions Sheet

## LaRRGE – Labor Rate Reference Guide for Estimators

### Introduction

# LaRRGE

Date: May 2021

Developers: Olivia Mooney, Eugene Cullen, Dan Harper, Jerry Szalc (MITRE Corp.)

This document serves as a source of labor rate information and other helpful data that can aid in the development of cost estimates.

It's recommended that you start with the Table of Contents ([TOC](#)) tab that provides a summary listing of the various sources of information. A standard template containing a set of data elements ([Elements](#)) captures the information for each source. The Elements tab in this worksheet provides descriptions of the various data elements.

Labor rate sources are stratified into three types: contracts/schedules, calculators, and standalone Excel-based tools. The following icons help to quickly identify each category.



This icon indicates that rates are a contract source- most likely in Word or pdf format.



A calculator icon indicates a web-based tool where user can select categories or other criteria.



Excel icon indicates labor rates are in a workbook. The rates may come from a pdf doc originally, but may have been formatted for easier lookup and search.

# Includes Metadata and Documentation

- Applicable labor groups
- Source of data
- Additional data such as overhead % or other fees
- Period of Performance
- List of rate sources and meta-data and links

Last updated: 11/6/2019	
<b>Reference Title</b>	<b>GSA Alliant</b>
<b>Labor Group(s)</b>	IT Labor
<b>Labor Sub-groups</b>	Artificial intelligence (AI), distributed ledger technology (DLT), robotic process automation (RPA), and other types of emerging technologies.
<b>Description</b>	<p>The Alliant 2 and Alliant 2 Small Business GWACs represent the next generation GWAC vehicles for comprehensive information technology (IT) solutions through customizable hardware, software, and services solutions purchased as a total package.</p> <p>Alliant 2, a Best-in-Class GWAC that is preferred governmentwide solution, offers artificial intelligence (AI), distributed ledger technology (DLT), robotic process automation (RPA), and other types of emerging technologies. It provides best-value IT solutions to federal agencies, while strengthening chances in federal contracting for small businesses.</p> <p>GSA's Alliant 2 GWAC is a multiple-award, indefinite delivery, indefinite-quantity (IDIQ) Governmentwide Acquisition Contract (GWAC) offering complete and flexible</p>
<b>Source</b>	GSA GWAC
<b>Location/Link</b>	<a href="https://www.gsa.gov/technology/technology-purchasing-programs/governmentwide-acquisition-contracts/alliant-2-governmentwide-acquisition-contract-gwac">https://www.gsa.gov/technology/technology-purchasing-programs/governmentwide-acquisition-contracts/alliant-2-governmentwide-acquisition-contract-gwac</a>
<b>Optional/Additional Info</b>	
<b>Burden Rate(s) / Additional Fees</b>	The loaded hourly labor rates include wages, overhead, general and administrative expenses, and profit for work performed in the continental United States. They apply only to time-and-materials and labor-hour orders. They do not include the 0.75 percent contract access fee
<b>Regional factors</b>	N/A

Return to  
the TOC



# Kick-Starter 3: LaRRGE, Cyber Edition (LaRRCE)

## LaRRCE - Labor Rate Resource Cyber Edition

Last update: Jan 2022

Developers: Dan Harper (MITRE Corp.)

### Section 1. Description

GSA Highly Adaptive Cybersecurity Services (HACS) Includes a wide range of fields such as, the seven-step Risk Management Framework services, information assurance, virus detection, network management, situational awareness and incident response, secure web hosting, and backup, security services and Security Operations Center (SOC) services. HACS vendors are cataloged under the 5 subcategories of High Value Asset Assessments; Risk and Vulnerability Assessments, Cyber Hunt, Incident Response, and Penetration Testing.

### Section 2. Labor Rate Resources

[GSA Cyber HASC Labor Rates](#)

<a href="#">MAS</a>	Multiple Award Schedule
Information Technology - IT Services	
Category	Description
<a href="#">54151HACS</a>	Highly Adaptive Cybersecurity Services (HACS) Includes a wide range of fields such as, the seven-step Risk Management Framework services. information assurance.

[https://www.gsaadvantage.gov/ref\\_text/GS35F540GA/0VSGQD.3RITP4\\_GS35F540GA\\_GS-35F-540GA-11-6-2020-478592.PDF](https://www.gsaadvantage.gov/ref_text/GS35F540GA/0VSGQD.3RITP4_GS35F540GA_GS-35F-540GA-11-6-2020-478592.PDF)

### Section 3. Tab Index / Links

Sheet index:

[Intro](#)

[Normalizing Rules](#)

[Master Rate Table](#)

[Cyber Training Rate Table](#)

[Staffing Approach](#)

[Intro\\_Index](#)

[2. Labor Rate Table](#)

[3. Lists and Data](#)

[4. HASC CTRs](#)

[Cyber Training Rate Table](#)

[Contractors](#)

[1 SYNC TECHNOLOGIES, LLC](#)

[21ST](#)



# The Challenge/The Solution

- **Cybersecurity is a relatively new discipline; not a lot of sources compared to other labor groups**
- **Labor categories not refined, e.g., *Security Engineer* vs. more specific *Penetration Tester - Level 1***
- **1500+ cyber labor categories tracked in tool**
- **Labor rate data from 28 vendors on Highly Adaptive Cybersecurity Services (HACS) GSA schedule [all in PDF format and therefore not useable in Excel]**
- **7 GSA schedule items & 132 Special ID Numbers (SINs are labor types, e.g., 132-45A Penetration Testing)**

# GSA Highly Adaptive Cybersecurity Services (HACS) Rates

- The GSA HACS Multiple Award Schedule includes 467 (and growing) vendors offering a wide range of cyber LCATs, e.g., information assurance, virus detection, situational awareness and incident response, secure web hosting, and Security Operations Center (SOC) services

MAS Multiple Award Schedule

Information Technology - IT Services

Category	Description
<b>54151HACS</b>	<b>Highly Adaptive Cybersecurity Services (HACS)</b> Includes a wide range of fields such as, the seven-step Risk Management Framework services, infor detection, network management, situational awareness and incident response, secure web hosting, and backup, security services and,Security Oper HACS vendors are cataloged under the 5 subcategories of High Value Asset Assessments; Risk and Vulnerability Assessments, Cyber Hunt, Incident Testing.

NOTE: Subject to Cooperative Purchasing

467 contractors

Display:

[Download Contractors \(Excel\)](#) **Sources-**

Hold the 'Ctrl' key to select all that apply

Contractor ▲		Contract #	Phone	City, State ▼	Socio-Economic
1 SYNC TECHNOLOGIES, LLC	 	47QTCA18D00AR	334-219-3921	MONTGOMERY ,AL	s/d/8a
21ST CENTURY TECHNOLOGIES INC.	 	47QTCA18D00KW	(703)402-2542	LURAY ,VA	s/h
22ND CENTURY TECHNOLOGIES INC.		GS-35F-0579T	7034364597	MCLEAN ,VA	o
ABACUS TECHNOLOGY CORPORATION		GS-35F-720GA	301-215-7593	CHEVY CHASE ,MD	o
ABILE GROUP, INC.		47QTCA19D00FR	703-917-4257	HARWOOD ,MD	s/w/wo/ew/d
ABLEVETS LLC	 	GS-35F-315DA	703-214-1258	CHANTILLY ,VA	o
ACCENTURE FEDERAL SERVICES LLC		GS-35F-0371N	571-414-4033	ARLINGTON ,VA	o
ACCENTURE FEDERAL SERVICES LLC		GS-35F-540GA	571-414-4033	ARLINGTON ,VA	o
ACCENTURE FEDERAL SERVICES LLC	 	GS-35F-580AA	571-414-4033	ARLINGTON ,VA	o

## Companies Included

- 28 Companies so far (of 467)
- Socio-economic indicators available e.g., small business, women-owned, veteran-owned

Socio-Economic Indicators key:	
<b>s</b>	- Small business
<b>o</b>	- Other than small business
<b>w</b>	- Woman Owned business
<b>wo</b>	- Women Owned Small business
<b>ew</b>	- Economically Disadvantaged Women Owned Small business
<b>v</b>	- Veteran Owned Small business
<b>dv</b>	- Service Disabled Veteran Owned Small
<b>d</b>	- SBA Certified Small Disadvantaged
<b>8a</b>	- SBA Certified 8(a) Firm
<b>h</b>	- SBA Certified HUBZone Firm

Contractor	Contract #	City, State	Socio-Economic
1 SYNC TECHNOLOGIES, LLC	47QTCA18D00AR	MONTGOMERY ,AL	s/d/8a
21ST CENTURY TECHNOLOGIES INC.	47QTCA18D00KW	LURAY ,VA	s/h
ADVANCED THREAT ANALYSIS INC.	47QTCA20D0014	SEVERN ,MD	s/dv/h
ANVAYA SOLUTIONS, INC.	47QTCA19D00AV	FOLSOM ,CA	s/w/wo/ew/d
AVESHKA, INC.	GS-35F-609GA	VIENNA ,VA	s
B&M CONSULTING GROUP, INC.	GS-35F-122BA	ROCKVILLE ,MD	s/w/wo/ew/h
BLUE GLACIER MANAGEMENT GROUP INC.	GS-35F-0440W	ENGLEWOOD ,CO	s/v
BUSINESS COMPUTERS MANAGEMENT CONSULTING	GS-35F-321AA	FALLS CHURCH ,VA	s/d/8a
CLEARFOCUS TECHNOLOGIES LLC	GS-35F-444CA	LEESBURG ,VA	s/h
CSIOS CORPORATION	GS-35F-657GA	LA PLATA ,MD	s/v/d
DARK WOLF SOLUTIONS, LLC	GS-35F-484DA	HERNDON ,VA	s
DSB MANAGEMENT CONSULTANTS LLC	47QTCA19D00JM	ANNANDALE ,VA	s/w/wo/ew/d
EMAGINE IT, INC.	GS-35F-0217T	FAIRFAX ,VA	o
FIRST IT SERVICES, INC	GS-35F-0364X	ARLINGTON ,VA	s/dv/d
GLOBAL NETWORKS INC.	47QTCA20D0070	COLUMBIA ,MD	s/w/wo/ew/d
GUIDEHOUSE LLP	GS-35F-0263P	MCLEAN ,VA	o
I TECH AG LLC	47QTCA19D00B2	ARLINGTON ,VA	s/d/8a
INFORMATION INTERNATIONAL ASSOCIATES, INC.	GS-35F-410DA	OAK RIDGE ,TN	o
MAKO GROUP LLC, THE	GS-35F-357DA	CARMEL ,IN	s
MINDPOINT GROUP, LLC	GS-35F-018BA	SPRINGFIELD ,VA	s/w/wo/ew/d/8a
NEW DIRECTIONS TECHNOLOGIES, INC.	GS-35F-0621Y	RIDGECREST ,CA	s/dv
NORTHROP GRUMMAN SYSTEMS CORPORATION	GS-35F-0165Y	MCLEAN ,VA	o
OBSIDIAN GLOBAL, LLC	GS-35F-292GA	WASHINGTON ,DC	s
PRINCIPLE ITC	GS-35F-190GA	HOUSTON ,TX	s/d/8a/h
ROOT9B, LLC	47QTCA20D002U	COLORADO SPRINGS ,CO	s
SENTAR, INC.	GS-35F-233DA	HUNTSVILLE ,AL	s/w/wo
STRATA CONSULTING SERVICES LLC	GS-35F-347GA	ALEXANDRIA ,VA	s/d
USMAX CORPORATION	47QTCA18D001L	FAIRFAX ,VA	s/d
VERIS GROUP, LLC	GS-35F-0621T	STERLING ,VA	o

# **Kick-Starter 4: GRIPS**

## **[GSA Robust Infrastructure Pricing Solutions]**

# Background - GSA EIS Online Pricer

- **The GSA Robust Infrastructure Pricing Solutions [GRIPS] is an Excel tool derived from the GSA Enterprise Infrastructure Services (EIS) Online Pricer**
- **“Turbotax®”- like tool for pricing *Enterprise Infrastructure Solutions***
- **Based on GSAs EIS telecommunications contract, which replaced GSA’s *Networx* schedule for government telecommunications and infrastructure solutions**
  - <https://eis-public-pricer.eos.gsa.gov/>

# Background - GSA EIS Online Pricer

- *EIS Service Guides* walk the user through how to estimate each service
- **General EIS Services: 25 Services, calculated using General EIS Pricing**
- **Catalog-Based Services: 7 EIS services that are defined in a contractor’s online catalog. The prices for these services are calculated using Catalog-Based Pricing**



<b>Catalog-Based Services</b>	
<i>Service</i>	<i>EIS Service Category</i>
Commercial Satellite Communication Service	
Infrastructure as a Service	Cloud Service
Managed Security Service	Managed Service
Platform as a Service	Cloud Service
Service Related Equipment	
Software as a Service	Cloud Service
Wireless Service	

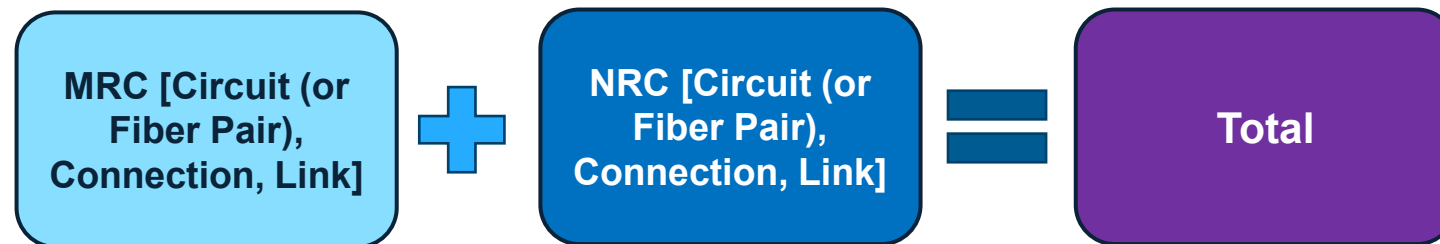
<b>General EIS Services</b>	
<i>Service</i>	<i>EIS Service Category</i>
Access Arrangements	
Audio Conferencing Service	Managed Service
Cable & Wiring	
Circuit Switched Data Service	Voice Service
Circuit Switched Voice Service	Voice Service
Colocated Hosting Service	
Contact Center Service	
Content Delivery Network Service	Cloud Service
Dark Fiber Service	Data Service
DHS Intrusion Prevention Security Service (DHS Only)	Managed Service
Ethernet Transport Service	Data Service
Internet Protocol Service	Data Service
IP Voice Service	Voice Service
Managed Mobility Service	Managed Service
Managed Network Service	Managed Service
Managed Trusted Internet Protocol Service (MTIPS)	Managed Service
Optical Wavelength Service	Data Service
Private Line Service	Data Service
Service Related Labor	
Synchronous Optical Network Service (SONETS)	Data Service
Toll Free Service	Voice Service
Unified Communications Service	Managed Service
Video Teleconferencing Service	Managed Service
Virtual Private Network Service	Data Service
Web Conferencing Service	Managed Service

# GSA EIS Online Pricer: Pricing Overview

- **All EIS services are priced by combining one or more of the following four price components:**
  1. **Non-recurring Charge (NRC):** This is a one-time fee, generally for set-up, activation or installation of a service, or some other similar task
  2. **Monthly Recurring Charge (MRC):** This is a fixed amount billed on a monthly basis
  3. **Usage Charge:** These are charges based on a quantity consumed, e.g., price per minute for a voice call, price per gigabyte of data stored, price per text message sent, etc.
  4. **Feature Charge:** This is an additional charge for a capability, capacity, or function not included with the basic service. For example, transcription services associated with the Audio-Conferencing Service, would have a feature charge
- **More info: <https://eis-public-pricer.eos.gsa.gov/service-guides/>**

# Pricing Example: Access Arrangements

- **Access Arrangements (AAs) provide a dedicated, reliable connection from an agency's location to the service provider's network**
- **Many agencies use AAs daily to deliver applications such as desktop video conferencing, distance learning, and transferring of large files (e.g., 1.544 Mbps T1 line)**
- **Inputs that determine price:**
  - **AA type, e.g., T1 Access, Shared Ethernet Access-300 Mbps committed**
  - **MRC determined by Domestic/Non-Domestic**
  - **Location**
  - **Dates of service**





# GSA Online Pricing Tool Example: Access Arrangements

- The next few slides will illustrate how to estimate these costs using the GSA online pricing tool, then we will switch to Excel for a demo of GRIPS.
- Using the On-line GSA Pricing Tool, select **T1 Access**
  - Choose CLINs AA00003 (NRC) and AA00103 "T1 (1.536 Mbps)" (MRC)
  - 1 Click **"Add Price"**
  - 2 Click **"Next Step"**

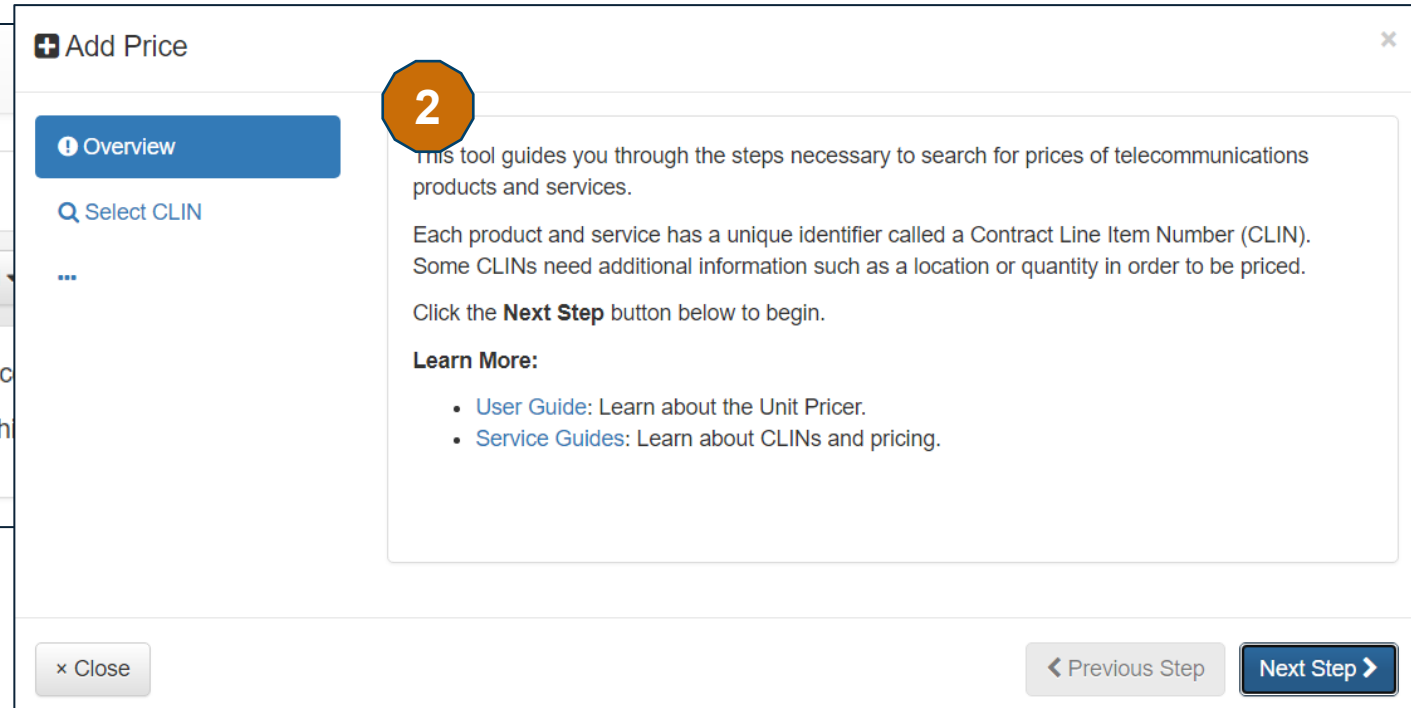
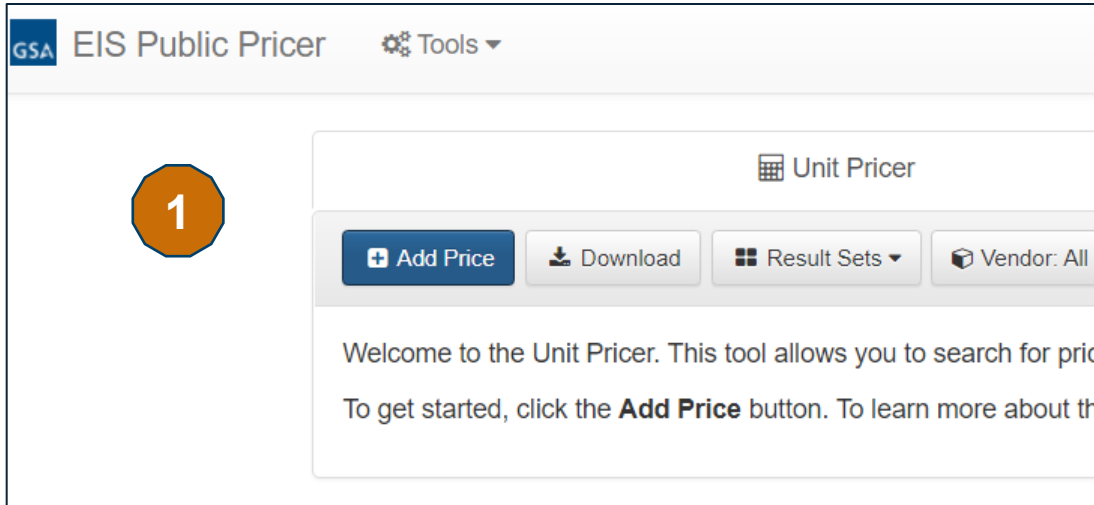
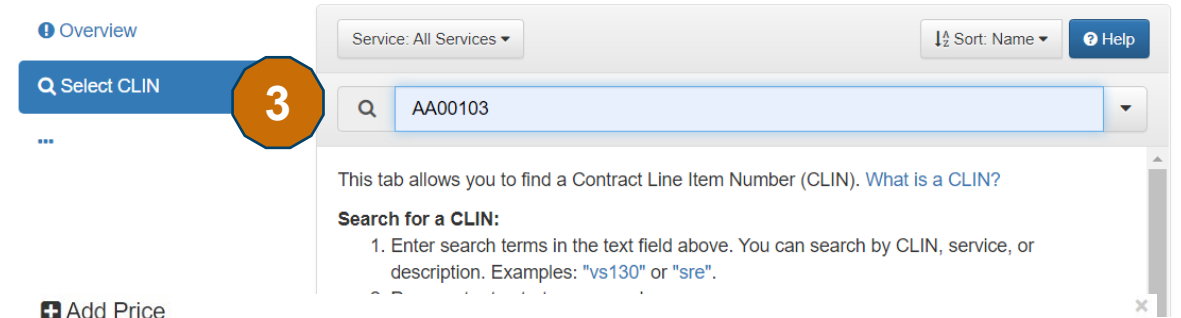


Image source: GSA EIS Service Guide

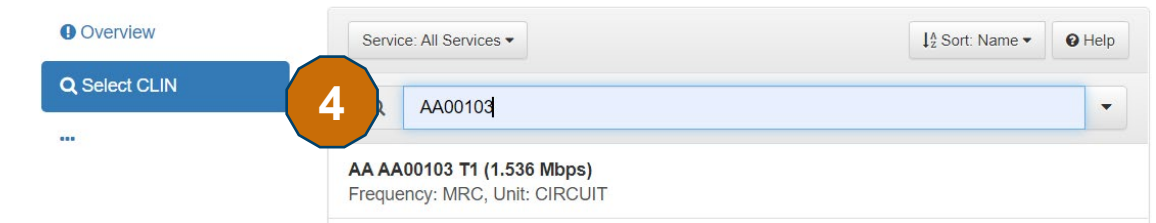
# Pricing Example: Access Arrangements

+ Add Price

- 3 Type "AA00103" and "Return"



- 4 Double Click "Appropriate CLIN"



- 5 Double Click "Domestic MRC", "Next"

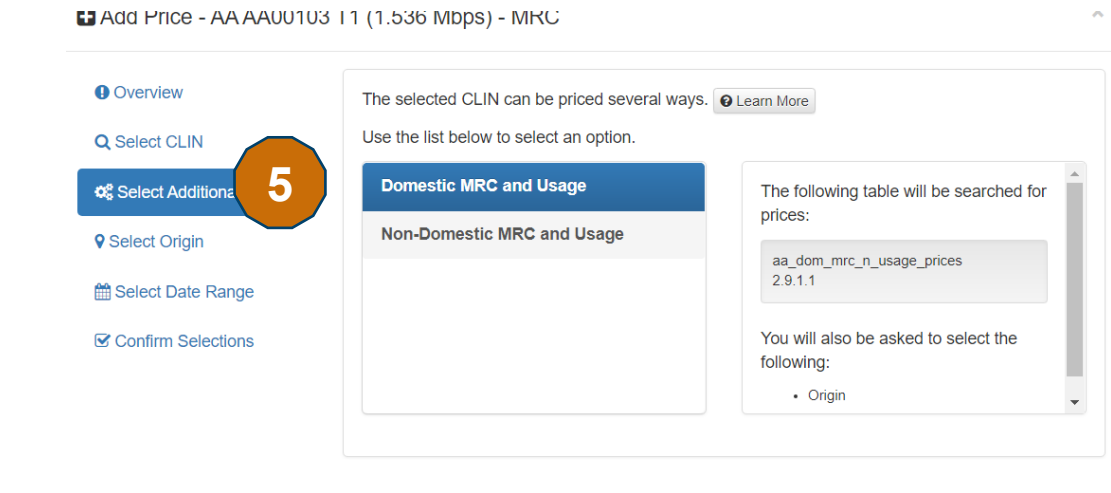


Image source: GSA EIS Service Guide

Close

Previous Step

Next Step

# Pricing Example: Access Arrangements

**6** Type “address” or “NSC” and “Return”. Network Site Code (NSC) – identifies a physical location, a customer agency building, Physical Concentration Location, and/or PoP

**7** Click “This Month”

**8** Click “Find Prices”

The screenshots show the following steps in the pricing process:

- Step 6: Entering the address "1600 pennsylvania ave nw, washington dc" in the search field, resulting in "1600 PENNSYLVANIA AVE NW, WASHINGTON, DC 20006" and NSC: WASHDCEX.
- Step 7: Selecting the date range "This Month through Remaining Available Years (2021-03-01 to 2021-09-30)".
- Step 8: Clicking the "Find Prices" button to search for prices.

- 6 Type “address” or “NSC” and “Return”. Network Site Code (NSC) – identifies a physical location, a customer agency building, Physical Concentration Location, and/or PoP

- 7 Click “This Month”

- 8 Click “Find Prices”

# Pricing Example: Access Arrangements

- 9 Click “Add Price” to see Results
- Can export to Excel

9

Unit Pricer
Help

Add Price
Download
Result Sets
Vendor: All

Clear Results

\* Price results include the AGF fee.

AA AA00103 T1 (1.536 Mbps), MRC, CIRCUIT, Origin: 1600 PENNSYLVANIA AVE NW, WASHINGTON, DC 20006

Start Date	Stop Date	AT&T	BT Federal	CenturyLink	Core Technologies	Defined Technologies	Granite	L3Harris	MetTel	Verizon Federal
2021-03-01	2021-09-30	\$82.36	\$57.61	\$86.97	\$90.66	\$65.77	\$78.56	\$66.13	\$101.60	\$53.80

## Next Steps

- Focus on tool refinement, data organization and validation
- Standardize Nomenclature, e.g., “Product Type: “license, licensing, licenses”
- Add capabilities e.g., search by GSA SIN\* or NAICS\*\*
- Add additional data
- Release to partners. These tools were developed based on publicly-available data, but need to go through public release process to share.

If you would like to partner with us to improve these tools,  
or have any suggestions please contact  
[djharper@mitre.org](mailto:djharper@mitre.org)

*\*GSA Special ID Numbers are labor types, e.g., 132-45A Penetration Testing*

*\*\*North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.*

# Questions?

# Backup

# DoD ESI License Pricing Models

- **Concurrent Users:** License price is based on the maximum number of users who could be using the software at any given point in time
- **Named Users:** License price is based on the total number of individuals in the user population
- **Processor-Based:** License price is based on the number of computers (CPUs) to which the software can be deployed
- **Site-Based:** A pricing model used when applications are deployed to a fixed location within an enterprise
- **Subscription:** This model calls for periodic payments instead of a lump sum payment. It may also be selected when a customer does not want to deploy the software within its IT environment
- **Enterprise License:**
  - License price is based on a decision to deploy the software across an entire enterprise (as defined by the customer). Managed by one point of contact between vendor and enterprise - one “Ship To”, one “Bill To”, one Support Contact, one Payment.
  - This model is used primarily with large, multinational or global customers with large numbers of users (usually > 10,000)



# SLiCE Data Included: DoD ESI Available Agreements

Software Agreements		
ActivIdentity (1)	ForeScout (1)	Recorded Future (1)
Adobe (1)	Fornetix (1)	Red Hat (3)
AppDynamics (1)	HPE (1)	Riverbed Technology, Inc. (1)
Archibus (1)	HyTrust (1)	RSA (1)
Autodesk (1)	Ivanti (1)	SafeNet (1)
Axway (1)	LogZilla (1)	SAP Public Services, Inc. (2)
Azul Systems (1)	McAfee (1)	ServiceNow (1)
Belarc (1)	Micro Focus Government Solutions (MFGS) (1)	SimiGon Inc. (1)
BeyondTrust (1)	Microsoft (3)	SolidWorks Corp. (1)
BMC/Remedy (1)	Minitab, Inc. (1)	Sonatype (1)
CA Technologies (2)	NetApp (1)	Splunk (1)
Checkmarx (1)	NetScout Systems (1)	Sunview (1)
Cisco (1)	Nlyte (1)	Symantec (2)
CloudBees (1)	Nuix (1)	Tanium (1)
Cloudbolt (1)	Nutanix (1)	Telos (1)
CrowdStrike (1)	Oblong (1)	Trimble Inc. (1)
D2iQ (1)	Oracle (3)	Tripwire, Inc. (1)
DataLocker (1)	Packet Viper (1)	UiPath (1)
Decision Lens (1)	Palantir Technologies (1)	Veritas (2)
Denodo (1)	PC Matic (1)	VMware (1)
Expanse (1)	Polyverse (1)	Voicebrook (1)
FireEye (1)	PTC (1)	ZeroFox (1)
Flexera (1)	Quest Software (1)	Zscaler (1)

Hardware Agreements	
Army Desktop & Mobile Computing (ADMC)	Department of Health & Human Services (HHS), NIH NITAAC CIO-CS
Ordering Open To: All Federal, All DoD, Army	Naval Enterprise Networks & End User Hardware (NEN EUHW)
Ordering Open To: All Federal	General Services Administration (GSA) IT Schedule 70
Ordering Open To: All Federal, All Army IT Enterprise Solutions (ITES)	NETCENTS-2 NetCentric Products
	NASA Solutions for Enterprise-Wide Procurement (SEWP)

Service Agreements	
Cisco (1)	Forrester (1)
Fedmine LLC (1)	Gartner (1)
Microsoft Enterprise Services (MES) IDIQ (1)	

# DoD ESI Available Agreements-Import Demo

## File-Data-Import from File-PDF doc

**1** Get Data

- From Text/CSV
- From Web
- From Table/Range
- From File
- From Database
- From Azure
- From Online Services
- From Other Sources
- Combine Queries
- Launch Power Query Editor...
- Data Source Settings...
- Query Options

**2** Navigator

2j Attachment 2 - D2iQ 08.06.2020.pdf [6]

- Table001 (Page 1)
- Table002 (Page 2)

**3** Table001 (Page 1) (15) - Power Query Editor

Table003 (Page 3)  
Preview downloaded on Monday, April 26, 2021

Column1	Column2	Column3	Column4
D2iQ	1195-0099	MK400-ON-SITE-G	Enterprise Cloud Native Applacal
D2iQ	1195-0098	MK400-INDIVIDUAL-VIRTUAL-G	Enterprise Cloud Native Applacal
D2iQ	1195-0109	DISPATCH-CSS	Declarative application building
D2iQ	1195-0108	DISPATCH-STANDARD	Declarative application building

Table001 (Page 1) (15) - Power Query Editor

```
Table.TransformColumnTypes(Table001,{{"Column1", type text}, {"Column2", type text}, {"Column3", type text}, {"Column4", type text}}
```

Query Settings

Table001 (Page 1) (15)

APPLIED STEPS

- Source
- Navigation
- Changed Type

# SLiCE Use Cases

## Department of Commerce – Enterprise Security Optimization Center [Mar 2021]

- This was the spark that inspired the creation of SLiCE
- DoC gave us a list of dozens of product families and tools with number of licenses... SLiCE allowed us to quickly find prices

## DHS ServiceNow Estimate [April 2021]

- This was a high visibility quick-turnaround (1-week) effort to develop a program lifecycle cost estimate for DHS migration from Remedy to ServiceNow including IT Service Management, Security Operations, and Cloud Services

# GSA EIS IaaS pricing

- Some CLINS, including all EIS IaaS CLINS, are priced as *ICB (Individual Case Basis) CLINs* – identifier for an EIS service or product that is defined in the EIS contracts, but not priced
- However, you can still see prices using the following “hack:”
- 1 Select CLIN
- 2 Type in “1” to get all 216 data points for CLIN IA90001 to get Case Numbers

Service: Infrastructure as a Service Sort: Name Help

Q

1	IaaS IA90001 IaaS Cloud Service Catalog Item Frequency: NRC, Unit: EACH	ICB
	IaaS IA90002 IaaS Cloud Service Catalog Item Frequency: MRC, Unit: EACH	ICB
	IaaS IA90003 IaaS Cloud Service Catalog Item Frequency: Usage, Unit: EACH	ICB
	IaaS IA99990 IaaS Task Order Unique Frequency: NRC, Unit: ICB	ICB

+ Add Price - IaaS IA90001 IaaS Cloud Service Catalog Item - NRC

Overview

Select CLIN

Select Case Number

Select Date Range

Confirm Selections

Vendor: All Vendors Show Case Details... Help

Q 1

AT&T IAxALLx101817x000001	Account creation and customer onboarding - this is the master CLIN, all other CLINs are listed as auto-sold 00000N
AT&T IAxALLx101817x000001	Account creation and customer onboarding - this is the master CLIN, all other CLINs are listed as auto-sold 00000N
AT&T IAxALLx101817x000001	Account creation and customer onboarding - this is the master CLIN, all other CLINs are listed as auto-sold 00000N
AT&T IAxALLx101817x000001	Account creation and customer onboarding - this is the master CLIN, all other CLINs are listed as auto-sold 00000N

1 / 5 Download 1 - 50 of 215 Rows

Image source: GSA EIS Service Guide

# GSA EIS IaaS pricing

- **Type in Case Number for desired CLIN to get price**

## + Add Price - IaaS IA90001 IaaS Cloud Service Catalog Item - NRC

Overview

Select CLIN

Select Case Number

Select Date Range

3

Vendor: All Vendors

Show Case Details...

Help

1100097

Because the CLIN you have selected is an Individual Case Basis (ICB) CLIN, you must select a case number in order to continue. [What is a Case Number?](#)



IaaS IA90001 IaaS Cloud Service Catalog Item, NRC, MINUTE, Case Number: 1100097

Start Date	Stop Date	AT&T	BT Federal	CenturyLink	Core Technologies	Del
2021-04-01	2021-09-30	n/a	n/a	n/a	\$147.776063	n/a

# GSA EIS IaaS pricing

- Combine data for CLIN IaaS IA90001 from 2 searches into table [future effort]

vendor_name	case_number	case_description	unit_name	start_date	stop_date
AT&T	IAxALLx101817x00001	Account creation and customer onboarding - this is the master CLIN, all other CLINs are listed as auto-sold 00000N	SERVICE INITIATION	10/1/2018	9/30/2019
Core Technologies	1100096	vmware Managed Virtual Server Basic Plus (2 vCPU Cores, 2 GB RAM, 20 GB Useable SAN Storage, Windows Server 2016 Standard, Advanced Performance Monitoring) - Setup OIVMWM001	MINUTE	9/1/2020	9/30/2020
Core Technologies	1100097	vmware Managed Virtual Server Basic Plus (2 vCPU Cores, 2 GB RAM, 20 GB Useable SAN Storage, Windows Server 2016 Standard, Advanced Performance Monitoring) -	MINUTE	10/1/2020	9/30/2021
Core Technologies	1100099	vmware Managed Virtual Server Pro (4 vCPU Cores, 4 GB RAM, 80 GB Useable SAN Storage, Windows Server 2016 Standard, Advanced Performance Monitoring) - Setup	MINUTE	10/1/2020	9/30/2021
Core Technologies	1100099	vmware Managed Virtual Server Pro (4 vCPU Cores, 4 GB RAM, 80 GB Useable SAN Storage, Windows Server 2016 Standard, Advanced Performance Monitoring) - Setup	MINUTE	9/1/2020	9/30/2020

CLIN	Name	Frequency	Case Number	AT&T	BT Federal	CenturyLink	Core Technologies
IaaS IA90001	IaaS Cloud Service Catalog Item	NRC	IAxALLx101817x000001	\$ -	n/a	n/a	n/a
IaaS IA90001	IaaS Cloud Service Catalog Item	NRC	1100097	n/a	n/a	n/a	\$ 147.78

- Price of VMware Managed Virtual Server Basic Plus (2 vCPU Cores, 2 GB RAM, 20 GB Useable SAN Storage, Windows Server 2016 Standard, Advanced Performance Monitoring) - \$147.78/minute