



Department of Defense (DOD) DOD ESI

Ordering Guide

for

Cisco Systems, Inc.

DOD ESI Agreement

through

NASA SEWP

15 MAY 2021



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1.0 Purpose

This document serves as the Ordering Guide for the Department of Defense (DOD) ESI agreement for Cisco Systems, Inc. NASA SEWP Agency Catalog. The DOD ESI Agreement for Cisco Systems, Inc. refers to the products and Solutions for Enterprise-Wide Procurement (SEWP) Agency Catalog established by the DOD; SEWP is a Government-Wide Acquisition Contract (GWAC) that is managed by the National Aeronautics and Space Administration (NASA). This Ordering Guide will assist DOD customers, contracting specialists, and contracting officers with ordering Cisco Systems, Inc. hardware, software, hardware/ software maintenance, cloud services and professional services. This Ordering Guide contains essential information regarding the DOD ESI Agreement for Cisco Systems, Inc., including authorized users, products available for purchase, ordering instructions and processes, and Point of Contact (POC) information.

The DOD ESI Agreement for Cisco Systems, Inc. is a source of supply for Cisco Systems, Inc. hardware, software licenses, cloud services, hardware/software maintenance, and professional services. Information pertaining to these contracts on SEWP (e.g., Terms and Conditions, referenced attachments herein, etc.) is located on the DOD ESI portal site at: <https://www.esi.mil/default.aspx>

The POCs for the DOD ESI Agreement for Cisco Systems, Inc. are listed below:

DOD ESI Team			
Name	Title	Email	Telephone
Lindsey Vorwith	Deputy IPT Lead	Lindsey.Vorwith@navy.mil	
Sean Glidden	Software Product Manager	sean.glidden@navy.mil	
Dennis Fellin	Procuring Contracting Officer	Dennis.fellin@navy.mil	717-329-6588
Cynthia Chen	Contract Specialist	cynthia.chen@navy.mil	619-553-4532
NASA SEWP			
Alexander Marshall	Technical Strategy Manager	alexander.marshall-1@nasa.gov	301-614-7141
Customer Service*		sewpprod@midatl.service-now.com	301-286-1478
ESI Regional Managers			
Stephanie Winebrenner	US Navy	swinebre@cisco.com	408-894-7793
Ashley Tice	US Marine Corp	krswartz@cisco.com	571-237-7303
David Raffetto	US Air Force	draffett@cisco.com	805-448-9565
Laurent Knafo	US Army Tactical, Special Forces, MDA	lknafo@cisco.com	408-895-2782
Chris Lyu	DISA	chlyu@cisco.com	408-895-1952
Michael Whitley	US Army Enterprise	mwhitley@cisco.com	408-894-8814
Ryan Tyrrell	US Coast Guard / DHS	rtyrrell@cisco.com	919-601-8183
Jan Niemiec	Director, National Security Op	jniemiec@cisco.com	703-622-3533
*(email responses within 1 day; helpline Mon-Fri 7:30 AM – 6:00 PM ET)			



DOD ESI Agency Catalog – Ordering Guide

Reseller Information

Ordering Guide Information		ZIVARO, INC.	FCN, INC.	GOVPLACE, INC.
NASA SEWP V Contract #		NNG15SC38B	NNG15SC71B	NNG15SC77B
Business Size		Large	WOSB	SMALL
Cage Code		1KPO8	0WU14	1G9R3
DUNS		055342690	61-537-8007	95-7050883
TIN		84-1482895	52-1729765	93-1195773
Ordering Address		990 S Broadway, Suite 300 Denver, CO 80209	12501 Ardennes Ave, Suite 101, Rockville, MD 20852	11111 SUNSET HILLS ROAD, SUITE 200, RESTON, VA 20190
Remit To Address		990 S Broadway, Suite 300 Denver, CO 80209	12501 Ardennes Ave, Suite 101, Rockville, MD 20852 Attn: AR Manager	11111 SUNSET HILLS ROAD, SUITE 200, RESTON, VA 20190
Company POC for this RFAC: (add as necessary for the various DOD agencies and intel community)				
	Name	Tyler Mathis	Cheryl Ashe	JAMES EVANS
	Telephone	720-836-7406	240-833-7184	703-966-5015
	E-mail	tmathis@zivaro.com	DODinside@fcni.com	jevans@govplace.com
Phone # for placing orders		303-455-8800 x 2	240-833-1050	833-827-4048
URL for placing orders		NA	TBD	TBD
Separate phone #/URL for ordering by different DOD agencies and Intel Community? (if so, list all points of contact for all applicable agencies)		NA		Provided on each quote
Separate phone #/URL for ordering by credit card?		NA		833-827-4048
Company Website Link		www.zivaro.com	www.fcni.com	www.govplace.com
Company Website Link for DOD ESI agency catalog		-	TBD	TBD
Cisco Partner Certification Level		Gold	Direct Gold Partner	Premier
We are authorized/certified by Cisco to sell: (Y/N)				
Catalyst 6800 Series Switches?		YES	YES	YES
Contact Center Products & Services?		YES	YES	NO
HSC-D Products & Services?		YES	YES	YES
Enterprise Agreements?		YES	YES	NO
DOD ESI Catalog Program Manager				
	Name	Tyler Mathis	Kristen Ford	BILL ROBINSON
	Telephone	720.836.7406	772-538-0499	571-409-1363
	E-mail	tmathis@zivaro.com	kristen.ford@fcni.com	brobinson@govplace.com



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Reseller Information (Continued)

Ordering Guide Information		GMC TEK	SIRIUS FEDERAL, LLC	PRESIDIO NETWORKED SOLUTIONS LLC
NASA SEWP V Contract #	NING15SC76B		NING15SC34B	NING15SC45B
Business Size	Small, Women-owned, and Minority-owned Business (SWaM), Women's Business Enterprise National Council (WBENC) certified, ISO 9001:2015, and HUBZone registered company.	Large		Large Business
Cage Code	5DQT6	0TC84		OKD05
DUNS	830064882	556054591		15-4050959
TIN	26-4062037	52-1742191		58-1667655
Ordering Address	8569 Sudley Road, Unit C, Manassas, VA 20110	2151 Priest Bridge Road, Crofton, MD 21114		8161 Maple Lawn Boulevard #150, Fulton, MD 20759
Remit To Address	Company address: 8569 Sudley Road – Unit C, Manassas, VA 20110 Mailing address: 41833 Cordgrass Circle, Aldie - VA 20105	P.O. Box 759309, Baltimore, MD 21275-9309		PNSRemittanceadvice@presidio.com PO Box 822169 Philadelphia, PA 19182-2169
Company POC for this RFAC: (add as necessary for the various DOD agencies and intel community)				
Name	Mrs. Komal Dharja	Cheryl Hill		Angel N. Davis
Telephone	703-856-3310	410-774-7238		571-297-0951
E-mail	komal@gmctek.com	DODESICiscopM@siriusfederal.com		angelldavis@presidio.com
Phone # for placing orders	703-856-3310	410-774-7298		N/A
URL for placing orders	www.gmctek.com			
Separate phone #/URL for ordering by different DOD agencies and Intel Community? (if so, list all points of contact for all applicable agencies)	703-856-3310	No		
Separate phone #/URL for ordering by credit card?	703-856-3310	No		
Company Website Link	www.gmctek.com	https://www.siriusfederal.com		www.presidio.com
Company Website Link for DOD ESI agency catalog	www.gmctek.com	https://www.siriusfederal.com/dod-esi		will be found using SEWP portal
Cisco Partner Certification Level	Select	Gold		Gold
We are authorized/certified by Cisco to sell: (Y/N)				
Catalyst 6800 Series Switches?	YES	YES		YES
Contact Center Products & Services?	YES	YES		YES
HSC-D Products & Services?	YES	YES		YES
Enterprise Agreements?	YES	YES		YES
DOD ESI Catalog Program Manager				
Name	Mrs. Komal Dharja	Cheryl Hill		Betsy Johnson
Telephone	(703)-856-3310	410-774-7238		301.623.1884
E-mail	komal@gmctek.com	DODESICiscopM@siriusfederal.com		bjohnson@presidio.com



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Reseller Information (Continued)

Ordering Guide Information		VAE, INC.	WESTWIND COMPUTER PRODUCTS		SHI INTERNATIONAL CORP
NASA SEWP V Contract #	NNG15SC94B		NNG15SD04B		NNG15SE11B
Business Size	Small		Small		Large
Cage Code	1U3C5		075E1		1HTFO
DUNS	46257734		87-6868563		61-142-9481
TIN	54-1984449		85-0441639		22-3009648
Ordering Address	5501 Backlick Rd, Suite 300, Springfield, VA, 22151		5655 Jefferson ST NE STE B Albuquerque, NM 87109		290 Davidson Ave, Somerset, NJ 08873
Remit To Address	5501 Backlick Rd, Suite 300, Springfield, VA, 22151		5655 Jefferson ST NE STE B Albuquerque, NM 87109		P.O. Box 952121, Dallas, TX 75395-2121
Company POC for this RFAC: (add as necessary for the various DOD agencies and Intel community)			Shannon Lee Turner 540-454-3726; Christina Lewis 240-425-7959; Henry Lugo 505-217-4199; Jonathan Kaelin 571-239-9192		
Name	Tim Davis		DOD ESI Cisco Team (Above)		James Kman
Telephone	703-942-6727		505-345-4720		708-420-9856
E-mail	sales@vaeit.com		DODESICISCO@wwcpinc.com		james.kman@shi.com
Phone # for placing orders	703-942-6727		See above		888-744-7084
URL for placing orders			This will be sent from the SEWP V office		https://www.publicsector.shidirect.com/
Separate phone #/URL for ordering by different DOD agencies and Intel Community? (if so, list all points of contact for all applicable agencies)	DOD (Army, Navy, AF) Tim Davis, 703-942-6727;8166, sales@vaeit.com DISA Kara Grove, 703-942-6727; 8133, sales@vaeit.com		N/A - See above		N/A
Separate phone #/URL for ordering by credit card?			N/A - See above		N/A
Company Website Link	http://www.vaeit.com		https://www.westwindcomputerproducts.com/		https://www.publicsector.shidirect.com/
Company Website Link for DOD ESI agency catalog	http://www.vaeit.com		This will be sent from the SEWP V office		TBD
Cisco Partner Certification Level	Gold		Select level - however all orders are sourced with our Cisco Gold partner.		Gold
We are authorized/certified by Cisco to sell: (Y/N)					
Catalyst 6800 Series Switches?	YES		YES		YES
Contact Center Products & Services?	NO		YES		YES
HSC-D Products & Services?	NO		NO		YES
Enterprise Agreements?	YES		YES		YES
DOD ESI Catalog Program Manager					
Name	Meghan Hoy		Christina Lewis		James Kman
Telephone	703-942-6727;8125		240-425-7959		708-420-9856
E-mail	meghan.hoy@vaeit.com		DODESICISCO@wwcpinc.com		james.kman@shi.com



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Reseller Information (Continued)

Ordering Guide Information		VETERAN TECHNOLOGY PARTNERS LLC	WORLD WIDE TECHNOLOGY, LLC	INSIGHT PUBLIC SECTOR, INC.
NASA SEWP V Contract #	NNG15SD43B (Group B, SDVOSB) & NNG15SD69B (Group C, Small)	NNG15SC55B		NNG15SC40B
Business Size	Service Disabled Veteran Owned Small Business	Other Than Small		LARGE
Cage Code	706Q06	0MNV1		06ZC1
DUNS	080391614	614948396	159776806	159776806
TIN	81-3831869	431912895	36-3949000	36-3949000
Ordering Address	20 West Kinzie Street, Floor 17 Chicago, IL 60654 20 West Kinzie Street, Floor 17 Chicago, IL 60654	1 World Wide Way, Saint Louis, MO, 63146-3002 World Wide Technology, LLC, P.O. Box 957653 Saint Louis, MO, 63195 United States	13755 Sunrise Valley Dr., Suite 750, Herndon VA 20171	
Remit To Address			Regular Mail: Insight Public Sector, P.O. Box 731072, Dallas, TX 75373-1072 Overnight Mail: JP Morgan Chase, 14800 Frye Road, TX1-0029, Ft. Worth, TX 76155, Attn: Insight Public Sector, Box 731072 (Only payments should go to these addresses)	
Company POC for this RFAC: (add as necessary for the various DOD agencies and intel community)				
Name	James Price	Lindsey Miller/Kristin Pandolfo		Robin Adair
Telephone	571-276-0640	618-797-5765/314-995-6139		540-270-0960
E-mail	jprice@thevtp.com	Lindsey.Miller@wwt.com Kristin.Pandolfo@wwt.com		robin.adair@insight.com
Phone # for placing orders	800-460-7935	N/A		800-862-8758
URL for placing orders	www.thevtp.com	N/A		http://www.sewp.nasa.gov
Separate phone #/URL for ordering by different DOD agencies and Intel Community? (if so, list all points of contact for all applicable agencies)	N/A	N/A		N/A - same as above
Separate phone #/URL for ordering by credit card?	N/A	N/A		N/A - same as above
Company Website Link	http://www.thevtp.com	https://www.wwt.com/nasa-sewp-v-contract		www.ips.insight.com , www.ips.insight.com/sewp
Company Website Link for DOD ESI agency catalog	http://www.thevtp.com	https://www.wwt.com/nasa-sewp-v-contract		http://www.sewp.nasa.gov
Cisco Partner Certification Level		Gold		Gold Certified Partner
We are authorized/certified by Cisco to sell: (Y/N)				
Catalyst 6800 Series Switches?	YES	YES		YES
Contact Center Products & Services?	YES	YES		YES
HSC-D Products & Services?	YES	YES		NO
Enterprise Agreements?	YES	YES		YES
DOD ESI Catalog Program Manager				
Name	Noah Vasquez	Lindsey Miller		Melissa Turner
Telephone	800-460-7935	618-797-5765		703.594.8122
E-mail	nvasquez@thevtp.com	Lindsey.Miller@wwt.com		melissa.turner@insight.com



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Reseller Information (Continued)

Ordering Guide Information		IRON BOW TECHNOLOGIES, LLC		NEW TECH SOLUTIONS, INC.		RED RIVER	
NASA SEWP V Contract #		NNG15SC41B		NNG15SC82B		NNG15SC85B (Group C), NNG15SC46B (Group D)	
Business Size		Large		SMALL		Other Than Small	
Cage Code		55RC1		1QN24		04MB1	
DUNS		82-771-4507		020149303		933678708	
TIN		26-1615129		94-328-4685		02-0483341	
Ordering Address		2303 Dulles Station Blvd Herndon VA 20171		New Tech Solutions Inc. 4179 Business Center Dr. Fremont, CA 94538		21 Water Street, Suite 500, Claremont, NH 03743	
Remit To Address		Iron Bow Technologies, P.O. Box 8500-1686, Philadelphia, PA 19178-1686		New Tech Solutions Inc. 4179 Business Center Dr. Fremont, CA 94538		Red River Technology LLC, PO Box 780924, Philadelphia, PA 19178-0924	
Company POC for this RFAC: (add as necessary for the various DOD agencies and intel community)							
Name		Jodie Vaughn		Rajesh Patel		Scott Christian	
Telephone		703-674-5283		510-353-4070 x 307		603-442-5560	
E-mail		jodie.vaughn@ironbow.com		Cisco.DODESI@ntsca.com		DODCisceso@redriver.com	
Phone # for placing orders		800-338-8866		510-353-4070 x 307		603-442-5560	
URL for placing orders		email to info@ironbow.com		http://www.newtechsolutions.com/index.php/company/contact-us.html		DODCisceso@redriver.com	
Separate phone #/URL for ordering by different DOD agencies and intel Community? (if so, list all points of contact for all applicable agencies)		N/A		Rajesh Patel Tel: 510-353-4070 ext 307 Email: Cisco.DODESI@ntsca.com		603-442-5560	
Separate phone #/URL for ordering by credit card?		N/A		510-353-4070 x 301		DODCisceso@redriver.com	
Company Website Link		www.ironbow.com		www.ntsca.com		www.redriver.com	
Company Website Link for DOD ESI agency catalog		-		http://www.newtechsolutions.com/index.php/contracts/index/view/id/56			
Cisco Partner Certification Level		Gold		Cisco Premier Partner		Gold	
We are authorized/certified by Cisco to sell: (Y/N)							
Catalyst 6800 Series Switches?		YES		YES		YES	
Contact Center Products & Services?		YES		YES		YES	
HSC-D Products & Services?		YES		YES		YES	
Enterprise Agreements?		YES		YES		YES	
DOD ESI Catalog Program Manager							
Name		Mary Gray		Anita Vasantrai		Jo Purdy	
Telephone		17032795449		510-353-4070 ext 327		603-442-5546 Cell: 603-667-6195	
E-mail		Mary.Gray@ironbow.com		anita@ntsca.com		jo.purdy@redriver.com	



2.0 Overview

On behalf of the DOD and those authorized users, PEO Digital, PMM 290 has established a NASA SEWP V Agency Catalog for the purchase of all Cisco Systems, Inc. requirements. This Agency Catalog was established on 03 December 2020. The establishment of the Agency Catalog includes the negotiation of various License Agreements and Cisco Cloud services with respect to Cisco Systems, Inc.'s commercial Terms and Conditions (Ts&Cs). The results of those negotiations are memorialized as Attachments to both the solicitation and the Agency Catalog.

Ordering and funding for this agreement are decentralized. Each program is responsible for their own processes in order to fund the purchases of new licenses, hardware, maintenance, services and cloud products for Cisco Systems, Inc. products. Decentralized funding allows each Agency to maintain oversight of the licenses and hardware purchased by their organization as well as the subsequent annual sustainment.

3.0 Authorized DOD ESI Agreement Users

The below lists the DOD ordering entities considered to be authorized users:

DOD or Agencies

This Catalog is open for ordering by the “DOD Departments and Agencies” on a world-wide basis. “Departments and Agencies” are defined by the Title 48 Code of Federal Regulations, Section 202.101. In addition, “DoD or Agencies” includes the Intelligence Community (IC) and the U.S. Coast Guard. For the purposes of this Catalog, a DOD component is defined as follows: the Office of the Secretary of Defense (OSD), the Military Departments, the Chairman of the Joint Chiefs of Staff, the Unified Combatant Commands, the Inspector General of the Department of Defense (DoD IG), the Defense Agencies, the DoD Field Activities, the U. S. Coast Guard, *Intelligence Community (IC) and Foreign Military Sales (FMS) with a Letter of Authorization.

*The Intelligence Community is a federation of Executive branch intelligence agencies and Organizations that are comprised of 17 member organizations <https://www.dni.gov/index.php/what-we-do/members-of-the-ic> Office of the Director of National Intelligence (ODNI) is authorized to procure IT through the DOD ESI per the Memorandum of Agreement, dated 15 May 2008. <https://dodcio.defense.gov/portals/0/documents/net-centric-moa.pdf>.

GSA / Other Ordering Organizations

GSA or other applicable U.S. Government ordering organizations/agencies are authorized to place Orders under this Catalog on behalf of and for the benefit of the DOD.

Contractors and Integrators

Government contractors performing work for a DOD Component (as defined above) may place Orders under this Catalog on behalf of and for the benefit of the DOD entity if authorized by their cognizant Contracting Officer in accordance with the requirements of FAR 51 and/or DFARS 251 as appropriate. If the contractor has not been previously approved to place orders, under NASA SEWP, additional authorization may be needed via the NASA SEWP PMO (see: <https://www.sewp.nasa.gov/documents/AuthorizationLetterTemplate.pdf>)

4.0 Ordering

All DOD ordering activities are to order their Cisco Systems, Inc. software requirements from the NASA SEWP



Agency Catalog.

DFARS 208.7400 and use of the Cisco Catalogs

DFARS 208.7400 is directed toward DoD Departments and agencies to fulfill requirements for commercial software and related services, such as software maintenance in accordance with the DoD Enterprise Software Initiative (DoD ESI). Specifically, the scope of the DFARS sub part is as follows:

“208.7400 Scope of subpart.

This subpart prescribes policy and procedures for acquisition of commercial software and software maintenance, including software and software maintenance that is acquired--

- (a) As part of a system or system upgrade, where practicable;
- (b) Under a service contract;
- (c) Under a contract or agreement administered by another agency (e.g., under an interagency agreement);
- (d) Under a Federal Supply Schedule contract or blanket purchase agreement established in accordance with FAR 8.405; or
- (e) By a contractor that is authorized to order from a Government supply source pursuant to FAR 51.101.”

Defense Components have issued supplemental policies to implement this DFARS requirement.

While the DFARS covers commercial software and related services, subsequent Management Initiative Decisions and IT reform efforts have authorized the DoD ESI to incorporate IT hardware and Services into its portfolio of agreements. While the DFARS mandate will not apply to Cisco hardware available on the DoD ESI Cisco Agency Catalogs, the DoD ESI will employ strategic sourcing and category management disciplines across the entire portfolio of products and services. These disciplines include, but are not limited to, price benchmarking, reducing contract duplication and migrating spend to OMB designated Best in Class (BIC) contract vehicles. The DoD ESI Cisco Agency Catalogs are identified as BIC spend.

The DISA Joint ELA team and the DoD ESI are collaborating on the Cisco SMARTnet strategy and requirements. The DoD ESI Cisco Agency Catalogs are not intended to supersede fulfillment of SMARTnet services for those Defense Components that choose to enroll under the JELA.

In the future, the DoD ESI Cisco Agency Catalogs may be designated by the DON Executive Agent as Core Enterprise Technology Agreements (CETA) pursuant to DoDD 8470.01E of 6 Sep 2018.

This vehicle will enforce a single set of terms and conditions negotiated between Cisco and the Government, which shall be incorporated by reference into each order placed under the Catalog. This vehicle will facilitate the collection of metrics with regard to volume of requirements, obligated funds, user-base, and status of deployed assets. It is anticipated by the DOD that Catalog participants will offer discounts beyond those normally afforded via traditional SEWP competitions.



4.1 Notes to Contracting Officers

- 4.1.1 On a monthly basis, the CISCO GPL will be uploaded on the NASA SEWP DOD ESI site to ensure the DOD has the latest Cisco products and services available to the DOD.
- 4.1.2 Minimum Discounts off current Cisco GPL for commercial products and services are specified in Attachment 2. The Contractor will provide discounts that are equal to or greater than those listed in Attachment 2 for each Reseller.
- 4.1.3 The government may secure additional discounts at the time of placing an order. Additional spot discounts are authorized and encouraged.
- 4.1.4 Reseller or Cisco may subcontract all or part of the professional services to be performed under this Catalog to a qualified third party **only with the explicit written acceptance by the local contracting officer**. Any subcontracting of services must be noted on the Order Form and acknowledged in the Government's Delivery or Task Order.
- 4.1.5 Trade Agreements Act (19 U.S.C. & 2501-2581) (TAA Compliance): Reseller shall designate that all hardware is labeled as "TAA Compliant, "Not TAA Compliant" or "Not Applicable" for each quoted line item.
- 4.1.6 Follow FAR 19.5 for small business requirements

4.2 Special Considerations for Cisco Products and Services

- 4.2.1 Cisco Cloud Products: All cloud computing services shall be acquired in accordance with Defense Federal Acquisition Regulation Supplement (DFARS) Subpart 239.76, and shall be assessed and operate in accordance with the current DoD Cloud Computing (CC) Security Requirements Guide (SRG); DoD Instruction 8500.01, "Cybersecurity"; and DoD Instruction 8510.01, "Risk Management Framework (RMF) for DoD Information Technology (IT)".
- 4.2.2 Ability to sell Cisco cloud products: Resellers are required to provide a letter of certification by Cisco Systems, Inc. that they are authorized to provide Cisco cloud products.

**NOTE: Cisco Cloud Offerings available for purchase under this Agreement are limited to;*
a. Those products that are FEDRAMP certified; and
b. Those Cloud Offerings requiring specific Cisco authorization (e.g. HCS-D) may only be sold by those awardees authorized at the time a quote is rendered in response to an RFQ, by Cisco, to sell those offerings to the DoD. Verification via Cisco's Partner Website and for HCS-D, <https://www.cisco.com/c/en/us/solutions/industries/government/federal-government-solutions/secure-cloud-defense.html#~stickynav=3>, apply.

- 4.2.3 SmartNet: If the end customer is an SAP (Special Access Program) or classified DOD program, equipment returns are not required due to security reasons.
- 4.2.4 The Government has the right to transfer Cisco branded hardware and software assets covered under this agreement between agencies, and shall have the rights to transfer hardware and software assets to any DoD Enrollee, DoD Agency, or Government agency, or authorized contractor or outsourcer. The Government will be responsible for transferring the equipment to Agencies.



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- 4.2.5 Only those Cisco resellers who have Cisco authorization to sell FEDRAMP HCSD products and services, Catalyst 6800 series switches, Enterprise Agreements and Contact Center offerings are able to sell those products and services under this agreement.
- 4.2.6 All Cisco gear/hardware provided under this agreement will be new and non-refurbished gear and must be purchased through authorized Cisco Federal Authorized Channels.

4.3 Ordering Process

The following steps (as depicted in Figure 1 below) need to be completed to place an order on SEWP for Cisco Systems, Inc. requirements:

- **Step 1:** The Customer will consult the GPL, found within Attachment 2 – Product and Price List, posted on the SEWP Agency Catalog Website at: <https://sewp.nasa.gov/>. It is highly suggested you coordinate with a Cisco Systems, Inc. salesforce to determine the required Bill of Materials.
 - **NOTE:** See Section 4.4 of this Ordering Guide for guidance on navigating the SEWP website.
 - **NOTE:** This step will apply for “new” requirement purchases as well as subscription or maintenance renewals.
- **Step 2:** The Cisco Systems, Inc. salesforce will validate the required SKUs and create a Bill of Materials and provide it to the Customer.
- **Step 3:** The Customer will provide the Bill of Materials to the appropriate Ordering Activity.
- **Step 4:** The Customer will identify Cisco Systems, Inc. brand name requirements and prepare a Brand Name Justification demonstrating the rationale for requiring the Cisco Systems, Inc. in accordance with FAR 16.505(a)(4).
- **Step 5:** Prepare a DD Form 2579, Small Business Coordination Record as prescribed in DFARS 219.201(10)
- **Step 6:** The Ordering Activity will post a solicitation to the DoD ESI Agency Catalog on SEWP. (See Section 4.4 of this document for further details on SEWP-specific steps). You must solicit all resellers and abide by SEWP V Small Business requirements.
- **Step 7:** Authorized DoD ESI SEWP Catalog holders will submit quotes to the Ordering Activity.
- **Step 8:** The Ordering Activity will review all quotes received, determine the best value, and notify the Awardee.
- **Step 9:** The Awardee will facilitate delivery of the Cisco Systems, Inc. Bill of Materials to the Customer.
- **Step 10:** The Customer will receive the Cisco Systems, Inc. item(s) from the reseller to whom the contract was awarded.



4.4 Other Ordering Notes

1. Option years, on orders placed against this catalog, can extend through April 30, 2030.
2. All Resellers accept Government Purchase cards (GPC).
3. Other OEM SKUs: To facilitate efficiency in procuring Cisco products, it is recognized that other miscellaneous OEM products may be required to complete your Cisco requirement. The Contractor may quote on those other OEM products, under this Agency Catalog, as needed to respond to RFQs. The other OEM products may not exceed 10% of the total quoted price or \$25,000, whichever is less. Discounts shall be equal to or greater than the discount level as provided under the original Agency Catalog product and service prices.

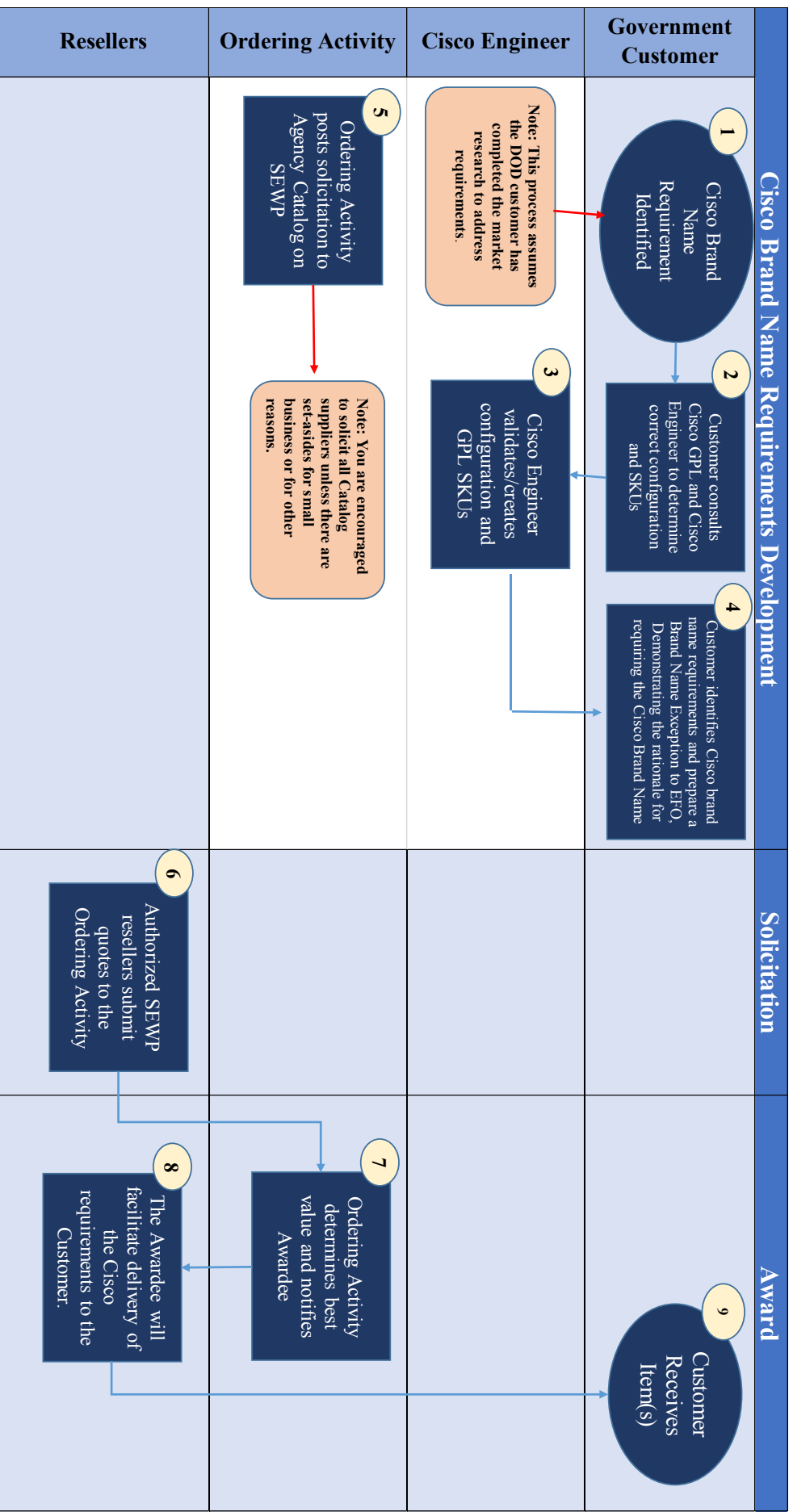


Figure 1: Customer Engagement Process



DOD ESI Agency Catalog – Ordering Guide

4.4 Guidance for Navigating the SEWP Website

The NASA SEWP website can be accessed at: <https://sewp.nasa.gov/>.

- 1) All users must already have, or create, a SEWP user account. Users can log in or request account creation via the “Log-in” link at the top of the SEWP home page.

SEWP V

Helpline: (301) 286-1478 help@sewp.nasa.gov Orders: FAX (301) 286-0317 sewporders@sewp.nasa.gov Customer Support Center

FAST ACCESS PROCUREMENT INFO CONTRACT HOLDERS SEWP TOOLS CUSTOMER SERVICE AGENCY RESOURCES CATALOGS **CHAT NOW!** **LOG-IN**

Hot Topics

Events Hot Topics

SEWP Training and Industry Day
NASA SEWP is hosting a "SEWP Training and Industry Day" training event on April 3, 2019 at the JW Marriott Washington, 1331 Pennsylvania Ave NW, Washington, DC 20004. This event is FREE and we're excited to invite you to attend! [Information and Registration](#)
Updated: Mar 6, 2019

Webinar Sessions: Register Now for April Webinars
Are you a NASA SEWP customer? Attend one of our informative Webinar Sessions! A webinar will take place on April 17. [Information and Registration](#)
Updated: Mar 6, 2019

About SEWP

Solutions for Enterprise-Wide Procurement (SEWP, pronounced 'soup'), is a multi-award Government-Wide Acquisition Contract (GWAC) vehicle focused on commercial IT products and product based services. With over 140 pre-competed Prime Contract Holders, SEWP offers a wide range of commercial advanced technology including tablets, desktops and servers; IT peripherals; network equipment; storage systems; security tools; software products; cloud based services; telecommunications; Health IT; sensors; video conferencing systems and other IT, Communication and Audio-Visual products. Product based Services such as installation, training, maintenance and warranty and a full range of product based services are also available through SEWP. [More About SEWP V...](#)

SEWP Mission

The SEWP Program Office manages a suite of government-wide IT products and services contracts that enable NASA and all Federal Agencies to achieve their missions and strategic initiatives by providing streamlined access to critical technologies and solutions. The Program provides best value for the Federal Government and American taxpayer through innovative procurement processes, premier customer service and outreach, acquisition insight, and partnership with Government entities and Industry.

Upcoming Events

3/26 - SYNEX Red White and You
3/27 - AFCEA Bethesda Breakfast Series Roundtable
4/3 - SEWP Training and Industry Day
4/15 - 2019 Southwest Defense
4/16 - Contracting Summit
[More Details](#)

SEWP in the News...

[Listen to SEWP's PM, Joanne Woytek, talk about staff retention and the popularity of GWACs.](#) Ambrose, Mark. "SEWP is 25!". 21 January, 2019.

[Read about SEWP's fiscal year end procurement support for Federal Agencies.](#) Rockwell, Mark. "SEWP preps for year-end surge". 02 July 2018.

[Listen as SEWP Program Manager, Joanne Woytek, sits down with NEXTGOV to discuss the topic of expanding and securing the Government's Cloud.](#) "Expanding and Securing the Government's Cloud (NEXTGOV)". 27 June 2018.

[Read how SEWP's Established Authorized Reseller Program](#)

- 2) Either enter login information or register for an account on the following page:

SEWP V

Helpline: (301) 286-1478 help@sewp.nasa.gov Orders: FAX (301) 286-0317 sewporders@sewp.nasa.gov Customer Support Center

FAST ACCESS PROCUREMENT INFO CONTRACT HOLDERS SEWP TOOLS CUSTOMER SERVICE AGENCY RESOURCES CATALOGS **CHAT NOW!** **LOG-IN**

Log In

Please enter your information to continue.

User ID: [Forgot your User ID?](#)

Password: [Forgot your Password?](#)

Create a SEWP Account

Create a SEWP account today and start saving. With a SEWP account, you'll be able to conveniently request quotes, view responses, create orders and much more.

[Register Now](#)



DOD ESI Agency Catalog – Ordering Guide

- 3) Once logged in, select “DOD ESI Catalog” from the “Catalogs” menu at the top of the page.

SEWP V

Helpline: (301) 286-1478 help@sewp.nasa.gov Orders: FAX (301) 286-0317 sewporders@sewp.nasa.gov [Customer Support Center](#)

FAST ACCESS PROCUREMENT INFO CONTRACT HOLDERS SEWP TOOLS CUSTOMER SERVICE AGENCY RESOURCES CATALOGS **CHAT NOW!** LOG-OUT

Fast Access
SEWP LOG-IN
FAQ
TRAINING VIDEOS
OUTREACH/EVENTS
SEWP V CONTRACT INFO
REQUEST A QUOTE
CREDIT CARD / MICROPURCHASES
ADDRESS AND DIRECTIONS
GIVE US YOUR FEEDBACK

Resources
[2021 NASA SEWP GWAC Guide](#)
[SEWP Training Document](#)
[SEWP Scope](#)
[SEWP Groups](#)
[RFQ Best Practices](#)
[Federal Mobility Categories & Acquisition Options Guide](#)

Featured FAQs
[I am an IT vendor. How do I become a SEWP Prime Contract Holder?](#)
For more Frequently Asked Questions, visit our [FAQ Knowledgebase](#).

Hot Topics
Ongoing Impact of COVID-19 on Delivery
The COVID-19 pandemic has continued to impact delivery, however at this point most Holders on the SEWP contract are expected to provide the best possible information to customers and set realistic expectations for delivery to allow customers to make the most appropriate decisions for their needs. To minimize the effect of these delays, customers may want to request alternate options for constrained products to help facilitate fulfillment. We are working with all stakeholders to ensure the best possible experience for SEWP buyers.
If you have any questions or concerns please contact our Customer Service team at help@sewp.nasa.gov or 301-286-1478.
Updated: Dec 21, 2020

Events Hot Topics
Upcoming Events
4/6 [FRC - Aerospace IT & Cyber Day](#)
4/15 [FRC - Multi Agency DC Virtual Tech Industry Day](#)
5/11 [GITEC 2021](#)
5/20 [Virtual AFCEA TechNet Augusta](#)

SEWP in the News...
[SEWP's Darlene Coen Named to 2021 Fed100 Award Winners.](#)
Troy K. Schneider, "Announcing the 2021 Federal 100 Award winners," Feb 26, 2021.
[Mark Amtower interviews Joanne Woytek, Program Director for NASA Solution for Enterprise-Wide Procurement \(SEWP\) regarding its outstanding fiscal 2020.](#)
Mark Amtower, "SEWP in 2020: A year in review," Feb 11, 2021.
[GovConWire reports on the growth of the NASA SEWP IT contract in 2020 and heading into 2021.](#)
Brenda Marie Rivers, "Report: Agencies Spent Nearly \$8B Through NASA's SEWP V IT Contract," Jan 29, 2021.
[SEWP Bloomberg Government discusses NASA SEWP's growth and how it became the top IT contract in 2020.](#)
Laura Criste, "This Is IT: SEWP V is the Top IT Vehicle in Fiscal 2020," Jan 28, 2021.

- 4) You will be presented with a list of all DOD ESI Catalogs accessible to your organization, including the Cisco Systems, Inc. DOD ESI. Click on the link to the Cisco Systems, Inc. Agency Catalog.

SEWP V

Helpline: (301) 286-1478 help@sewp.nasa.gov Orders: FAX (301) 286-0317 sewporders@sewp.nasa.gov [Customer Support Center](#)

FAST ACCESS PROCUREMENT INFO CONTRACT HOLDERS SEWP TOOLS CUSTOMER SERVICE AGENCY RESOURCES CATALOGS **CHAT NOW!** LOG-OUT

Welcome, Sean Glidden!

SEWP Catalogs

[Video: Catalogs - Part 1 - GSS](#)
[Video: Catalogs - Part 2 - Tree Structure](#)
[Video: Catalogs - Part 3 - Search Tool](#)
[Video: Catalogs - Full Series](#)

Agency Catalogs

DOD ESI Catalog

DOD ESI

I would like to create a Catalog RFQ or Catalog Market Research Request based on the DOD ESI Catalog.

Open JDK Software

[AZUL/Immix Technology](#) [Red Hat](#)

Cisco Systems Inc.

[Cisco Systems Inc.](#)



DOD ESI Agency Catalog – Ordering Guide

5) Listed on this page are all relevant agreement and reseller documents:

SEWP V
Helpline: (301) 286-1478 help@sewp.nasa.gov Orders: FAX (301) 286-0317 sewporders@sewp.nasa.gov [Customer Support Center](#)

FAST ACCESS PROCUREMENT INFO CONTRACT HOLDERS SEWP TOOLS CUSTOMER SERVICE AGENCY RESOURCES CATALOGS **CHAT NOW!** LOG-OUT

Welcome, Sean Glidden!

Back Navigation Section: Use these links to navigate.
[Catalog Home](#) / [DOD ESI](#) / [Cisco Systems Inc.](#) --Default / Saved / Shared Carts--

I would like to create a Catalog RFQ or Catalog Market Research Request based on the DOD ESI Catalog.

DOD ESI Catalog
Cisco Systems Inc.
Cisco Systems Inc.
Point Of Contact: Cynthia Chen
E-Mail: cynthia.chen@navy.mil

- #1 Terms and Conditions: [#1 DOD ESI CISCO TermsAndConditions Nov2020.txt](#) (Terms and conditions for the Cisco ESI agreement)
- #2 DOD ESI Cisco Ordering Guide: [#2 DOD ESI Cisco Ordering Guide](#) (Ordering guide that walks through the ordering process and the SEWP portal)
- #3 Cisco Systems Global Price List (Download using IE, Edge, or Firefox): [#3 Cisco Systems Global Price List](#) (Cisco's current Global Price List)
- #4 DOD ESI Cisco Reseller Minimum Discount Reference Sheet: [#4 DOD ESI Cisco Reseller Minimum Discount Reference Sheet](#) (Cheat Sheet for each reseller's minimum GPL discounts)
- #5 DOD ESI Cisco Reseller Information Reference Sheet: [#5 DOD ESI Cisco Reseller Information Reference Sheet](#) (Contains detailed information on reseller POC's, contract #s, and business information)
- #6 Individual Reseller Attestations And Pertinent Documents: [#6 Individual Reseller Attestations and Pertinent Documents](#)
- #7 Sample DoD ESI Letter of Authorization (Download using IE, Edge, or Firefox): [#7 Sample DoD ESI Letter of Authorization](#) (Sample Letter of Authorization for purchases made by contractors and integrators)

Contains each reseller's agreement to Ts &Cs, FAR & DFARS certifications, and VETS-4212 forms

6) On this page, click "I would like to create a Catalog RFQ or Catalog Market Research Request based on the DOD ESI Catalog".

SEWP V
Helpline: (301) 286-1478 help@sewp.nasa.gov Orders: FAX (301) 286-0317 sewporders@sewp.nasa.gov [Customer Support Center](#)

FAST ACCESS PROCUREMENT INFO CONTRACT HOLDERS SEWP TOOLS CUSTOMER SERVICE AGENCY RESOURCES CATALOGS **CHAT NOW!** LOG-OUT

Welcome, Sean Glidden!

Back Navigation Section: Use these links to navigate.
[Catalog Home](#) / [DOD ESI](#) / [Cisco Systems Inc.](#) --Default / Saved / Shared Carts--

I would like to create a Catalog RFQ or Catalog Market Research Request based on the DOD ESI Catalog.

DOD ESI Catalog
Cisco Systems Inc.
Cisco Systems Inc.
Point Of Contact: Cynthia Chen
E-Mail: cynthia.chen@navy.mil

Soft Ceiling Limit	Amount Spent*	Amount Remaining*
No Soft Ceiling for this catalog.		

*Amounts displayed are estimates.



DOD ESI Agency Catalog – Ordering Guide

- 7) When creating your RFQ, make sure to enter “DOD ESI Cisco Catalog” in the Description field. This will assist the resellers in identifying your RFQ.

SEWP V Helpline: (301) 286-1478 help@sewp.nasa.gov Orders: FAX (301) 286-0317 sewporders@sewp.nasa.gov Customer Support Center

FAST ACCESS PROCUREMENT INFO CONTRACT HOLDERS SEWP TOOLS CUSTOMER SERVICE AGENCY RESOURCES CATALOGS EMAIL SEWP! LOG-OUT

QRT HOME REQUESTS SEARCH LOGOUT Welcome, Sean Glidden!

Create a DOD ESI Catalog Request

*Description:(179)

***Request Type**
☒ Catalog RFQ ☐ Catalog Market Research Request

Fair Opportunity Below you must select the Contract Holder groups that you want to receive your Request.
To submit a Catalog RFQ or Catalog Market Research Request that includes Contract Holders who are **not** a part of the Agency Catalog, exit the Agency Catalog Tool and utilize the general [Quote Request Tool](#).
The default view/options for the SEWP Quote Request Tool (QRT) has been changed to better reflect the selection processes to maximize competition and provide full set-aside options. Please note that the Group based view previously available on the QRT can still be accessed by selecting 'Group view'. However, the SEWP PMO highly recommends the default view be used.

☐ Micropurchase (Agency dependent, but typically under \$10,000). Micropurchases do not require Fair Opportunity and as such, orders can be placed directly by contacting any contract holder on the [following page](#).

To view the original Fair Opportunity, select [Group View](#)

Select All, or an available Set-aside from Group A, or Group B, C, D:*

Click on "List" to see which Contract Holders (CH) are in Group A or Group B, C, D. The number in parentheses after each category indicates how many Contract Holders are in that selection.

Group A (NAICS 334111) (List)
☐ All Contract Holders (4 Contract Holders)

Group B, C, D (NAICS 541519) (List)
☐ All Contract Holders (15 Contract Holders)
☐ WOSB (4 Contract Holders)
☐ HUBZone (2 Contract Holders)
☐ Small Business (7 Contract Holders)

Requirement Documentation Provide detailed requirements and other complete information such as additional terms and conditions by attaching one or more files using the "Attachments" option. The "Summary" box below may be used to provide high level information such as a requirement overview, special delivery requirements, instructions for responding to the Request, best value decision criteria, etc.

Attachments: No file chosen [Add another attachment](#)

***Summary:** This Catalog RFQ was created from an Agency Catalog:
DOD ESI. Contract Holders may only respond to this inquiry with existing CLINs in the Agency Catalog for catalog items.

(3500)

4.5 Use of Government Sources by Contractors

Contractors are authorized to purchase off this SEWP contract when permitted in writing by the Contracting Officer for that contractor's contract or solicitation. In order for a contractor to order from the SEWP catalog, the cognizant Contracting Officer is required to comply with FAR part 51 and DFARS 251. A Letter of Authorization (LOA) must be completed, signed by the Contracting Officer, and provided to the contractor. Please note that the Contracting Officer granting authorization is the one responsible for the support contract under which the Contractor is performing and is NOT necessarily the Contracting Officer who would normally handle Cisco Systems, Inc. buys for the agency.

The LOA shall designate the owning organization name and customer ID number that will be responsible for future maintenance payments. The contractor will provide this LOA to the Ordering Activity as proof that authorization has been granted. A sample of the LOA format to be used is located at DFARS PGI 251.102, and can be accessed at the following link:

http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/dfars/PGI%20251_1.htm#TopOfPage.



5.0 Funding

The funding of orders under the DOD ESI Agreement for Cisco Systems, Inc. will be the responsibility of each activity based on the current funding processes of each organization. Customers should use their current financial systems and processes to budget and fund orders in coordination with their organization/program office POCs. These organizations will be responsible for:

- Ensuring the proper funding appropriation is assigned to each order.
- Ensuring budget and funding are available for new product requirements and annual maintenance in future years.

6.0 Acronyms

Acronym	Definition
CIO	Chief Information Officer
CS3	Customer Support and Strategic Sourcing
DFARS	Defense Federal Acquisition Regulation Supplement
DOD	Department of Defense
ESI	Enterprise Software Initiative
FAR	Federal Acquisition Regulation
GWAC	Government-Wide Acquisition Contract
GPL	Global Price List
ITPR	Information Technology Procurement Request
ITPRAS	Information Technology Procurement Request/Review and Approval System
LOA	Letter of Authorization
LSJ	Limited Source Justification
NASA	National Aeronautics and Space Administration
POC	Point of Contact
SEWP	Solutions for Enterprise-Wide Procurement
Ts&Cs	Terms and Conditions

7.0 Attachments

All Catalog Attachments have been posted to the “Ordering guide”, “Terms & Conditions”, and “Policy and Guidance” tabs of the Cisco Systems, Inc. page of the DOD ESI portal at: <https://www.esi.mil/>.