DoD ESI
ORDERING GUIDE

HashiCorp

DoD ESI Agency Catalog

Contents

1.0

Purpose

This document serves as the Ordering Guide for the DoD ESI Agency Catalog for HashiCorp Products and Services. The DoD ESI Agency Catalog is accessed through NASA Solutions for Enterprise-Wide Procurement (SEWP) V, which is a Government-Wide Acquisition Contract (GWAC) managed by the National Aeronautics and Space Administration (NASA). This Ordering Guide contains essential information regarding the DoD ESI Agency Catalog for HashiCorp, including authorized users, products available for purchase, ordering instructions and processes, and Point of Contact (POC) information.
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The DoD ESI Agency Catalog for HashiCorp Products and Services is a source of supply for its software licenses, software maintenance, and professional services. Information pertaining to these Catalogs 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

2.0 Overview

On behalf of the DoD and those authorized users (see Section 3.0 for details on authorized users), PEO Digital, Strategic Sourcing Services Portfolio has established a DoD ESI Agency Catalog for the purchase of all HashiCorp Product and Service requirements (except cloud services). This Agency Catalog was established on 30 June 2022. The establishment of the Agency Catalog includes the negotiation of a Master License Agreement for HashiCorp products and services which takes precedence over HashiCorp's commercial Terms and Conditions (Ts&Cs) and are hereby attached to this Agency 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.

Ordering and funding for this agreement are decentralized. Each program is responsible for their own processes to fund the purchases of new licenses, maintenance, and services. Decentralized funding allows each Agency to maintain oversight of the licenses, annual sustainment and services purchased by their organization.

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 Chief 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 required to consider ordering their HashiCorp product and services requirements from the DoD ESI Agency Catalog in accordance with DFARS 208.74. DFARS PGI 208.7403 describes the acquisition procedures for ordering commercial software licenses and related services. 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.

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

4.1 Notes to Contracting Officers

a) Minimum discounts off current HashiCorp PSL for commercial products and services are specified in Attachment 2: HashiCorp Product and Services Discount Table. The Contractor will provide discounts that are equal to or greater than those listed in Attachment 2 for each Reseller.
b) Pricing listed in Attachment 8, in Column Titled "ESA Pricing" is the minimum price that must be quoted. If there are pricing discrepancies in which quoted pricing or pricing in the "shopping cart" on the NASA SEWP website is greater than Attachment 8, the pricing on Attachment 8, takes precedence for minimum pricing. Lesser pricing is acceptable.
c) The government may secure additional discounts at the time of placing an order. Additional spot discounts are authorized and encouraged.
d) Follow FAR 19.5 for set-aside requirements.

*Note: Please be advised some of HashiCorp's marketplace items or "add-ons" are 3rd party offerings and are not part of the DoD ESI agency catalog. HashiCorp does not warrant "Vendor" or "Third-Party" Apps and they are subject to the license or subscription terms, privacy policies and other applicable terms specified by the Vendor ("Vendor Terms"), including any usage limits described therein. Therefore these "Vendor" or "Third-Party" Apps will need to be purchased separately. We advise our customers to read the Atlassian Marketplace Terms of Use | Atlassian at atlassian.com/licensing/marketplace/termsofuse prior to purchasing these products.

4.2 Ordering Process

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

End User OR End User's Respective Ordering Office

> **End User**

1. End User shall identify HashiCorp brand name requirements and prepare a Brand Name justification demonstrating rationale for requiring HashiCorp n products and/ or services in accordance with FAR16.505(a)(4)
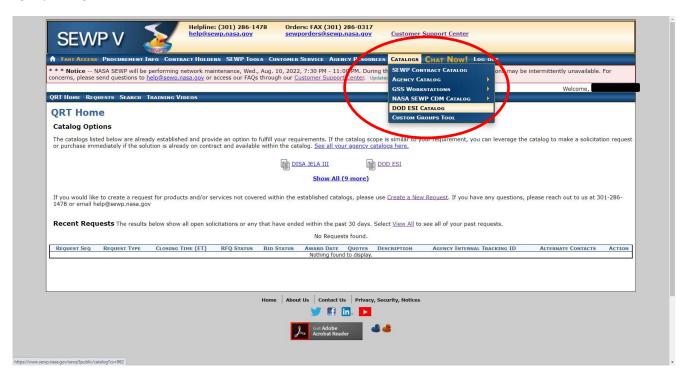2. End User shall submit justification to Ordering Office

> **End User's Respective Ordering Office**

3. Ordering Activity shall prepare a DD Form 2579, Small Business Coordination Record as prescribed in DFARS 219.201 (c) (10)
4. Log-In or register for a NASA SEWP account

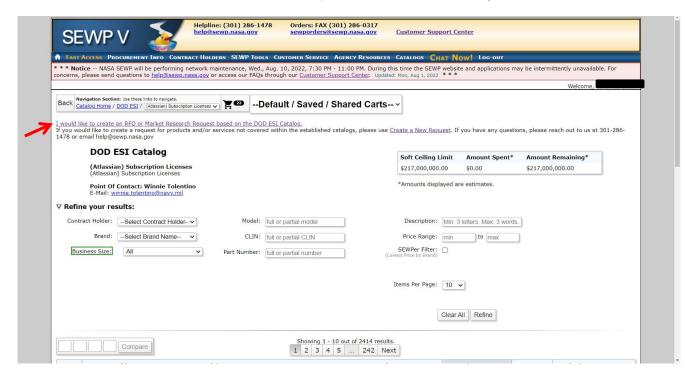5. Agency Catalog Section of the NASA SEWP site (Under the "CATALOGS" link).

6. Scroll down until you see the DoD ESI Agency Catalog, then find the DevSecOps Catalog.
7. Select arrow beside DevSecOps and then HashiCorp to expand drop down menu.

8. Click on "I would like to create an RFQ or Market Research Request based on the DOD ESI Catalog" link.
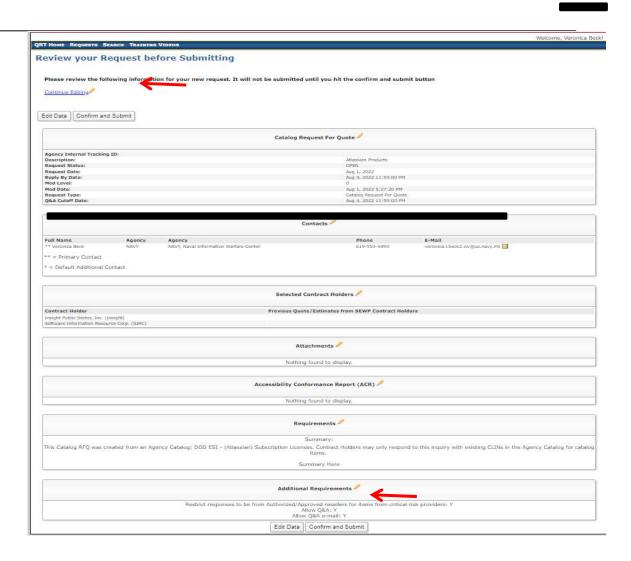

9. On the "Create a DOD ESI Catalog Request" fill out all required information (Description, Request Type, Fair Opportunity, Required Documentation, Contact Information, Additional Contacts (if applicable), and Reply by Date) then click "Continue".
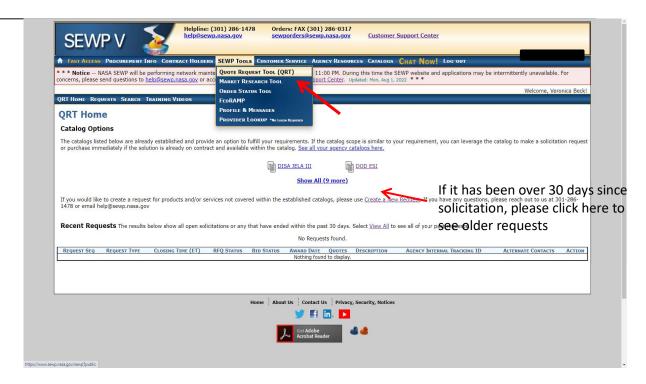
10. On the following page review your request and click "Confirm and Submit" to complete.

11. You must solicit all resellers and abide by SEWP V Small Business requirements.

12. Authorized DoD ESI SEWP Catalog holders will submit quotes to the Ordering Office.

13. The Ordering Office will review all quotes received, determine the best value, and notify the Awardee per respective Ordering Office Acquisition Processes.

14. The Ordering Office shall make award notification in SEWP by clicking on SEWP Tools, then Quote Request

If it has been over 30 days since solicitation, please click here to see older requests
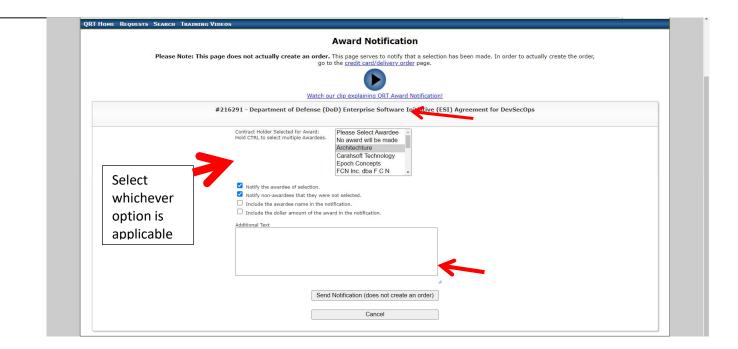
Then Click under the "Actions" column, Click on "Option", then "Award Notify"

Select the appropriate awardee, along with applicable notification options (i.e., Notify the awardee of selection, Notify non-awardees that they were not selected, etc.) and click "Send Notification"

4.3 Use of Government Sources by Contractors

Contractors are authorized to purchase off the DoD's SEWP contract when permitted in writing by the Contracting Officer for that contractor's contract or solicitation. 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 HashiCorp 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: https://www.acquisition.gov/dfarspgi/pgi-251.102-authorization-use-government-supply-sources.

4.4 Point of Contact

The POCs for the DoD ESI Agency Catalog for HashiCorp are listed below:

DoD ESI Team			
Name	Title	Email	Telephone
Eric Florez	Software Product Manager	eric.a.florez2.civ@us.navy.mil	210-420-7864
Spencer Sessions	Procuring Contracting Officer	spencer.m.sessions.civ@us.navy.mil	
NASA SEWP			

Alexander Marshall	Technical Strategy Manager	alexander.marshall-1@nasa.gov	301-614-7141
Customer Service (email responses within 1 day; helpline Mon-Fri 7:30 AM – 6:00 PM ET)		sewpprod@midatl.servicenow.com	301-286-1478

Reseller Information Reference Table:

Ordering Guide Information	August Schell Enterprises, Inc.	Carahsoft Technology	FCN, Inc.	Flywheel Data, LLC
NASA SEWP V Contract #	NNG15SD80B	NNG15SC27B	NNG15SC71B	NNG15SD90B
Business Size	Small	Other Than Small	Small	Small 150
Cage Code	1W5J9	1P3C5	0WU14	4M4Z2
Unique Entity ID	PPMBFPRXNAJ9	DT8KJHZXVJH5	JEANDJTZ8HJ3	FGKEVGYL3ZF3
Ordering Address	1700 Rockville Pike, Suite 405 Rockville, MD 20852	11493 Sunset Hills Road, Suite 100, Reston, Virginia 20190	12501 Ardennes Ave Suite 101 Rockville, MD 20852	3033 Wilson Blvd., Suite 700 Arlington, VA 22201
Remit to Address	1700 Rockville Pike, Suite 405 Rockville, MD 20852	11493 Sunset Hills Road, Suite 100, Reston, Virginia 20190	12501 Ardennes Ave Suite 101 Rockville, MD 20852	3033 Wilson Blvd., Suite 700 Arlington, VA 22201
Company POC for this RFAC: (add as necessary for the various DoD agencies and Intel community)				
Name	Mike Baker	William Rose	Kristen Ford	Nick Doenges
Telephone	301-838-9470	703-581-6682	772-538-0499	617-653-1779
E-Mail	sewpteam@augustschell.com	William.Rose@carahsoft.com	dodesi@fcnit.com	ndoenges@flywheeldata.com
Ordering Guide Information	**GovSmart, Inc.**	**Red River Technology, LLC**	**ThunderCat Technology, LLC**	
NASA SEWP V Contract #	NNG15SD11B	NNG15SC46B	NNG15SD26B	
Business Size	Small	Other than Small	Small Business SDVOSB	
Cage Code	5WFZ8	04MB1	50WM7	
Unique Entity ID	DJACUETFQUL8	JT4PZH4BX5T9	UER4AJLUB8D5	
Ordering Address	715 Charlton Ave Charlottesville VA 22903	21 Water St. Suite 500 Claremont, NH 03743	11190 Sunrise Valley Dr #200, Reston, VA 20191	

Remit to Address	715 Charlton Ave Charlottesville VA 22903	21 Water St. Suite 500 Claremont, NH 03743	11190 Sunrise Valley Dr #200, Reston, VA 20191	
Company POC for this RFAC: (add as necessary for the various DoD agencies and Intel community)				
Name	Colin Gay	Scott Christian	Justin Duenkel	
Telephone	434-481-8741	603-442-5560	703-994-2558	
E-Mail	colin@govsmart.com	scott.christian@redriver.com	jduenkel@thundercattech.com	

5.0 Funding

The funding of orders under the DoD ESI Agreement for HashiCorp 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 HashiCorp page of the DoD ESI portal at: https://www.esi.mil/.