

## ECS III IN A NUTSHELL

**CEILING:** \$6 billion

**DURATION:** 10 years

**AWARDED:** Nov. 26, 2002

**EXPIRATION:** Nov. 27, 2012

**FEE:** 1 percent; in support of strategic sourcing initiatives, agencies can negotiate a smaller fee for volume buys.

**TOTAL CONTRACT SALES** through April 2006: \$1.1 billion, 54,166 delivery orders.

### KEY FEATURES:

- 10-year IDIQ
- Customer maintains control of process
- Customer maintains control of selection
- Awards cannot be protested
- Small-business friendly
- Quotes received within three to five days of an RFQ release
- 64 prequalified large and small vendors
- Customers can negotiate reduced fees to leverage volume buying in support of strategic sourcing initiatives
- 5- to 7-day delivery process
- Electronic ordering that facilitates compliance with the Federal Acquisition Regulation
- Vendors must compete to be on contract.

### CONTRACT BENEFITS:

- The NITAAC program, its contract vehicles, and their processes are already in place and have a track record of reliability. ECS III is available for use through 2012, providing continuity for agencies.
- Easy to use. The RFQ system is intuitive and user-friendly. In addition, step-by-step instructions are provided on the NITAAC Web site to walk customers through the process. Customers can call the customer service line at (888) 773-6542 for assistance.
- Fast quotes. Quotes can be received within 3-5 days of the RFQ release.
- Expedited ordering process. Online, real-time transactions speed RFQ posting, response quoting and the award process. Customer and contractor notifications are automatic and immediate.
- Best-value ordering. A NITAAC Best Value Report allows customer agencies to compare vendor quotes.
- Compliance with FAR requirements and President's Management Agenda. ECS III's built-in processes promote streamlined procurement steps and help meet FAR ordering requirements, including Fair Opportunity to be Considered (FAR 16.505) and best-value evaluations (FAR 15.101).

### WEB SITE:

<http://nitaac.nih.gov/ecs3home.asp>

# ECS III

## TOP TEN VENDORS FOR 2005

CONTRACTOR	SALES (IN MILLIONS)
CDW Government Inc.	\$42.7
Force 3 Inc.	\$34.4
GTSI Corp.	\$31.3
Westwood Computer Corp.	\$30.5
Northrop Grumman Computing Systems Inc.	\$25.1
World Wide Technology Inc.	\$22.6
Sterling Computers Corp.	\$11.5
Apptis Inc. (Formerly PlanetGov Inc.)	\$11.0
Bay State Computers Inc.	\$10.0
Intelligent Enterprise Solutions LLC.	\$6.5

## TOP TEN AGENCY CUSTOMERS

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| <ol style="list-style-type: none"> <li>1 National Institutes of Health (authorized agent for ECS III)</li> <li>2 Army</li> <li>3 Air Force</li> <li>4 Navy</li> <li>5 Justice</li> </ol> | <ol style="list-style-type: none"> <li>6 Other Defense agencies</li> <li>7 Agriculture</li> <li>8 State</li> <li>9 Marines</li> <li>10 Commerce</li> </ol> |
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SOURCE: ECS III

## COMPARISON SHOPPING:

How ECS III and SEWP III compare on a few products

	ECS III	SEWP III	AVERAGE RETAIL PRICE
PANASONIC TOUGHBOOK 73 (2-GHz Pentium M, 512MB RAM, 80GB hard drive)	\$3,407	\$3,297	\$3,415
HP COMPAQ TABLET PC TC4200 (1.86-GHz Pentium M, 512MB RAM, 60MB hard drive)	\$2,085	\$1,926	\$2,328
CISCO CATALYST 3750 SWITCH (24 ports, 1U, 10/100-Base T)	\$2,589	\$2,626	\$2,825
IBM BLADECENTER HS20 8843 (2-way 3.6-GHz Xeon blade server)	\$2,610	\$2,610	\$2,708
MICROSOFT WINDOWS SERVER 2003 ENTERPRISE EDITION (single license)	\$1,599	\$1,599	\$1,722
ADOBE ADOBE ACROBAT PROFESSIONAL 7.0 (single user)	\$409	\$404	\$442

SOURCE: GTSI Corp.