

# Efficiently and Cost-Effectively Procuring Cybersecurity Tools



Working with the Cybersecurity and Infrastructure Security Agency's (CISA) Continuous Diagnostics and Mitigation (CDM) program, Booz Allen efficiently procures cybersecurity tools on behalf of the government. Since January 2018, we have purchased these products at discounted pricing — coordinating government requirements across 139 civilian agencies and sub-agencies, leveraging vendor partner and manufacturer relationships.

## PROGRAM OVERVIEW

**\$592M** Total amount procured

**576M** Total number of products procured

**71** Manufacturers purchased from

**98%** Cost savings achieved compared to manufacturers' suggested retail prices

**76%** Cost savings achieved compared to the government's pre-negotiated costs

**30** Funding sources leveraged

## BIG WINS

**1 Day** Fastest purchase made, executed for a CrowdStrike Endpoint Detection and Response (EDR) purchase in the tens of millions, from quoting to purchase order



**61** Agencies and sub-agencies for which we aligned license renewals to a single expiration date, consolidating purchasing volume to increase cost savings and reduce renewal tracking

**23** Purchase orders released in a single day to meet government timelines and ensure no loss of cybersecurity capabilities

## KEYS TO SUCCESS

- Negotiated flexible terms:
  - + No-cost license period of performance extensions
  - + Discounts based on FedRAMP and license deployment timelines
  - + License transferability and interchangeability
- Implemented live road mapping, renewal tracking, and forecasting reports
- Negotiated, presented, and executed Enterprise Licensing Agreements
- Aligned license renewal dates to streamline yearly product renewal procurements

**80%** Cost savings compared to GSA IT70 schedule costs during the execution of a multi-year Enterprise License Agreement to upgrade licenses across 38 agencies

