



## Department of Justice

Federal Bureau of Investigation – *Office of the Chief Information Officer*

### Leveraging Enterprise-wide Buying Strategies to Maximize ROI

In late 2007, former Associate Deputy Director, Joseph L. Ford, determined that centrally managing license agreements for Information Technology (IT) software and hardware products that provide enterprise-wide capabilities to FBI's Headquarters, Field Offices, Resident Agencies and Legal Attachés was a critical need and would provide an opportunity for huge cost savings and improved efficiencies. As a result, the FBI's former Chief Information Officer (CIO), Zalmai Azmi, established the Enterprise IT Procurement (EITP) program within the Office of IT Policy and Planning and named the FBI's Senior-Level Principal Business Architect, Kenneth R. Boyd, with the responsibility to centrally manage the enterprise-wide program to optimize these significant IT investments.

More specifically, the objectives of the EITP program are to:

- coordinate and consolidate the acquisition and management of common IT hardware and software products via enterprise-wide contracts;
- formulate contract strategies for specific IT products to effectively meet emerging technical requirements;
- promote IT product standardization to lower integration complexity and to increase time to delivery;
- procure IT products across the Bureau that are consistent with enterprise architecture and IT security guidelines;
- decrease associated development and administrative costs for the FBI's IT systems and applications;
- continually measure the performance associated with each enterprise-wide contract to maximize their ROI;
- devise ways to optimize, leverage and improve IT contracts;
- improve internal processes and communication associated with existing IT contracts;
- provide input and guidance to the IT contracts governance process.

During just four quarters of its existence, the EITP program proved its worth by recording a total FY 2008 cost savings/avoidance of \$14,869,700, while also recording an additional \$49,394,266 in out-year cost savings for FY 2009 through FY 2012. The FBI's Office of the CIO redirected \$3.6M of the total savings to accelerate the FBI's roll out of unclassified desktops to provide internet capabilities to the Agents and Intelligence Analyst in the Field, while redistributing the remaining savings back to the operational divisions to support their mission.

Equally important as the total \$64,263,966 saved by the EITP program is the establishment of a center-of-excellence within the FBI that centrally manages the entire lifecycle of these enterprise-wide IT contracts. This includes the strategy, planning, execution, management, compliance, license distribution and governance associated with each enterprise-wide IT procurement activity. In addition, the EITP program continually leverages the Bureau's buying power through the establishment of new Enterprise License Agreements (ELAs) and Blanket Purchase Agreements (BPAs), thus reducing the total cost of ownership for IT products.