

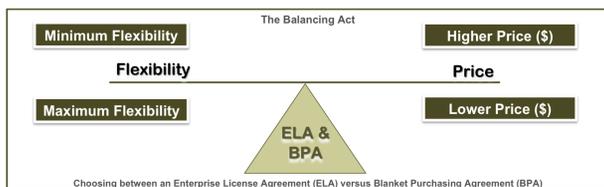
## ELMT—The Balancing Act

The ELMT seeks to negotiate NASA-wide software license agreements for commercial off the shelf (COTS) software that will reduce buying cycle time and risk with terms and conditions that support many NASA objectives and promote industry best practices

Securing the correct contract type is essential to providing NASA a best valued approach to support mission needs however the Agency must understand both the short-term and long-term impacts of the contracting approach

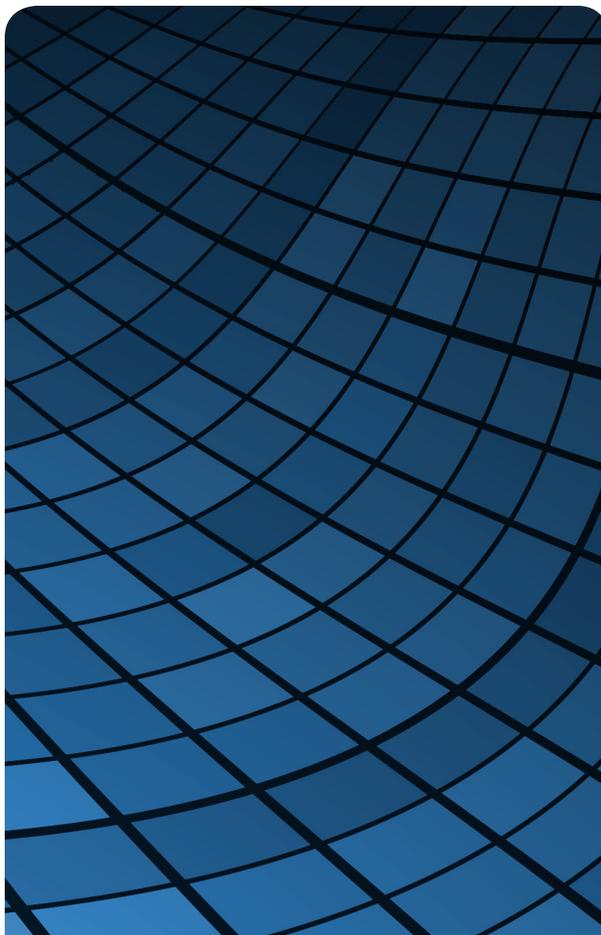
Factors the ELMT considers when structuring agreements:

- NASA customer desires to acquire products at a good price and have flexibility to adjust requirements as priorities change
- When establishing an Agency agreement, it is difficult for the customer community:
  - » to agree on a common set of requirements
  - » provide accurate account of software inventory to establish the foundation of an agreement and
  - » identify funding to secure a new contract agreement
- OEM is in the business of making a profit to meet its corporate goals and objectives
- Any agreement must account for aligning with goals and objects set forth by NASA Headquarters



For additional information regarding the ELMT managed agreements and to ensure compliance with NASA Procurement Notice 04-75 "Use of the Enterprise License Management Team Program" (<http://www.hq.nasa.gov/office/procurement/regs/pn04-75.html>), please contact any member of the ELMT via email at [nsscelmt@mail.nasa.gov](mailto:nsscelmt@mail.nasa.gov) or via telephone at 855-610-2871 (Toll-Free) or visit

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National Aeronautics and Space Administration

Office of the Chief Information Officer

1225 I Street, 12th Floor  
Washington, DC 20005

[www.nasa.gov](http://www.nasa.gov)

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**Enterprise License Management  
Team (ELMT) Is There for You!**



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The Enterprise License Management Team Program has been around for years. It was established on April 1, 2008, at the NASA Shared Services Center (NSSC) to provide support for the discovery, analysis, establishment, and management of Agency enterprise software licensing. The ELMT maintains licensing and contract consolidation initiatives activities for NASA and negotiates economy of scale pricing for selected software. These enterprise agreements optimize cost savings by leveraging the full purchasing capacity of the Agency. By leveraging the ELMT, NASA can greatly improve the Agency's ability to identify, acquire, distribute, and manage software—and save NASA funds to use elsewhere. The establishment of Enterprise-level agreements (with the goal of achieving cost savings, cost avoidance, and providing increased capabilities at a better value) is being encouraged across the Federal Government.

ELMT services include:

- Business case analysis for potential transitions to an Enterprise Agreement (e.g., Enterprise License Agreement, Blanket Purchase Agreement or consolidated Agency-wide contract)
- Establishment of new agreements with software original equipment manufacturers and/ or value-added resellers
- Management of agreements, to include
  - Establishing an ELMT administrative infrastructure
  - Processing requests for the transfer of available licenses from a pool of available licenses to a Center
  - Supporting the procurement of additional licenses
  - Performing periodic software license validation audits
  - Reconciling vendor maintenance invoices and payment coordination
  - Facilitating license “true-up” activities prior to renewals or exercising of options
- Tracking licenses that have been phased out in lieu of participation in an agreement but are still Agency-owned and available to be reutilized by other NASA Centers.

The ELMT enables more efficient NASA software procurement and business processes through the standardization of many processes, contractual terms,

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and conditions. The ELMT develops a full awareness of many of NASA's software inventory. It leverages and adopts the best private- and government-sector practices as it seeks to streamline processes to maintain or improve the level of operations and support while delivering increased efficiencies and value to NASA. The management of NASA's software licenses through the ELMT can help eliminate duplicative coverage and overspending on software, thus increasing the overall value to the Agency. The ELMT's focus on strategic sourcing supports NASA's cost containment efforts and strives to support enduser productivity at a better value.

The ELMT's effort to consolidate software requirements and negotiate enterprise agreements for the Agency has the potential to realize significant total cost of ownership savings in software-licensing acquisition and maintenance for NASA. As NASA moves through FY14, the ELMT will continue to enhance its business focus by applying the same planning capability, attention to detail, and dedication to business operations that the NSSC consistently strives to provide the Agency.

**Below is a list of software agreements that are available through the ELMT in FY14\*:**

- |                               |                       |
|-------------------------------|-----------------------|
| • Active Risk Manager (ARM)   | • FedSelect           |
| • Adobe Desktop               | • IBM Maximo          |
| • Adobe Enterprise            | • IBM TRIRIGA         |
| • Altium Designer             | • Liferay             |
| • BMC Remedy                  | • MSC                 |
| • C & R Technologies          | • Oracle              |
| • Cradle                      | • Primavera           |
| • cyberFEDS                   | • PTC (Windchill)     |
| • Deltek Cobra, MPM, wlnsight | • RSA SecurID         |
| • Esri                        | • SAP Business        |
| • Exelis VIS                  | • SAP Public Services |
|                               | • TIBCO               |
|                               | • X Win 32            |

*\* Check with the ELMT or the ELMT website for additions to the list of software agreements as new contracts are frequently added.*

# ELMT Objectives

## ACQUISITION

Leverage NASA purchasing power, strategic sourcing, and promoting streamlined acquisitions



## IMPLEMENTATION

Institute industry best practices and leverage lessons learned to reduce NASA's risks and time to provide the service to the customer



## ADMINISTRATION

Lower NASA's total cost of ownership (TCO) and manage portfolio assets as an Agency resource