

How EIS Can Help Agencies Innovate at the Pace of Change

Many federal agencies need to upgrade their networking capabilities. With increasing data use and a wide range of new applications powering the federal mission, agencies require greater resilience, capacity and flexibility in their networking solutions than ever before.

As any agency knows, buying networking services in the traditional procurement model is time consuming. The General Services Administration's Enterprise Infrastructure Solutions, or EIS contract offers a time-saving solution. "With EIS, you can buy networking services with the accumulated buying power of the GSA at your back," said Wayne Davis, area vice president for Comcast federal civilian at Comcast Business.

What EIS Offers

EIS replaces GSA's current Network Universal and Enterprise contracts, as well as GSA Regional Local Service Agreements for government telecommunications and infrastructure solutions. According to a 2019 EIS fact sheet, federal agencies currently purchase some \$2.2 billion in network services annually through these contracts. EIS streamlines buying by "simplifying and streamlining processes, promoting full price transparency and standardizing the buying experience of agency customers by reducing the number of similar contracts," [according to GSA](#). There's an urgent need for agency contracting officers to familiarize themselves with EIS as older contracting vehicles will drop out of service in 2023. After 2023, EIS will be the primary tool for network service modernization.

"With EIS, there is a limited number of approved vendors, with a large variety of services and products that are available on the contract. Also, you have the

assistance and the expertise of GSA helping you," said Comcast Government Services' Director of CGS Compliance Denise Rodriguez.

Members of the federal [CIO Council](#) point to key benefits of EIS. They say the contract will save money through aggregated buying, enable the procurement of integrated solutions, and simplify the process of acquiring telecommunications services.

"From technology, to pricing, to the contracts — all those boxes have been checked by GSA. That frees agencies to focus on potential solutions for their mission."

WAYNE DAVIS

Area Vice President for Comcast Federal Civilian, Comcast Business

The promise of simplicity will be key for agencies struggling to manage the complexity of conventional procurements. "From technology, to pricing, to the contracts — all those boxes have been checked by GSA," Davis said. "That frees agencies to focus on potential solutions for their mission."

By creating solutions within EIS, agencies can future-proof their networking. "They get increased capacity and increased flexibility," said Comcast's Director of Engineering Colin Gosnell. "Agencies have new applications coming out very quickly, and

Phillip Tur / Stock

PRODUCED BY:



SPONSORED BY:

**COMCAST
BUSINESS**

they need network design solutions that can deliver the flexibility to handle their demands today, but also their future demand and applications.”

Best Practices

- **Take stock:** To modernize effectively, agencies can begin by taking stock of their current and anticipated networking requirements. A deep understanding of the mission requirements will help ensure a modernized solution aligns with the agency needs. “You want to know where it is right now, and where it needs to go in the near future and beyond,” Rodriguez said.

- **Scalability, flexibility and survivability:** In evaluating solutions, it’s helpful to have in mind the main criteria that define the network capabilities. One way to frame this is to look at “scalability, flexibility and survivability,” Gosnell said. “Anything an agency will procure is going to need to satisfy those three things.”

- **Allow room for creativity:** Rather than going into EIS with a fixed networking solution, agencies can benefit from inviting vendors to put their best ideas forward and to come up with creative solutions for specific challenges. An EIS solicitation “shouldn’t be so prescriptive that it ignores some of the creativity that the vendors can bring to the table,” Davis said.

How Comcast Helps

Experts within Comcast Government Services (CGS) have had long-term engagements in the federal space and possess deep expertise in networking solutions, agency missions, and government procurement processes.

Moreover, with the acquisition of Defined Technologies, a company that has been working with the GSA since 2017 to modernize network infrastructure and services across government



artisteer / iStock

agencies, the combined expertise can help agencies make best and most effective use of their EIS purchasing strategies.

In addition, Comcast offers significant technical capabilities that set it apart from other communications service providers. “With us, your data and your apps will be running over a fiber-dense network. That fiber infrastructure gives Comcast the flexibility to define the most efficient and effective routes to help the federal government manage an ever-increasing volume of information flow,” Davis said.

And that fiber is readily available. “We already have significant infrastructure in the street, so we’re able to expand the network into government facilities in a much more timely manner,” Gosnell said.

Comcast’s dense fiber infrastructure gives federal agencies enhanced resilience, as well as greater flexibility as they look to modernize their networks. “Taken together, our flexible network architecture, ethernet-based products and services, and dense fiber infrastructure really change the way agencies can think about survivability and scalability,” Gosnell said. “And we can help them to modernize more cost-effectively than legacy telecoms, because we already have that infrastructure in place.”

For More Information

Learn more about how Comcast can help your agency support the next era of work: business.comcast.com/federal-government