

Modernizing Federal IT: Unlocking the Power of EIS with Comcast Government Services



How can agencies tap into the full potential of EIS? One industry expert shares her insight.

Federal agencies are on a quest for solutions to their telecommunications and IT hurdles. The answer might lie in the Enterprise Infrastructure Solutions (EIS) contract — designed to offer a modern, flexible and streamlined approach to technology adoption.

Managed by the General Services Administration (GSA), EIS is a comprehensive contract that replaces and updates older vehicles like Networx, Washington Interagency Telecommunications System (WITS), and Regional Local Service Agreements (LSAs). As technology rapidly changes, EIS enables federal agencies to integrate emerging technologies.

EIS also helps boost economic efficiency, simplifies processes and aligns with legislative mandates to keep the government technologically advanced, says Comcast Government Services (CGS) Compliance Director Denise Rodriguez. Notably, CGS is the most recent prime contractor on EIS.

Currently, EIS offers 37 services, providing a plethora of options for agencies to upgrade legacy technologies. Recognizing how fast technology moves, GSA can and continues to add new services to the contract, Rodriguez says.

5 Core Objectives for EIS

EIS focuses on five core objectives.

First, it aims to streamline the procurement process, making it easier for agencies to access and buy telecommunications and IT products and services. Instead of navigating complex procedures, the goal is to have a more straightforward method that saves both time and effort.

The large-scale nature of the contract allows for bulk buying, which can lead to price reductions. Additionally, by providing visibility into prices and spending patterns, the contract provides transparency, which can further drive down costs.

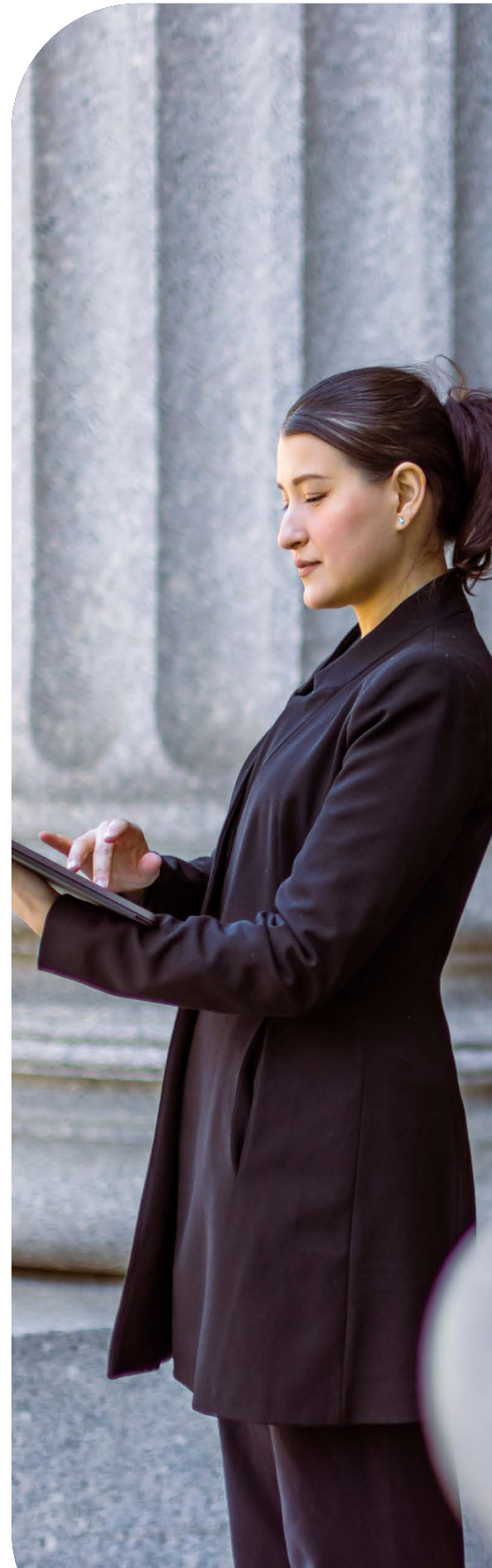
Instead of buying disjointed services or products, the contract supports the procurement of comprehensive solutions. This means agencies can source products and services already designed to work together, reducing compatibility issues and improving efficiency.

Lastly, recognizing that different agencies have different needs, the contract is designed to be adaptable. It supports a wide range of government purchasing patterns so diverse requirements can be met with a high degree of customization and agility.

How EIS Can Transform Federal Networks

EIS offers agencies a prime chance to innovate for future success. Leveraging this requires vision, strategic planning, and an understanding of emerging technologies.

Rodriguez emphasizes that agencies should review their current tech needs and craft a proactive strategy, always considering the fluid tech landscape.



“Sometimes older technology can be difficult to support,” she says. “You need to evolve to newer technologies, which can improve cost savings, productivity and user satisfaction.”

Time Division Multiplexing (TDM) is a prime example. Previously a staple in network systems, TDM facilitates multiple data streams over one channel. Despite its age, it remains entrenched in many agency networks. But a shift away from it may be inevitable.

That move needs to be a measured transition, Rodriguez says. Rather than attempting a complete overhaul all at once, agencies phasing out TDM should do so strategically and gradually by identifying specific parts of their network for transition.

EIS is designed to support and facilitate this kind of technological transformation.

Ethernet: A Bridge to Modernization

Ethernet services are important for agencies looking to modernize and progress with their contract transition. Rodriguez notes Ethernet’s adaptability makes it a top choice for supporting emerging technologies. Software-defined networks, which are currently a significant focus for agencies, are well-supported by Ethernet as a means of transport.

While many agencies have initiated their contract transitions, the path has not always been straightforward. Delays appear rooted in some agencies’ reluctance to adapt and their lagging transition strategies. Even if they’ve updated their systems, they currently navigate the transformative phase, fine tuning and expanding on their new systems.

Rodriguez identifies a significant obstacle: Agencies cataloging all their existing assets and strategizing how to transition them to the new contract.

“As technology evolved and the use and the demand from the agencies grew, GSA modified the contract to add services and make them available to the agencies.”

Denise Rodriguez,
Compliance Director,
Comcast Government
Services (CGS)

However, these services are ripe for transformation. Rodriguez envisions a future of continuous evolution and modernization.

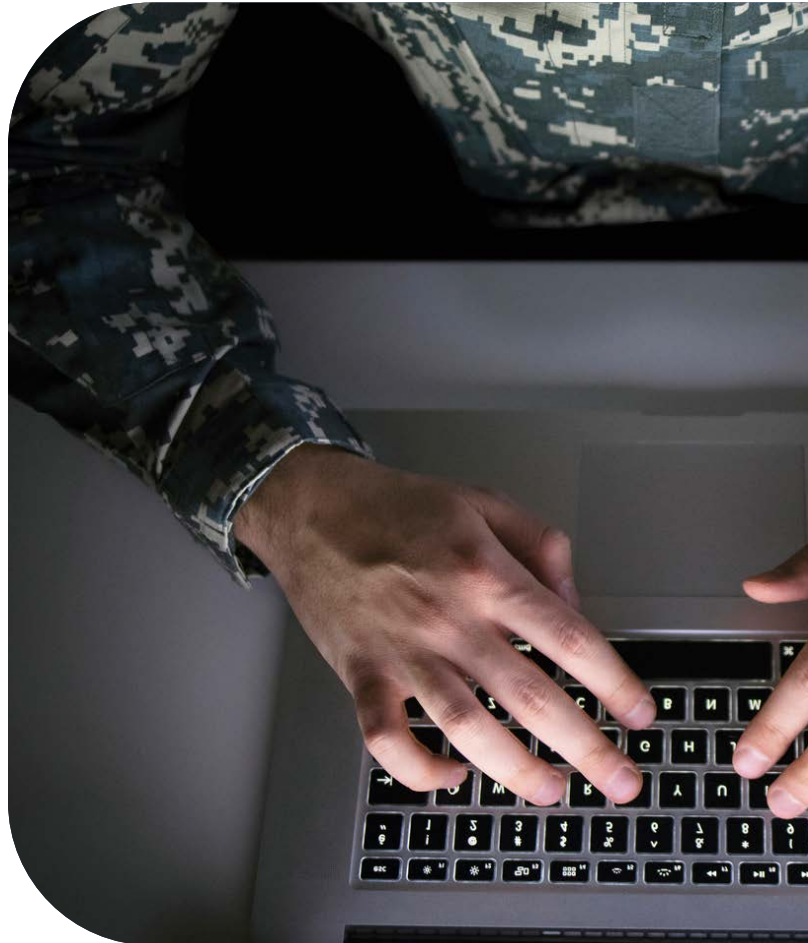
“Those are the opportunities we’re going to be seeing now, where the agencies are building on previous transitions, modernizing and expanding and thinking more about how to strategize and target modernization for the future,” she says.

CGS & DOD: A Mission-Critical Partnership

Comcast Government Services (CGS), with its vast reach and capabilities, is a natural partner for addressing agency needs. While the company has a long history of serving the public sector, it has in recent years doubled down on its efforts, dedicating a specific channel to government business and emphasizing its significance.

Comcast Government Services’ work with the Defense Information Systems Agency (DISA) exemplifies this shift. The company is helping the agency replace legacy circuits with Ethernet-based services to help improve network performance and reduce overall telecom costs. This collaboration has given CGS a deeper insight into the specific communication requirements of agencies.

“These internet circuits need to be reliable, and CGS certainly has plenty of relevant experience and a track record in providing these kinds of services to the government,” Rodriguez says about the growing need for reliable broadband and bandwidth.



What sets this work apart is Comcast Government Services’ tailored approach. Instead of a one-size-fits-all approach agencies are offered solutions designed around their unique needs, Rodriguez says.

And given the critical nature of Defense Department missions, Comcast Government Services’ support isn’t just helpful — it’s essential, making this partnership especially vital.

[Learn more about Comcast Government Services and the EIS contract.](#)