

# 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 strategically buys cybersecurity tools on behalf of the government. Since January 2018, we have purchased these products at discounted pricing for 139 civilian agencies and sub-agencies — leveraging our deep technical expertise and strong relationships with vendors and manufacturers.

## Program Overview

# \$1.3B

Amount Booz Allen saved the government compared to estimated prices

# 576M

Products procured by Booz Allen for the government

# 76%

Cost savings compared to estimated prices

# 30

Funding sources leveraged

# 71

Manufacturers purchased from

## Big Wins

# 23

Purchase orders released in a single day to meet government timelines

# 1 day

Fastest purchase made (for an Endpoint Detection and Response purchase in the tens of millions)

# 23

Agencies and sub-agencies aligned to a single license renewal date

## 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 product license expiration dates to streamline yearly product renewals

