



NEWS RELEASE

UNITED STATES AIR FORCE

HEADQUARTERS STANDARD SYSTEMS GROUP

Public Affairs Office

490 East Moore Drive

MAFB-Gunter Annex AL 36114-3004

Telephone: 334-416-4319/4324 DSN: 596-4319/4324

FAX: 416-4428

E-Mail: belinda.bazinet@gunter.af.mil

Release No. 03-12-39

Release Date: December 5, 2003

Air Force Commodity Council saves money for major commands

MAXWELL AFB, GUNTER ANNEX, Ala--By harnessing the buying power of the Air Force, the Air Force Information Technology Commodity Council, with representation for all Major Command, reined in end-of-year spending and provided a lower cost of ownership for several Major Commands.

The three major commands – Air Combat Command, Air Education and Training Command and the United States Air Forces in Europe – purchased 14,863 desktops and 763 laptops.

“By combining our purchases, ACC’s buying power was increased by 22 percent or 778 computers,” Lt. Col. Roland Rivera, ACC Deputy Chief of the Systems Integration Division, said. “At Level 1 pricing, these additional computers would have cost ACC an additional \$1 million to purchase.

-more-

Commodity Council saves money for major commands

2-2-2-2

“Traditionally, we have asked our Wings/Units to buy life-cycle replacement desktops and laptops on their own,” Colonel Rivera said. “Except for the quantities purchased directly for Headquarter Air Combat Command, all remaining purchases would have fallen into the 1-499 tier for desktops and 1-199 tier for laptops, resulting in higher total cost.”

Using end-of-year funds, Headquarters AETC was able to help their Wings with their mission critical tech refresh costs.

“We purchased 8,969 desktops for our bases at a cost of \$6.13 million and 235 laptops costing \$370,000,” Maj. Adam Green, AETC CIO Support Branch, said. “AETC and the other MAJCOMs cooperated to not only standardize desktop and laptop specifications, but also to leverage our collective buying power. Just like Wal-Mart, the Commands were able to take advantage of volume discounts – something our individual budgets just didn’t support. AETC was able to save approximately \$3 million on the overall purchase which translated into additional systems for each base.”

“The Information Technology Commodity Council’s (ITCC's) AF-wide strategy for desktops and laptops allows us to more fully leverage the buying power of the Air Force and make better use of our resources,” John Gilligan, Air Force Chief Information Officer, said. “Now that we've proven this industry best practice as a viable approach for the Air Force, the ITCC will begin to develop enterprise-wide strategies for other commodities to help achieve efficiencies in the areas of IT acquisition, installation, maintenance and disposal.”

-more-

Commodity Council saves money for major commands

3-3-3-3

Formed in June 2003, the AFITCC includes representatives from across the Air Force Major Command and Air Staff. Its mission is to develop enterprise strategies for buying and managing IT products and services. Air Force Standards Systems Group officials lead the council.

Ken Heitkamp, director of the council and SSG technical director, said that by getting the Air Force's major commands to agree to three mainstream computer configurations—one desktop and two notebook PCs—the council could lower the purchase cost and operational costs. Also, this approach helps ensure users are buying computers that are intended to be used for 3-4 years and to meet the architectural targets established by the Air Force. For example, one of the Air Force's objectives is to use the Common Access Card (CAC) to authenticate users for network access. Included in each of the mainstream configurations is a card reader to support this objective."

For the PCs, the council asked for pricing based on three quantity levels, ranging from single machines to 20,000, he said. The current standard desktop PC configuration includes a 2.6-GHz Pentium M processor or equivalent, an 80G hard drive, 512M of RAM, a DVD-RW drive, four USB 2.0 ports and a 10/1,000-Mpbs Ethernet network interface card. Notebooks require a 1.6-GHz processor, a 40G hard drive and at least a 14-inch screen.

-more-

Commodity Council saves money for major commands

4-4-4-4

“Because of the mainstream configurations, I like to think that not only are we getting the best value, but also causing people to get the best solution,” Mr. Heitkamp said.

“We were very pleased to work with SSG,” Colonel Rivera said. “Because of this success, we are currently working a follow-on strategy to lay out a future buying approach for the Command.

“This approach would allow users the option to place their orders into "shopping carts" within AFWAY to be accumulated for purchase at a specified date, or into a "co-op" cart where the ITCC MAJCOM reps would make a cooperative buy decision for the Air Force, probably on a quarterly basis.”

-SSG-