

**Defense Information Technology Contracting Organization and Air Force National Capital Region-
Information Technology**

The Defense Information Technology Contracting Organization and Air Force National Capital Region-Information Technology team is presented the David Packard Excellence in Acquisition Award for its exemplary, cost-saving ability to quickly respond to real world needs for scalable Information Technology Services and Help Desk Support. The team accelerated an award schedule through a unique combination of innovative elements, the first of which was establishing a fixed price/economic price adjustment type contract. This reduced costs in the initial proposal while also providing a basis for stable and predictable pricing throughout the 10-year period of performance. Along with this, the team created a diverse incentive structure that provides the contractor regular monetary (up to 5% of monthly invoices) and contract extension rewards based on demonstrated performance and its ability to reduce task order prices and/or government cost of operations. In addition, the team established three scalable priced line items for different levels of information technology seat management support: Platinum, Gold and Silver. With these different categories of users, the Air Force is required to pay only for the level of service required at the user level--included at the Silver level are volume discounts at four distinct quantity levels. This unique pricing structure resulted in a contract savings of over \$468 million from the predecessor contract. With its built-in ability to incentivize contractors to provide excellent day-to day service support and continually improve operations strategies to further control and reduce costs, this contract promises to provide Air Force members in the National Capital Region with affordable, outstanding Information Technology service for years to come.