



# Joint Enterprise Licensing Agreement (JELA)

## Overview

JELAs are aligned with DOD's Better Buying Power (BBP) objectives and Federal Strategic Sourcing initiatives. JELAs implement these best practices by consolidating DOD's vast buying power and leveraging economies of scale with strategic vendors to generate cost efficiencies in licensing and maintenance support. By combining enterprise assets under a single agreement, JELAs reduce the administrative burden for both the government and vendors, streamline asset visibility and management, and standardize capability platforms.

The JELA program management office (PMO) collaborates with military service and agency partners around the Department to prioritize, formulate, implement and execute JELAs for commonly used software products, reduce duplication, improve industry engagement, streamline procurement, and provide affordable, value-added military capability to the warfighter at a reduced cost, in less time.

## JELA Features

### Volume Discounts

Bulk Pricing  
Standard Capabilities

### Improved Terms & Conditions

Consistent terms & conditions  
Reutilization of spare licenses  
Visibility of spend

### Consolidation

Fewer Contracts =  
Reduced administrative overhead  
Faster time to market for needed capabilities

### Compliance

Supports strategic sourcing objectives  
Mandated by National Defense Authorization Act (NDAA), and Federal Information Technology Acquisition Reform Act (FITARA)



## Benefits of JELAs

- Centralized governance
- Enhanced negotiation positions
- Improved operational efficiencies
- Standardized and reduced pricing
- Cost savings
- Transferability of licenses between Services/Agencies
- Sharing of best practices and lessons learned
- Increased asset visibility

## Current JELAs:

Microsoft  
CISCO  
Adobe

## Why JELAs?

- JELAs build upon existing strategic sourcing agreements, such as DOD Enterprise Software Initiative.
- JELAs provide established contractual agreements with set pricing and specific terms and conditions such as: consolidated orders, deeply discounted pricing (due to expansive consolidation and bulk buying power), and committed funding.
- JELAs offer streamlined program and contract management via:
  - The JELA program management office, which coordinates with DOD partners and vendors through DOD-wide working groups.
  - One contracting office, the Defense Information Technology Contracting Organization (DITCO)
  - Federal Contracting Officer Representative (COR) structure (per enrollment)
- Value-Added Benefits
  - Training
  - Engineering/Consulting Services
  - Home Use Programs

## On the Horizon

The Microsoft JELA III has a target award date of October 2019.

The Cisco JELA III has a target award date of June 2020.