



## UNICOM Government Fuels NASA Mission with Flexible Financing

The headquarters of the National Aeronautics and Space Administration (NASA), located in Washington, D.C., provides overall guidance and direction to the agency and its centers – laboratories, air fields, wind tunnels, control rooms and more nationwide.

From pioneering new flight technologies to exploring the outer reaches of space, NASA's diverse group of scientists, engineers, managers, and support personnel work together in pursuit of expanding our understanding of the universe, and applying that knowledge to practical benefits on Earth.

NASA's mission rises or falls on the strength of its information technology. And keeping that IT up-to-date is critical if the agency is to continue meeting its leading-edge, forward-facing mission. However, as is typical of large organizations, the agency's IT infrastructure over the years had evolved into a complex network of technologies that demanded interoperability if the far-flung centers were to work collaboratively.

The headquarters infrastructure had reached a point where the technology not only required refreshment, but a greater degree of standardization needed to be imposed, to bring the systems to optimum performance levels. Acquiring those solutions could come through the NASA Solutions for Enterprise-Wide Procurement (SEWP) Government-Wide Acquisition Contract (GWAC), which provided access to the

latest in IT products for all Federal Agencies. A select group of companies nationwide serviced the contract, in particular UNICOM Government, which offered a vast array of advanced technology solutions, including professional and financial services.

To provide an exact fit to their IT needs – at the best value – NASA turned to UNICOM Government. For a quarter-century UNICOM Government had supported NASA and its goals by bringing established and emerging technical solutions to meet the agency's evolving IT needs. What UNICOM Government proposed was a solution that not only addressed NASA HQ's current and future technology refreshment requirements, but also provided a financing plan that could deliver the equipment and services when and where the agency wanted them, at a price its limited budget could accommodate.

UNICOM Government and NASA faced a number of challenges in pursuing the IT needs. To begin, the equipment had to integrate with the existing infrastructure. Then there were disparate maintenance maturities, requiring a realignment of hardware and maintenance life

cycles. What's more, the agency wanted the ability to quickly modify the contract, to allow it to scale up as fast as requirements changed. Finally, they needed it all at a predictable price that fell within budget constraints.

### Rapid Response, Predictable Costs

Responding to the call, UNICOM Government leveraged its partnerships with leading technology companies, including Cisco, Sun Microsystems, NetApp, and Quantum, to provide NASA with a cost-effective strategy to standardize and consolidate IT equipment across the agency, from server and storage solutions to unified communications. Capital funds for the outright purchase of the equipment, however, were nonexistent, yet the immediate need for new technology remained.

Together, UNICOM Government's financial advisors and NASA officials worked to develop a financing plan that could deliver the solutions they wanted now. What was developed was a Lease with Option to Own (LWOO) contract that would draw on the agency's operating and maintenance

funds – in lieu of the capital budget – to finance the technology refresh. What’s more, the contract included one year maintenance at any time and provided the flexibility to replace the assets whenever advances in technology occurred, thus keeping pace with innovation.

agency contracted with UNICOM Government for the delivery for a bundle of professional services hours. The arrangement satisfied all of NASA’s requirements with the convenience of a single contract – and the assurance of support from a single source.

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Since UNICOM Government retained ownership of the IT resources, it was responsible for the disposition of the old equipment when introducing refreshed technology. And the lease could either be extended or the assets purchased by NASA at any time. The arrangement beneficially locked the agency into a predictable budget with set payments for the duration of the contract, thus hedging against unexpected rises in cost and helping the agency to accurately budget for out-year expenses. In addition, the

Historically, the agency depends on staying on the leading edge of technology, introducing the latest advances as they appear, to ensure its IT infrastructure remains up to the task of the complex work performed. The operating lease developed in conjunction with UNICOM Government allows the agency to quickly move in and out of technology as it comes to market, all under a predictable payment model. Ultimately, the operating lease has equipped NASA HQ to do more with less, and has become an invaluable tool for the agency to achieve a nimble response to IT innovation, to continue to meet mission objectives, all while staying within budget guidelines.



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### About UNICOM Government

UNICOM Government, formerly GTSI Corp., is the first information technology solutions provider offering a Technology Lifecycle Management (TLM) approach to IT infrastructure solutions delivered through industry-leading professional and financial services. UNICOM Government employs a proactive, strategic methodology that streamlines technology lifecycle management, from initial assessment to acquisition, implementation, refresh, and disposal. TLM allows government agencies to implement solutions of national and local significance quickly and cost-effectively. UNICOM Government’s certified engineers and project managers leverage strategic partnerships with technology innovators. These experts use proven, repeatable processes to design, deploy, manage, and support simple to complex solutions, to meet governments’ current and future requirements and business objectives. UNICOM Government is headquartered in Northern Virginia, outside of Washington, D.C.

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