

Key Procurement Criteria	DoD-Optimized ESI Contract	Standard Contract Types
Approval Process	✓ Pre-approved contract exclusively for DoD agencies, reducing procurement delays.	Require lengthy vendor review and approval process, increasing lead time.
DoD Compliance	✓ Designed for DoD-specific acquisitions, ensuring full regulatory compliance.	General federal contract – not optimized for DoD procurement needs.
Cisco-Specific Pricing	✓ DoD-exclusive, volume-based pricing agreements for cost efficiency.	Higher, non-DoD-specific pricing, subject to variations.
Procurement Speed	✓ Faster purchasing process (reduced paperwork, streamlined acquisition).	Slower process with more red tape and additional approvals required.
⚠ Mandatory Use	✓ DoD is required to use ESI for Cisco purchases, ensuring consistency and control.	Optional use for IT procurement, leading to inconsistent pricing and delays.
Vendor Vetting	✓ Pre-vetted by DoD acquisition standards, ensuring faster onboarding and full compliance with security and procurement regulations.	Vendors must go through an extensive vetting process, adding time and complexity.
Procurement Complexity	✓ Streamlined, DoD-specific process with pre-negotiated terms, reducing administrative burden and speeding up procurement.	More complex procurement process with additional steps and contract requirements.
Support & Accountability	✓ Dedicated DoD-focused procurement specialists (like VTP) provide full support.	Less personalized support, as standard contract schedules serve multiple government sectors.
Mission Alignment	✓ Designed to support DoD missions, ensuring secure and reliable IT procurement.	Broader federal focus, not specifically optimized for DoD mission-critical needs.

## Streamline Your DoD Cisco Procurement with ESI

(847) 952-6989 [www.thevtp1.com](http://www.thevtp1.com)

The ESI contract is purpose-built for the Department of Defense, offering faster procurement, cost savings, and full regulatory compliance. Don't let unnecessary delays or higher costs slow down your mission—partner with a trusted ESI vendor like VTP to ensure seamless, secure, and mission-ready acquisitions.