



INDUSTRY ENGAGEMENT OVERVIEW

and Structured Piloting





PEO Digital

MISSION

Provide the Marine Corps and Navy with a **decisive information advantage** through a modern, innovative, and secure digital experience - **any data, any time, anywhere**

VISION

Delivering a **world-class digital experience** at the speed of mission

Industry partnerships drive our success!

The Program Executive Office for Digital and Enterprise Services (PEO Digital) is the Department of the Navy's acquisition office focused on maintaining the competitive edge through deliver of enterprise IT infrastructure and core digital services.

PEO Digital values our partnership with industry to enable meeting our mission. Understanding how PEO Digital measures success through outcome driven metrics (World-class Alignment Metrics) and how our goals are mapped to these metrics will improve the quality of engagements on industry capabilities and solutions. Navigating the process to engage with the government can be challenging. The following pages include the keys to improving engagements and the steps to initiate an engagement with PEO Digital. **On the following pages you will find:**

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Technology Business
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Technology
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Steps to Engage
with PEO Digital



PEO Digital has Five Ambitious Goals

PEO Digital's five goals are largely focused on the delivery of four solution types: **Digital Workplace**, **Cybersecurity & IT Lifecycle**, **IT Platforms**, and **IT Infrastructure**. An overall **culture of excellence goal** enables the four solution-focused goals.



Empower the data workforce, software developers, and application owners through a robust and effective **IT PLATFORM** portfolio



Modernize **IT INFRASTRUCTURE** to create lean and diverse transport that brings the power of cloud to the point of mission



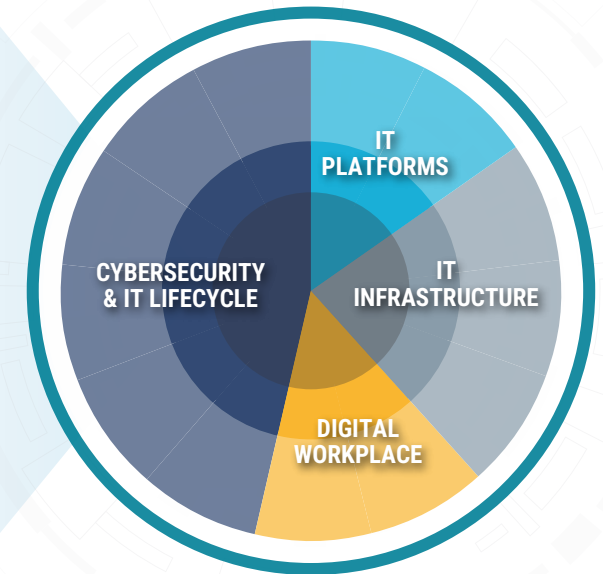
Continuously improve the **DIGITAL WORKPLACE** experience to enable user collaboration and access to any data, any time, anywhere



Champion industry-leading **CYBERSECURITY AND IT LIFECYCLE** practices to rapidly design, deliver and sustain world-class mission solutions



Foster a **CULTURE OF EXCELLENCE** through continuous learning and an empowered workforce





Our Offerings

PEO Digital uses an adaptation of the Technology Business Management framework to account for the value of our offerings and budgetary spend. This visual reveals a snapshot of our **four solution areas**, encompassing **138 offerings** that cater to the needs of more than 670,000 users.

GOALS

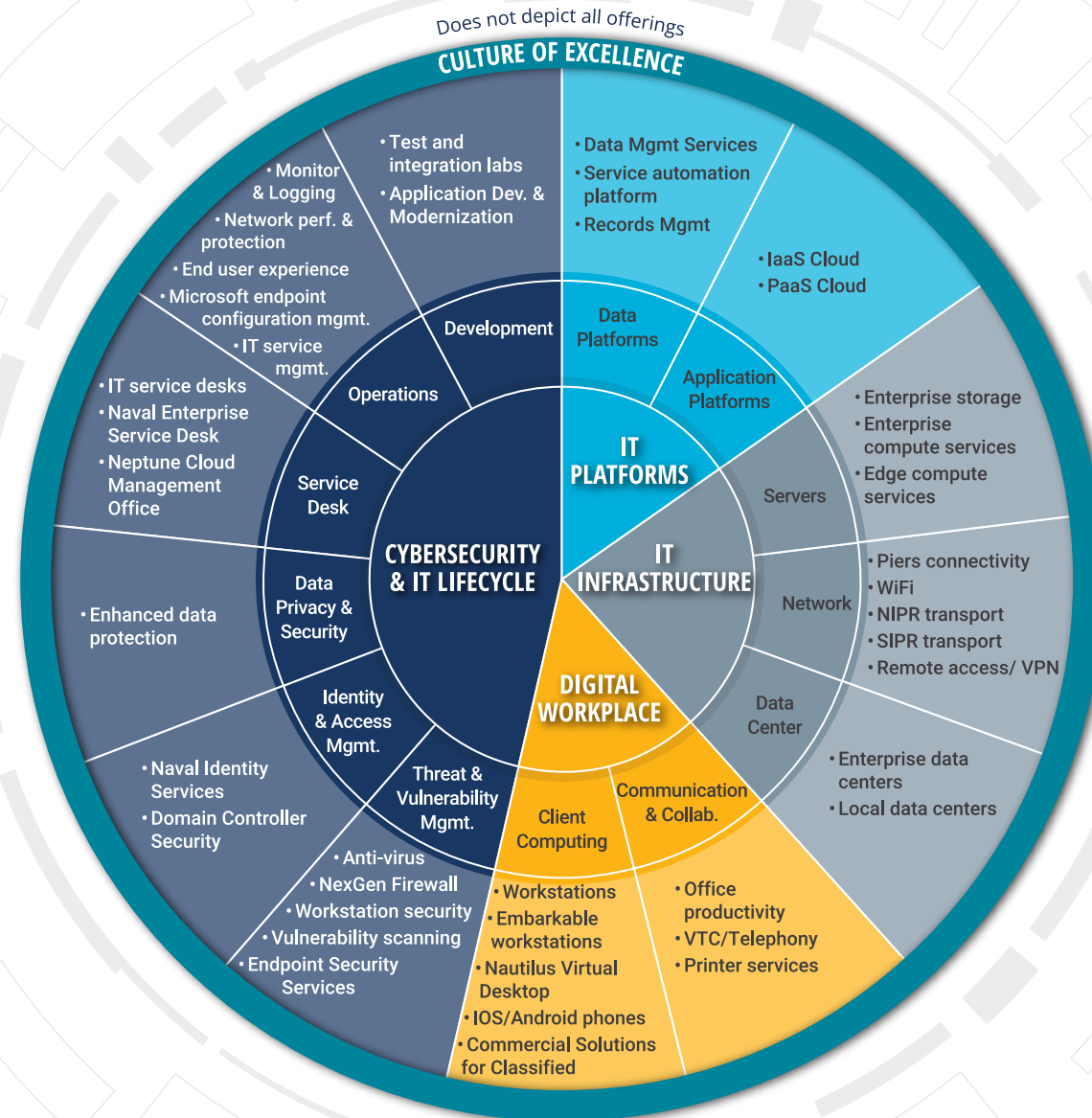
OFFERINGS

WAMS

HORIZONS

FY25 OBJECTIVES

ENGAGEMENT



CULTURE OF EXCELLENCE
\$556M FY25 SPEND

CYBERSECURITY & IT LIFECYCLE
\$142M FY25 SPEND
60 OFFERINGS

DIGITAL WORKPLACE
\$646M FY25 SPEND
30 OFFERINGS

IT INFRASTRUCTURE
\$292M FY25 SPEND
39 OFFERINGS

IT PLATFORMS
\$79M FY25 SPEND
9 OFFERINGS



World-class Alignment Metrics (WAMs)

PEO Digital assesses potential and existing purchases through the lens of our “world-class alignment metrics.” These metrics ensure that we - and our partners - remain laser focused on supporting Sailors and Marines.

You can increase the potential for our team to understand and adopt your offering by using these metrics to discuss your value proposition.

GOALS

OFFERINGS

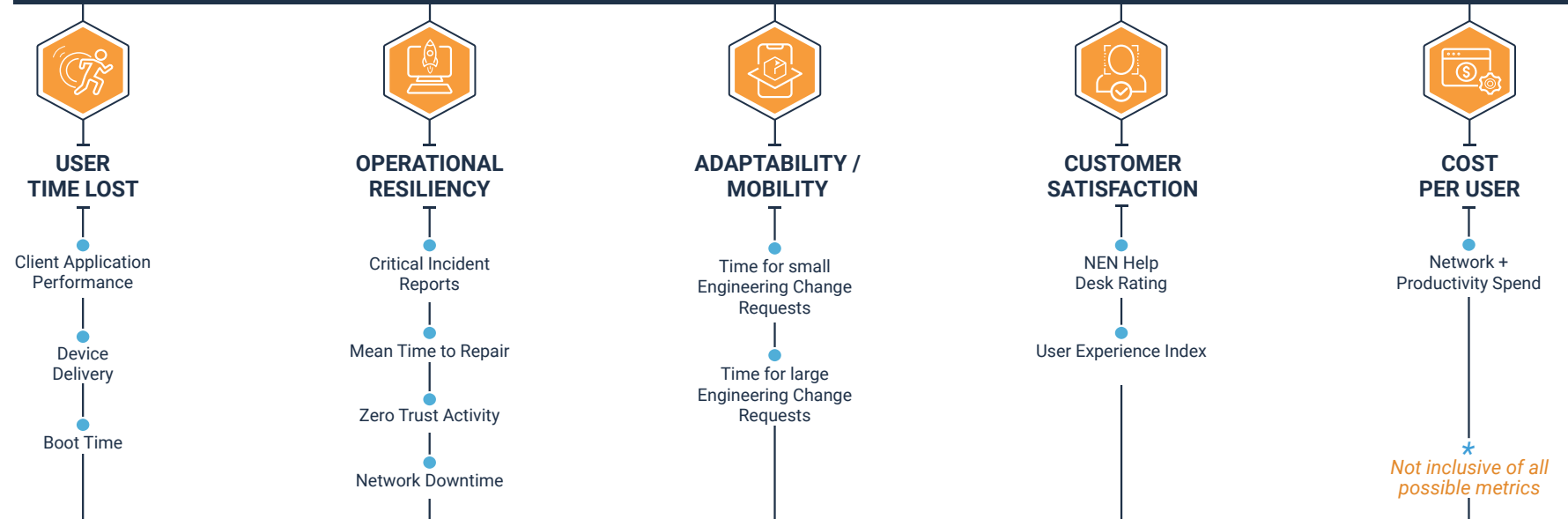
WAMS

HORIZONS

FY25 OBJECTIVES

ENGAGEMENT

MISSION OUTCOMES

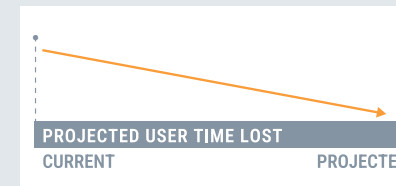


For each mission outcome, these outcome driven metrics have been chosen as the most important ways we are improving customer experience. The impact of a new or existing technology is measured through these lenses.

EXAMPLES OF SUCCESS

To increase the likelihood of your proposed technology being successfully bought and scaled, consider using the above metrics (WAMs) when discussing your a value proposition with the PEO Digital team.

VERIFIED



XYZ company is on contract with PEO Digital and can show a verifiable decrease in the amount of time that users have spent waiting for technology to be functional. XYZ company reports a 10% decrease in user time lost in 2023.

PROJECTED

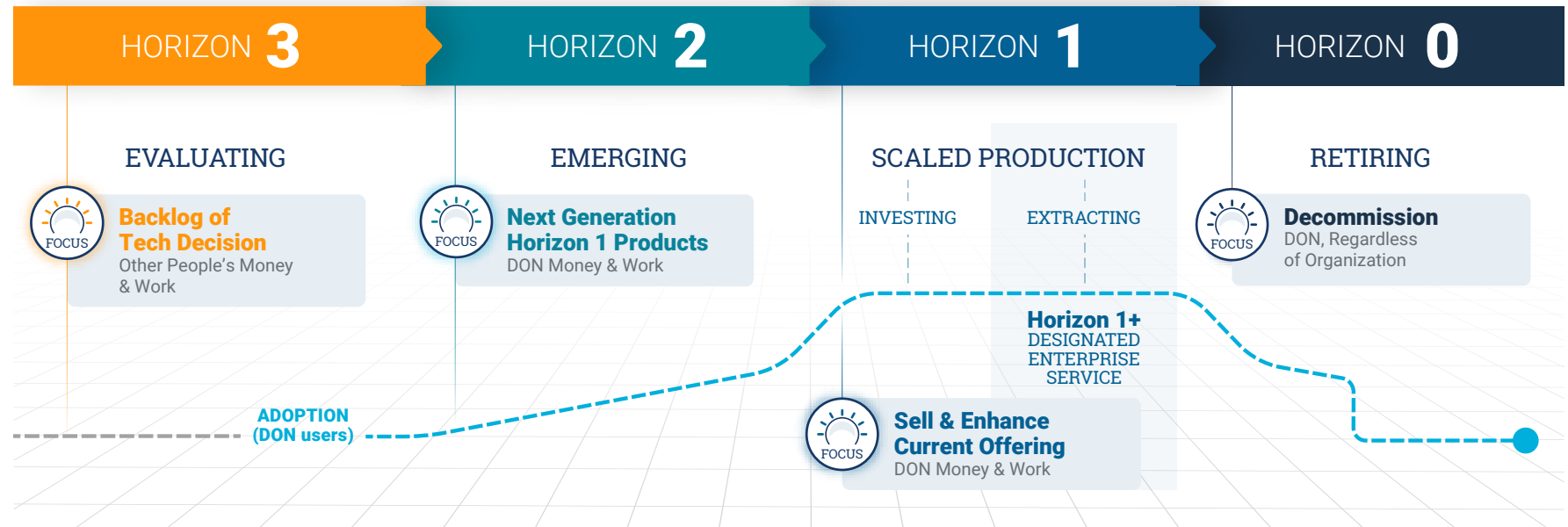


XYZ vendor submits a proposed pilot to PEO Digital and wants to share the value of the company's technology. XYZ vendor projects that their technology would increase operational resiliency by 15% year over year, ensuring warfighters can access their data whenever it's needed.



Investment Horizons

PEO Digital views our technology landscape through the lens of investment horizons. This landscape ranges from emerging innovations to strategic divestments and serves as the driving force for what lies ahead. Investment horizons **ensure that PEO Digital systematically upgrades** to Modern Service Delivery (MSD) compliant technology and help us to orchestrate the transitions required in an efficient and sustainable way.



Criteria to Advance

- Understand MSD design concepts
- Identify functional champion
- Align with a portfolio, initiative, and TD, ACE, & DCE priorities
- Prioritize pilot investments considering World-class Alignment Metrics (WAM)
- Outline Enterprise Service cost model (optional)



Criteria to Advance

- Compliance with MSD design concepts
- Support at least 10% of the user base (in any context)
- Map to Technology Business Management solutions
- Support product delivery strategy
- Sequence to optimize on scale and/or values
- Solution is not already available as a potential DON enterprise service
- Positive assessment against enterprise standards



Criteria to Advance

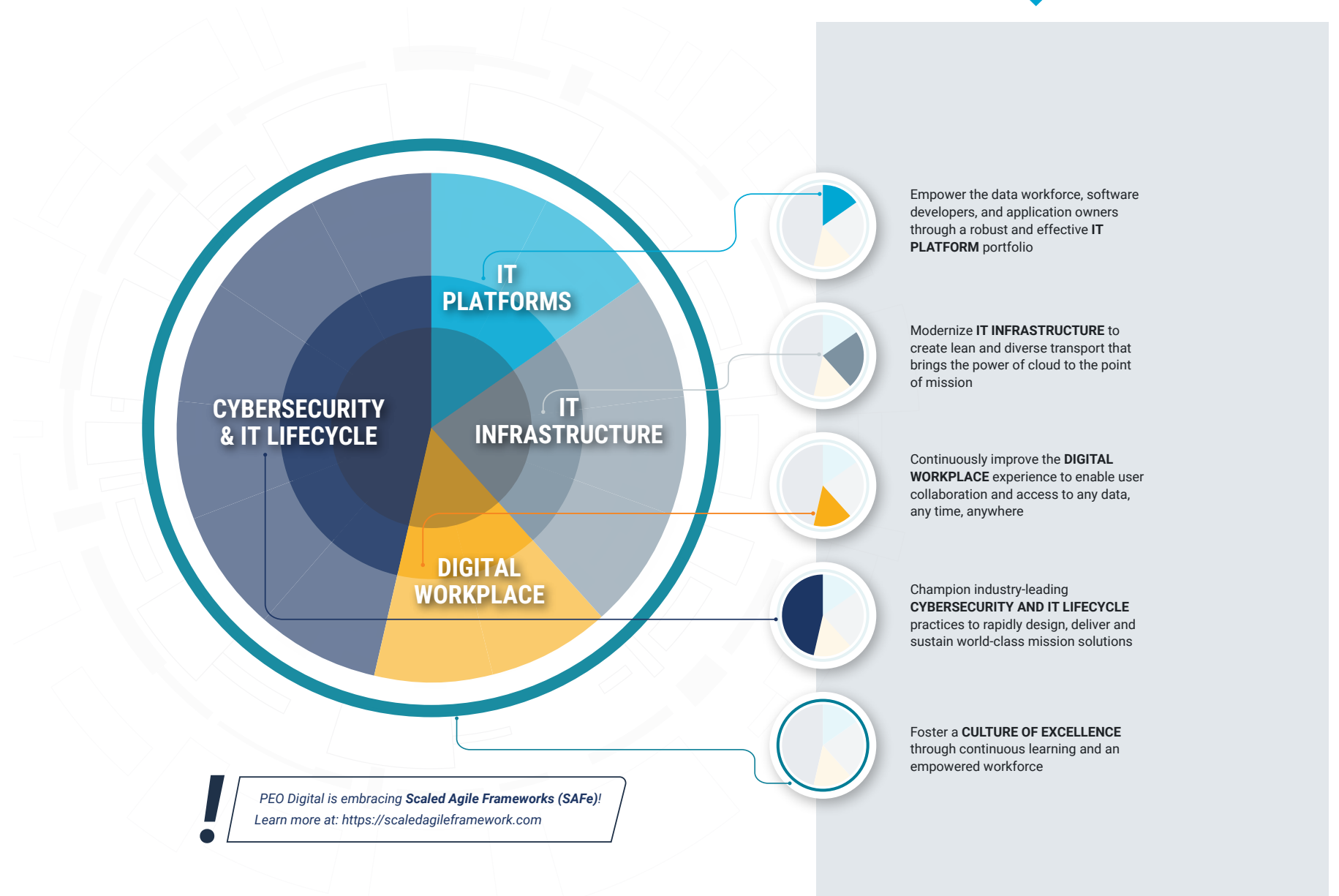
- To H1+
 - Enterprise Service designation
- To H0
 - Replaced by a Modern Service Delivery compliant technology



Fiscal Year 2025 Objectives

PEO Digital's goals have a 3-5 year time horizon and are supported by 1-2 organizational-level objectives and multiple portfolio-level objectives. **Each objective is meant to be measured in terms of at least one WAM**, which is called out within the objective.

Because every objective is nested into a goal, and each goal is aligned to a solution type, every objective can be traced back to the solution type that it supports. These objectives and solution types have been used to create our FY25 spend plan.



Digital Workplace

PEO DIGITAL LEVEL OBJECTIVES

Scale Key Enterprise Services:

Deploy SAAR-less Naval Identity Services (NIS) to all enterprise networks and key applications, scale Commercial Solutions for Classified (CSfC) to H1 for MCEN and H2 for NEN, and increase adoption of key features (IL6, B2B, Teams Telephony) for M365 by the end of FY25 in order to drastically improve customer experience.

Expand Cloud-Managed Endpoints:

Through support of the Nautilus ART, transition cloud-managed endpoints to H1 for all NEN and H2 for MCEN by the end of FY25 in order to decrease user time lost and cost per user.



If you would like to propose a pilot that aligns to one or more of these objectives, follow the steps on page 13 or visit www.peodigital.navy.mil/industry

PORTFOLIO LEVEL OBJECTIVES

DIGITAL WORKPLACE SOLUTIONS (DWS)

Increase Flank Speed/Hyperion Awareness and Adoption:

Increase adoption of Flank Speed and Hyperion services by 50% by the end of FY25 in order to increase adaptability/mobility of the Naval workforce. *(Product Group: Communication & Collaboration)*

Flank Speed/Hyperion M365 Impact Level (IL5): Sustain the Flank Speed and Hyperion platforms to achieve 99.9% availability month over month by the end of FY25 to improve operational resiliency.

(Product Group: Communication & Collaboration)

Expand M365 Data Labels and Protection: Expand compartmentalization and enhance protections for additional data domains by 50K users across the Navy Community of Interest (COI) by the end of FY25 to increase adaptability & mobility.

(Product Group: Communication & Collaboration)

Flank Speed/Hyperion M365 Impact Level (IL6): Bring DOD SEC IL6 (SaaS) into H1 scaled production for the Navy and Marine Corps by the end of FY25 to improve customer satisfaction.

(Product Group: Communication & Collaboration)

Expand Naval Automation & Self-Service: Expand automation for Navy Records Management, Power Platform, FsAST, Flexera, and SPO to reduce required customer interactions by 30% by the end of FY25 to reduce user time lost. *(Product Group: Communication & Collaboration)*

Mature ServiceNow into an Enterprise Service: Achieve enterprise service designation for Service Now by the end of FY25 to improve adaptability and mobility. *(Product Group: Communication & Collaboration)*

END USER SERVICES (EUS)

Upgrade End-User Devices to Windows 11: Ensure 100% of connected devices on enterprise networks have the latest approved operating system in order to increase operational resilience and support Zero-Trust by the end of FY25. *(Product Group: Client Computing)*

Sustain Mobile Application Management: Deploy DISA/POR approved mobile applications within 30 working days of receipt to decrease user time lost and increase customer satisfaction.

(Product Group: Client Computing)

Deliver Required Software/Imaging on Managed Devices: Deliver the annual Navy and Marine Corps images by the end of FY25 while transitioning to "Intune-managed" devices for increased cyber/operational resilience. *(Product Group: Client Computing)*

Transition NEN Applications to Nautilus: Transition 400 applications and licensing activities by the end of FY25 to support the expansion of the virtual desktop capability, increasing user adaptability and mobility. *(Product Group: Client Computing)*

Scale Azure Virtual Desktops: Expand a cloud-enabled virtual desktop solution to 200K users, accelerating accessibility of managed applications and decreasing user time lost by the end of FY25. *NOTE: the Navy's implementation of AVD is called "Nautilus Virtual Desktop – use of "Azure" is inclusive of Navy and Marine Corps virtual desktops. *(Product Group: Client Computing)*

Scale Bring Your Own Approved Device (BYOAD) (Navy): Expand Mobile Application Management - Without Enrollment (MAM-WE) to enable BYOAD for 150K Flank Speed account users by the end of FY25. *(Product Group: Client Computing)*

IT Platform

PEO DIGITAL LEVEL OBJECTIVES

Deliver World-Class Cloud

Services: Scale the Neptune cloud management office to support application migration and modernization of 45 applications (USMC/USN) across IaaS, PaaS/DSO, and SaaS by the end of FY25 in order to increase adaptability/mobility.



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PORTFOLIO LEVEL OBJECTIVES

PLATFORM APPLICATION SERVICES (PAS)

Mature Flankspeed & Hyperion Azure IL5/IL6: Deploy 30 services to IL6 and decrease average onboarding time to less than 60 days in accordance with SLA by the end of FY25 to increase customer satisfaction.

(Product Group: Application Platforms)

Rationalize USN/USMC AWS IL5/IL6

Portfolio: Partner with cloud service managers to analyze the current USN/USMC AWS environments and provide a convergence plan, divesting of the appropriate amount by the end of FY25 in order to decrease cost per user. *(Product Group: Application Platforms)*

Establish Google and Oracle IaaS

Enterprise Services: Partner with cloud service managers to mature Google and Oracle IaaS pilot environments into DON enterprise services by the end of FY25 to improve adaptability and mobility. *(Product Group: Application Platforms)*

PEO DIGITAL LEVEL OBJECTIVES

Move towards ZT Implementation

Target: Scale progress towards Target and Advanced Zero Trust capabilities, improving operational resilience by 15% by the end of FY25.



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PORTFOLIO LEVEL OBJECTIVES

CYBERSECURITY & OPERATIONAL SERVICES (CAOS)

Modernize Network Access Systems ISO Zero Trust: Modernize 90 network perimeter access systems (NIPR and SIPR) by the end of FY25 to enhance operational resiliency and decrease user time lost; thereby reducing lateral movement across the network by adversaries. *(Product Group: Identity & Access Management)*

Scale Commercial Solutions for Classified (CSfC): Scale Naval CSfC users to 1,500 by the end of FY25 to improve SIPR user adaptability and mobility. *(Product Group: Operations)*

Increase Splunk-Sentinel Data Integration to Improve Cyber/Ops Actions: Support the INOCCS ART by facilitating a data transfer capability between Splunk and Sentinel for 39 data feeds by the end of FY25 to improve operational resiliency. *(Product Group: Operations)*

Achieve FOC of the DOD's Comply to Connect Framework: Centrally manage countermeasures for cyber risks, threats, and vulnerabilities, achieving FOC of the DOD's C2C Framework by the end of FY25 in order to increase operational resiliency. *(Product Group: Operations)*

Scale and Modernize Enterprise Service Desk Capabilities: Scale AI/ML to improve self-help ability and expedite requests to a centralized service desk by the end of FY25 in order to decrease cost per user 15%. *(Product Group: Service Desk)*

Enhance the Security and Resiliency of the SIPR MCEN: Field SIPR firewalls and packet brokers to all (31) Component Enterprise Data Centers (CEDC) and Installation Service Node (ISN) sites by the end of FY25 in order to increase operational resiliency and support Zero Trust expansion. *(Product Group: Threat & Vulnerability Management)*

PLATFORM APPLICATION SERVICES (PAS)

Deploy NIS IL5/IL6 Capabilities across Enterprise & DDIL: Complete migration of 90% of targeted audit relevant applications, finish integration of Flankspeed and Hyperion, onboard ongoing DDIL mission owners, and establish IL6 capability by the end of FY25 to increase operational resiliency and reduce cost per user. *(Product Group: Identity & Access Management)*

Migrate/Modernize applications to the cloud: Use Neptune cloud portal automation and SLAs to perform matchmaking services, cloud engineering assessments, and concierge activities for 45 workloads by the end of FY25 to improve adaptability/mobility. *(Product Group: Service Desk)*

Establish a World-class DevSecOps Portfolio: Establish enterprise services for Appian and Kubernetes-based PaaS/SaaS, and assess enterprise services for Pegasoft/Tanzu/others, by the end of FY25 in order to increase customer satisfaction. *(Product Group: Development)*

IT Infrastructure

PEO DIGITAL LEVEL OBJECTIVES

Update IT Infrastructure to Align with Cloud Service Delivery:

Deliver flattened software-defined, cloud-oriented transport and core services at both colocation sites and installations, to include scaling NIPR and SIPR Flank Speed Edge (FSE) from H2 pilot to H1 by the end of FY25 in order to improve operational resilience.



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PORTFOLIO LEVEL OBJECTIVES

INFRASTRUCTURE SERVICES (IS)

Deploy Naval Exchange Points: Enable redundant network traffic that increases Operational Resiliency by 13.4% by standing up two (2) additional Naval Exchange Points (NXP) and connecting more than 40 sites by the end of Q4FY25. *(Product Group: Network)*

Enable IL6 Deployment Through Infrastructure Upgrades (Naval): Upgrade core infrastructure (encryptors, circuits and transport) to at least 10x throughput by the end of Q2FY25 improving operational resiliency. *(Product Group: Network)*

Deploy Flank Speed Edge (Navy): Install and deploy Flank Speed Edge at 7 of 180 planned Navy sites by Q2FY25 reducing user time lost. *(Product Group: Servers)*

Optimize IT Infrastructure Sustainment, Operations and Maintenance (Naval): Eliminate redundant infrastructure and implement streamlined contracting solutions to improve network resiliency and reduce run costs by 2% by the end of FY25. *(Product Group: Network)*

Modernize IT Infrastructure to Improve Transport (Naval): Increase operational resiliency up to 10% by modernizing installation BAN/LAN and enterprise WAN infrastructure (distribution layer, cTB, access layer, etc.) by Q4FY25. *(Product Group: Network)*

Upgrade Data Center Non-IT Infrastructure (Navy): Upgrade Non-IT infrastructure at 21% of NMCI data centers by the end of FY25 to prevent network outages and improve operational resiliency. *(Product Group: Data Center)*

PEO DIGITAL LEVEL OBJECTIVES

Accelerate value delivery by 25%: Optimize PEO practices through aggressive automation, increasing H2 Pilots/H1 Enterprise Services/ H0 Divestments by 25%, scoring work via WAMs, and delegation of decision-making by the end of FY25 in order to improve all WAMs.



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PORTFOLIO LEVEL OBJECTIVES

DEVSECOPS CENTER OF EXCELLENCE (DCE)

Mature Performance Management: Mature performance data sets and accompanying visualizations to increase awareness of the delivery and performance of PEO Digital offerings and improve customer satisfaction by 15% by the end of FY25.

Integrate OCONUS-Net into a Global Enterprise: Incrementally execute the convergence plan to integrate OCONUS-Net into a global enterprise by Q3 FY25 to improve operational resiliency.

Steer PEO Digital services through the Enterprise Service designation process: Navigate the nomination process for 3 PEO Digital services by the end of FY25 to reduce cost per user across the DON.

Implement the GOGOCS Operating Model: Develop a framework and begin implementation of the PEO-wide GOGOCS operating model by the end of FY25 to increase cross-portfolio engagement, eliminate silos, and improve operational resiliency.

Implement Automation into the PEO Digital Value Delivery Process: Develop and implement automation into the Value Delivery process, prioritizing work aligned with the Enterprise backlog by the end of FY25 in order to improve adaptability.

Continuous Improvement of the Customer (End-User) Experience: Optimize the PEO Digital feedback system to analyze and improve the customer (end-user) experience by 25% by the end of FY25.

PROCUREMENT CENTER OF EXCELLENCE (PCE)

Execute Project Wayfinder: Establish a tailored portfolio of contract solutions and a supporting strategy, including potentially new contract solutions, by the end of FY25 to reduce user time lost.

Educate the Workforce in Procurement Activities: Increase understanding of the acquisition process and contracting solutions by 50% within PEO Digital employees by the end of FY25 to decrease user time lost.

Codify Procurement Demand Management: Establish a codified process by which procurements will be executed in PEO Digital, including the method by which we acquire industry and government services, by the end of FY25 to decrease user time lost.

Improve Procurement Cycle Time: Decrease the time from procurement planning conference to contract award by 10% for standard FAR procurements by the end of FY25 to decrease user time lost.

Expand automation to improve supplier management: Implement an element of automation within the majority of processes to improve the way we develop and administer contracts and engage with customers and industry by the end of FY25 improving user time lost and customer experience.

Leverage Enterprise Agreements: Increase utilization of DON ESL, DoD ESI/CETA enterprise agreements by 5% by the end of FY25 to decrease time to award and user time lost.

PEO DIGITAL LEVEL OBJECTIVES

Accelerate value delivery by 25%: Optimize PEO practices through aggressive automation, increasing H2 Pilots/H1 Enterprise Services/ H0 Divestments by 25%, scoring work via WAMs, and delegation of decision-making by the end of FY25 in order to improve all WAMs.



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PORTFOLIO LEVEL OBJECTIVES

COMMAND STRATEGY OFFICE (CSO) | TECH DIRECTOR (TD) | FRONT OFFICE (FO)

Refresh the Information & Technology Operating Model for PEO Digital: Improve adaptability, mobility, and reduce cost per user by codifying an Information and Technology Operating Model that clearly defines actions in each of the nine operating model elements, assessing maturity and progress quarterly throughout FY25.

Knowledge Management Optimization: Improve and expand knowledge management practices and tools within PEO Digital by the end of FY25 in order to increase PEO Digital employee satisfaction (specific to knowledge management practices) by 10%.

Transition more pilots to production: Improve adaptability/mobility, time lost, operational resilience, cost per user and customer satisfaction by increasing pilot to production (H2 to H1) decisions by 25% within the portfolios/ARTs by FY25 Q2.



Steps to Engage with PEO Digital

PEO Digital values our partnership with industry and looks forward to working together to deliver a world-class digital experience to our warfighters. We have seen that vendors following the steps to the right have been most successful. We look forward to partnering with you!



1

Familiarize yourself with PEO Digital by reviewing this booklet and by visiting www.peodigital.navy.mil



2

Review PEO Digital's World-class Alignment Metrics and Goals (pages 2&4)



3

Review PEO Digital's Investment Horizons (page 5)



4

Identify which offerings and FY25 objectives align with your proposed pilot (pages 3, 6-12)



5

Complete Stage 1 by filling out and submitting the [Pilot Intake Form](#)



6

You will receive email invitations to complete:

- Stage 2 (Lean Business Case) and
- Stage 3 (WAMS)



**CONNECTING MARINES AND
SAILORS ACROSS THE GLOBE**



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