



OFFICE OF THE CHIEF MANAGEMENT OFFICER
9010 DEFENSE PENTAGON
WASHINGTON, DC 20301-9010

April 16, 2018

Dear Industry Cloud Partners:

The Department of Defense (DoD) Joint Enterprise Defense Infrastructure (JEDI) Cloud Program takes great pleasure in releasing its second draft Request for Proposal (RFP) to industry for comment. The intent of this and the previous draft release is to provide a transparent requirements process to industry and provide early exposure of the Department's enterprise cloud requirements. These early introductions to our ongoing requirements development efforts, in advance of a final RFP, should serve to enhance your understanding of the Department's requirements while reducing ambiguity, and affording industry an opportunity to offer comments or pose questions regarding any elements of these draft RFPs. This is expected to be the last draft RFP release prior to the release of the final RFP in May of this year.

We addressed over 1,000 questions and comments in response to draft RFP #1 and are providing those questions, comments, and corresponding answers as part of this release to industry. The JEDI Cloud team has focused its efforts, between the release of draft RFP #1 and #2, on responding to your questions/comments and refining and clarifying the content of draft RFP #2. This second draft release substantially reflects the Department's anticipated requirements to be ultimately conveyed in the final JEDI Cloud RFP.

There are a number of clarifications in this second draft release that we want to bring to your attention as you review draft RFP #2, including its attachments.

- The Department is committed to meaningful small business participation throughout the entire period of performance. The small business goals have been revised to apply to the Cloud Support Package line items (formerly called Professional Support Services in draft RFP #1).
- The scope of the Cloud Support Package line items (formerly called Professional Support Services in draft RFP #1) has been clarified in Section B of the draft solicitation and the draft Statement of Objectives. Migration and transition support services are outside the scope of the draft RFP.
- The Price Scenarios in Draft Attachment 4 have been expanded and refined. We ask that you review this attachment closely and comment on any areas of ambiguity.

- A new Draft Attachment 5 Definitions is being released with draft RFP #2. Please comment on any definitions in need of further clarification or terms that you would like the Government to consider adding to this attachment.
- There were many questions asking how the Department intends to use the planned JEDI Cloud contract versus other cloud contracts. As stated during industry day, JEDI Cloud is only the initial step to provide the underlying foundational technologies required to maximize the capabilities of weapon systems, business systems, and data-driven decision-making for the military. JEDI Cloud is intended to be available enterprise-wide and complementary to other existing cloud initiatives. It will not preclude the release of future contracting actions. Please understand that the JEDI Cloud team is focused on developing a high quality RFP package for JEDI Cloud and will not comment on the intended use of other contracting vehicles as part of this draft solicitation process.

As part of this draft release, we are providing you the JEDI Cloud Questions and Answers (Q&A) Matrix, which encompasses all the industry questions and comments in response to draft RFP #1 and the Department's corresponding answers. We will not provide the name of any company that submitted questions or comments. In addition to the Q&A Matrix, we are providing a complete standalone draft RFP that includes updated and refined sections A through M of the solicitation, Statement of Objectives, Price Scenarios, Cyber Security Plan, Definitions, and CDRLs. You will not need to refer to the earlier draft RFP release to understand the Government's established position and/or requirement. Draft RFP #2 captures the totality of the JEDI Cloud requirement to date.

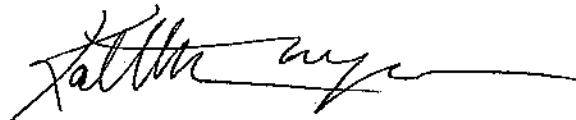
While industry is reviewing this draft, we will continue to assess our overall requirements and related RFP. In addition, we will remain receptive to any comments/questions regarding this latest draft RFP release that may serve to enhance your understanding and ultimately your ability to bid to the JEDI Cloud requirement.

In order to facilitate timely resolution and adjudication of your comments, questions and/or concerns, it is imperative that you adhere to the response submission guidance and related format requirements providing in the Procuring Contracting Officer (PCO) instructions. It is also important that you remember that the Government is crafting a requirement that best supports its interests and is not seeking to tailor that requirement to your particular business niche or position. However, your thoughts and suggestions remain critical in our ascertainment of the clarity and completeness of the depicted requirement. Please understand that in order to maintain a fair and open process, only input received through the provided matrix will be reviewed and considered.

As a reminder, this is a draft RFP and thus we are not soliciting proposals at this time and none will be accepted. This solicitation and associated contract award remains open to both traditional and non-traditional DoD contractors capable of meeting the Department's specified RFP requirements.

Again, we believe that as a result of the interest level, scope and complexity of this effort, it is more important to continue sharing our ongoing requirement development ideas sooner rather than later to support your business decisions and early understanding of the JEDI Cloud requirement. Thank you for your attention to this letter and continued support of the JEDI Cloud acquisition.

Sincerely and very respectfully,

A handwritten signature in black ink, appearing to read 'Kaight M. Meyers', written in a cursive style.

KAIGHT M. MEYERS, Lt Col, USAF
JEDI Cloud Computing Program Manager