We know that you know DNS infrastructure. You know how to manage the DNS enterprise for your directorate or command, and you use and trust BlueCat products to help you do it with more visibility, automation, and control.

What you may not know is how to talk to your chain of command about leveraging BlueCat’s capabilities to fulfill strategic needs. Why not take advantage of end-of-year money to get the DNS enterprise tools you’ll need to drive automation, DevOps, and future migrations to the Joint Enterprise Defense Infrastructure (JEDI) cloud?

We’ve taken the hard work out of having this conversation with your supervisor and your procurement officer by providing you with a template memo that you can use to propose this project. Our recommended steps for using this memo:

1. Talk to your BlueCat federal sales representative to scope out the project and get pricing information, which you can then fill in on the second page. If you’re not sure who your rep is, call BlueCat federal sales at 571-349-2701 or 877-828-9424.
2. Customize the heading segment and date of the memo (as well as any other content you feel might be appropriate to adjust to reflect the particulars of your project) and send it to your supervisor.
3. Follow up on the memo with a discussion with your supervisor. Fill them in on the strategic need for DNS – how it lays a vital foundation for enterprise-wide initiatives like JEDI. Ask your manager about their access to end-of-year money and how to push DNS up the priority list.
4. Once you reach an agreement with your supervisor, loop in your procurement officer. Be sure to follow it up with a discussion of the requirements and pricing outlined in the memo.

You’ll find the template memo here. It discusses the requirements for preparing DNS infrastructure for strategic projects such as JEDI, why BlueCat’s tools would be the best fit to meet those requirements, and a purchase proposal. Use and customize as you see fit.

To: <Your Supervisor>

Cc: <Your Procurement Officer>

From:

Subject: Procurement of DNS Solutions with FY18 End-of-Year Funds

Date:

The Defense Department (DoD) is preparing to migrate to commercially available cloud computing for its information technology platforms and infrastructure. While this program, called the Joint Enterprise Defense Infrastructure (JEDI), is still in the draft request for proposal phase, we must plan now for the necessary changes to the supporting IT infrastructure that will help ensure a seamless transition.

The Domain Name System (DNS) will play a critical role in migration to the future JEDI platform and day-to-day operations once it is deployed. Our current DNS infrastructure is not suited for this new use case. In order to effectively manage resources across on-prem and cloud environments, DNS must be centrally managed with total visibility across all systems.

Some of the requirements for a tool that would help us to prepare for managing DNS in the cloud include:

* Ability to place virtual appliances on a commercially available cloud to configure, manage, and deploy enterprise-scale DNS services.
* Centralized, automated management, tracking, and assignment of IP addresses, networks, and hostnames from a single web-based interface.
* Automation of configuration activities and workflow to expedite rote IT tasks and rapidly deliver services at the speed of DevOps.

Some ways in which DNS management tools for the cloud support the mission include:

* Building new applications in combat zones can happen remotely, without the need to wait for manual provisioning through an IT office in a different time zone.
* When undertaking the DevOps approach of multiple teams working in parallel on software development, DNS for such teams can be provisioned in an automated fashion.
* When multiple IT administrators are working in the US and abroad, DNS can be centrally managed to avoid the conflicts that typically lead to network outages.
* Automated, instant assignment and circulation of IP addresses for a project, avoiding the manual process that can take a week or more.

Fiscal Year (FY) 2018 end-of-year funds, which are currently being identified and pooled, are ideal for spending on preparations for JEDI. Spending money and implementing solutions now will save time and money later on by making the cloud migration process faster and easier.

I recommend BlueCat Networks’ DNS Integrity portfolio of solutions for the cloud, which are available now. BlueCat is the only DNS provider available on relevant commercial cloud platforms such as AWS GovCloud and Azure Government, and already has DOD ATOs (through NGA) at all three classification levels.

I recommend a budget of XXXXX for this project. In addition to the purchase of the tool, this would include a pool of professional services hours to use for customization, training, installation, and other support requirements needed as we begin deployment and operation.

Thank you for your consideration.