

(RAFT)

THE HIGH COST OF LICENSE-LOCKED SOFTWARE IN DOD PROCUREMENT

ANNUAL GOV SOFTWARE SPEND¹

\$100B

Federal agencies purchase **thousands** of software licenses from vendors each year, leading to increased costs and diminished ownership.

THE DOD SHOULDN'T SETTLE FOR LICENSE-BASED PLATFORMS.

But vendors are in the driver's seat.

11 OUT OF **14**

Critical technologies identified by the Department of Defense (DOD) in 2022 were **commercial**.²

\$15B

Estimated cost of **sustaining DOD's weapon system software** between 2019-2024.³

SOFTWARE PROCUREMENT MUST EVOLVE.



MODULAR FLEXIBILITY

The DoD should be able to procure the exact solutions needed for their unique challenges, ensuring flexibility, control, and cost-efficiency.



NO MORE LICENSES

A license-based pricing model is a fast trip to vendor lock-in, leaving the government entirely beholden to the service provider.



FASTER TIME-TO-MARKET

In the U.S., major procurement programs for ships, tanks, or helicopters **6.9 years** from start to operational use. Software needs a different approach that prioritizes fast deployment.⁵

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SOURCES CITED

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²Deloitte. (2023). The Future of Warfighting in a Digital Age: Rethinking Military Procurement in the Digital Era. Retrieved from <https://www2.deloitte.com/us/en/insights/industry/public-sector/future-of-warfighting-in-a-digital-age/military-procurement-digital-age.html>

³U.S. Government Accountability Office. (2019). Defense logistics: Improved performance measures and information needed for assessing asset visibility initiatives. <https://www.gao.gov/products/gao-19-173>

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⁵Deloitte. (2023). The Future of Warfighting in a Digital Age: Rethinking Military Procurement in the Digital Era. Retrieved from <https://www2.deloitte.com/us/en/insights/industry/public-sector/future-of-warfighting-in-a-digital-age/military-procurement-digital-age.html>