

LUMEN[®]

How to Buy Technology Solutions for Federal Modernization

Your practical guide to federal contract vehicles, acquisition paths and technology solutions that support modernization goals.



Getting started with our how-to-buy guide

Whether you're planning a modernization initiative, evaluating solutions or supporting an acquisition effort, this how-to-buy guide is designed to help you identify potential procurement paths and understand which contract vehicles may align with your requirements.

Use it to:

- Understand the Lumen solution areas available to federal agencies
- Connect modernization priorities to potential acquisition paths
- Compare federal contract vehicles that may align to your requirement
- Quickly identify where specific solutions may fit within existing procurement frameworks
- Determine when to engage a Lumen federal procurement specialist for planning and guidance

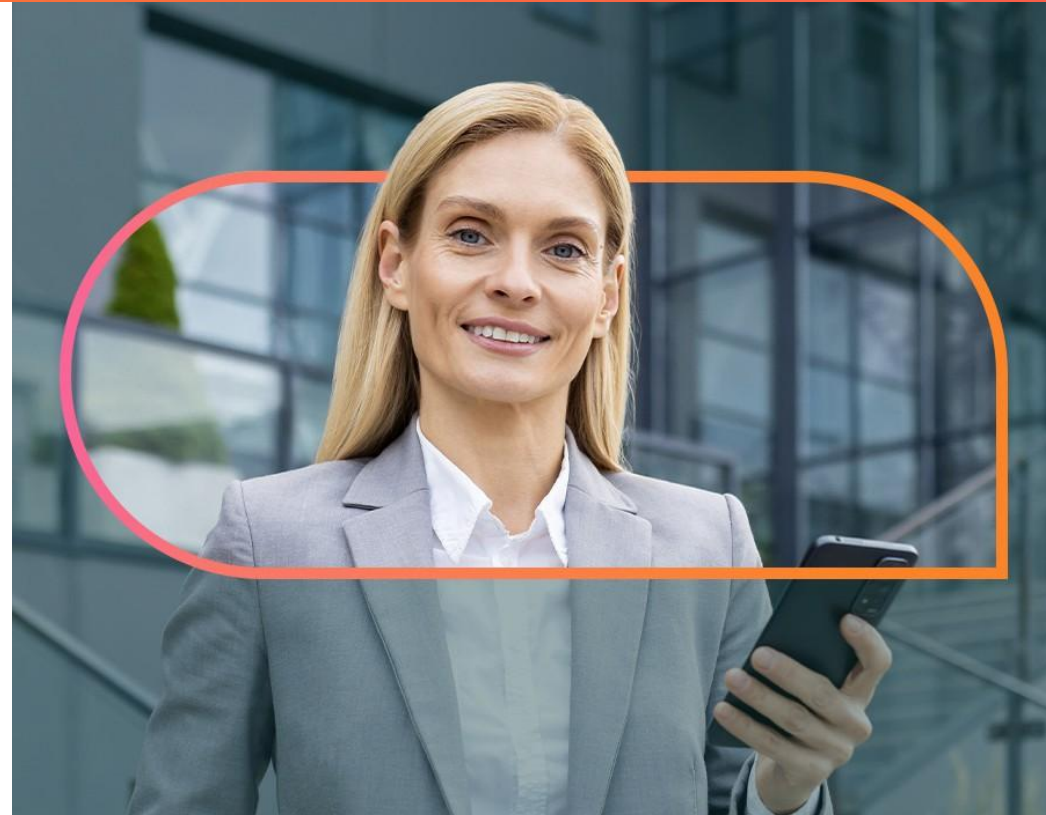
Tip: Start with your modernization objective, then use the decision guide to explore contract options and solution areas that may support your requirements.

Buying for mission-ready modernization

Federal agencies are under steady pressure to modernize the infrastructure that supports mission operations, public-facing services, secure data movement and emerging AI-driven capabilities, while continuing to work within established acquisition rules and budget realities.

The challenge is rarely a lack of options. It's finding compliant, practical ways to procure secure infrastructure, connectivity, cybersecurity and collaboration capabilities without adding procurement complexity or risk.

To minimize the challenges of procurement, Lumen can help agencies purchase these solutions through established federal contract vehicles. This guide is designed to help the people who plan, buy and approve technology investments understand available procurement paths, explore relevant contract vehicles and identify solutions that align to modernization priorities.



“As organizations move from experimenting with AI to deploying it in real operations, latency becomes critical. If data can’t move and be processed in milliseconds, the application simply doesn’t work. That’s why the network has to be built for high bandwidth and ultra low latency from the ground up.”

-Jim Fowler, Executive VP of Technology and Chief Product Officer

63% of federal IT decision-makers say modernizing IT systems is a priority this fiscal year, and 56% see it as a priority through 2030 — a signal that modernization demand is steady and near-term.¹

How to align modernization priorities with mission outcomes

Federal agencies rarely pursue modernization through a single initiative. More commonly, they are balancing resilience, cybersecurity, operational efficiency and emerging technology requirements simultaneously. The priorities below reflect some of the most common challenges agencies are working to address and how Lumen can help support those efforts.

What Federal agencies are solving for:

Secure, resilient operations and continuity Maintain mission-essential connectivity and critical services during planned and unplanned disruptions, at home and in the field.

Reliable public service delivery Deliver secure, dependable services citizens and constituents rely on everyday.

Modernizing legacy infrastructure Reduce the burden of aging systems that consume resources and limit agility.

Advancing Zero Trust objectives Protect users, applications and data through modern security approaches.

Preparing for AI-enabled operations Support emerging technologies with the infrastructure needed to move and process data efficiently.

Responsible use of taxpayer resources Maximize mission impact while meeting oversight requirements.

How Lumen supports Federal missions

Strengthen network resiliency Support mission operations with secure, high-capacity connectivity designed to help maintain performance during disruption.

Deliver reliable constituent services Enable secure, dependable access to digital services and applications that support the public.

Modernize at the pace of the mission Help transform legacy environments while supporting ongoing operations and minimizing risk.

Advance cyber resilience Support Zero Trust objectives through security capabilities that help protect users, applications and data

Build a foundation for AI-enabled operations Provide the secure, scalable connectivity needed to support data-intensive technologies and emerging use cases.

Maximize mission value from technology investments Simplify modernization efforts and help agencies align resources with operational priorities.



Federal technology decisions often involve balancing mission needs, technical requirements, and procurement considerations. This guide helps buyers identify relevant solution areas, technologies, and available contract paths based on the outcomes they are working to achieve.

Decision Guide: Matching Agency Needs to Solutions and Contract Paths

If your agency needs to?	Lumen solution areas to explore	Products and services to consider	Consider these contract paths
Increase network capacity and performance between locations	Infrastructure	Wavelengths, Encrypted Wavelengths, Dark Fiber, Ethernet	GSA EIS ; GSA MAS ; SHIELD
Modernize network infrastructure to support AI, data-intensive workloads and high-bandwidth applications	Infrastructure	Wavelengths, Dark Fiber, Ethernet, IP Services	GSA EIS ; GSA MAS ; SHIELD
Connect users, sites and cloud environments securely	Connectivity	Internet Services, Ethernet, SD-WAN, Cloud Connectivity	GSA EIS ; GSA MAS ; SHIELD
Improve operational resilience and continuity during disruptions	Connectivity + Infrastructure	Diverse Connectivity, Wavelengths, Internet Services, Dark Fiber	GSA EIS ; GSA MAS ; SHIELD
Strengthen cybersecurity and support Zero Trust initiatives	Security	Managed Security Services, DDoS Mitigation, SASE, Security Solutions	SHIELD ; IPTS; Department-specific contracts
Extend internal IT resources with network and security expertise	Security	Managed & Professional Services, Network Operations Support, Security Operations Support	GSA MAS ; BIMS

- [GSA Enterprise Infrastructure Solutions \(EIS\)](#)
- [GSA Multiple Award Schedule \(MAS\)](#)
- [SHIELD \(Sustaining Homeland Infrastructure\)](#)
- IPTS (Indo-Pacific Transport Services)
- [Business Information Management Systems \(BIMS\)](#) & SeaPort Contracts

Please see the end of this book for complete definitions and the products and solutions available through each contract vehicle.

Why Lumen?

For more than 60 years, Lumen has supported public sector organizations with network and communications infrastructure. That experience — combined with an understanding of federal agency and public sector requirements — informs how we support agencies through modernization and acquisition planning.

Agencies often need to modernize while maintaining operational continuity, managing risk and working within acquisition constraints. Lumen helps support those goals through:

- **Cybersecurity and Zero Trust–aligned capabilities that support agency security requirements.**
- **Software-driven connectivity that can help agencies adapt as mission needs change.**
- **Established federal contract vehicles that may help reduce procurement complexity.**
- **Public sector experts who can support agencies through modernization and acquisition planning.**

95%

AI productivity gains of federal civilian respondents' credit generative AI with measurable productivity gains⁴

#2

FY26 CIO priority
Infrastructure modernization is now a leading CIO priority, but many agencies still face support and resource gaps.³

68%

Legacy = security risk
of federal IT decision-makers say legacy systems pose a security risk to their agency.¹

80%

of federal IT budgets are typically spent on operating and maintaining existing systems.²

Get Started with Lumen



Contact a Lumen specialist



Schedule a meeting

Whether you're early in the planning process or actively evaluating procurement options, Lumen's federal specialists can help you understand available contract vehicles, discuss solution requirements and support acquisition planning conversations.

For more information, contact [Lumen's Federal Procurement Team](#) or visit our [public sector page](#) today.

1. EY GPS 2025 Federal Trends Report, 2025.
2. U.S. Government Accountability Office, [Information Technology — legacy systems modernization](#), GAO-25-107795, July 2025
3. MeriTalk, [Tech Tonic: FY26 Federal CIO Forecast](#), October 2025
4. MeriTalk, [“Civilian Agencies See AI Productivity Gains, Still Struggle With Scaling Pilots,”](#) September 2025

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