



Women business owners stand to gain more than
\$5 BILLION in increased annual revenues.

**GIVE ME 5 IS MAKING IT HAPPEN BY
REACHING THE 5% GOAL.**

— ★ —

 GIVEME5.COM  **OPEN**

Give Me 5 Training: 107 Four Easy Lessons In Free Market Research Course Instructor: Judy Bradt



Women Impacting Public Policy (WIPP)

- The Voice for Women in Business in our Nation's Capital
- National bipartisan public policy organization that advocates for and on behalf of women and minorities in business, strengthening their sphere of influence in the legislative process, creating economic opportunities and building bridges and alliances to other small business organizations.
- Representing over half a million Women Business Owners including over forty-eight business organizations.
- Thirty local Instant Impact teams across the country engaging with legislative officials and the business community to advocate for Women Business Owners.



Give Me 5

- National program from WIPP & American Express OPEN designed to educate women business owners on how to apply for and secure federal procurement opportunities.
- Give Me 5 hopes to increase the representation of Women Business Owners that win government contracts by providing resources and information to make it easier for them to register their businesses with the Central Contractor Registry (CCR). This is a requirement to gain eligibility to apply for federal contracts.
- Women Business Owners could gain more than \$6 billion in annual revenues if the 5% contracting goal set by Congress in 2000 was reached.

www.GiveMe5.com

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www.WIPP.org www.GiveMe5.com
1-888-488-WIPP

Agenda*

How To Use 4 Free Tools to:

- Narrow Your Focus
- Identify Competitors
- Select Potential Partners
- Prepare For Meetings



Research for Strong Strategy, Relationships & Profit!



Attending Small Business Events?

These Resources Help You:

- Target your agencies
- Review their forecasts
- Look up their primes
- Focus on best fit programs
- Set your priority list to visit

OSDBU Conference: Register for business matching

See www.fbcinc.com for details!

Tips: www.summitinsight.com/tools.htm



Key Research Questions

- What is your ***target agency's*** mission?
- What funding is forecast?
- Which firms have contracts now?
- For what, and with which agencies?
- Who uses GSA Schedules?
- What & how much do competitors sell on GSA?
- Who could be my GSA Schedule partner?
- Who are “small” partners / competitors?





Before You Begin: Narrow Your Focus



***...Using Your Past Performance +
Government Forecasts***

Government Buyers

Who They Are, What They Do & Buy

- Federal: www.usa.gov
- Agency Briefings: www.fbo.gov
- State / Local: www.naspo.org/directors
- Grants: www.grants.gov



Prospecting?

Follow the Money.



Federal Buyers: Funding & Programs

- Agency Forecasts:

www.acquisition.gov/comp/procurement_forecasts/index.html

- Current/Future Military Programs

www.defenselink.mil/comptroller/defbudget

- Agency Budget Overviews

www.whitehouse.gov/omb/budget/fy2009

- U.S. Congress: Bills, Hearings, Laws

<http://thomas.loc.gov> (Library of Congress)



FedBizOpps

www.fbo.gov

Federal Business Opportunities

FEDBIZOPPS.GOV

IAE E-GOV USA.gov

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Welcome to FBO.gov, the U.S Government's one-stop virtual marketplace. Through this single point-of-entry, commercial vendors and government buyers are invited to post, search, monitor, and retrieve opportunities solicited by the entire Federal contracting community.

Find Opportunities
NO REGISTRATION REQUIRED
[Start researching now](#)

QUICK SEARCH

[Advanced Search](#)

DEMONSTRATION VIDEOS
Training videos are now available to familiarize users with the features and functionality of the new FBO.
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USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.

ADDITIONAL RESOURCES

- [FAQs](#)
- [Business Partner Network \(BPN\)](#)
- [Central Contractor Registration \(CCR\)](#)
- [Online Reqs & Cert Application \(ORCA\)](#)
- [Federal Agency Business Forecasts](#)
- [Federal Assets Sales](#)

Buyers / Engineers
Post, manage, and award opportunities.

Username [View Opportunities](#)
No login is required to view opportunities.

Password [Register Now](#)
[Password Reminder](#)

Vendors
Monitor, and retrieve opportunities.

Username [Find Opportunities](#)
No login is required to view opportunities.

Password [Register Now](#)
[Password Reminder](#)

Location / Agency Administrators



Agency Recurring Procurement Forecasts:

HOME PAGE

SMALL BUSINESS INFORMATION

BUSINESS OPPORTUNITIES

PROCUREMENT FORECAST



FedBizOpps

www.fbo.gov

DHS-AAP at FIDO GOV

Advance Acquisition Plan



March 06, 2008

4:54:15 PM

DHS AAP New Opportunities For CBP (122 rows returned)

WHERE MarkedCompleteAt Is Not Null AND OE = 'CBP' AND FYQTR = '2008Initial' AND Publicview = 'Yes' AND ContractVehicle = 'New'

[Spreadsheet](#) [XML](#)

[ASCII](#)

A A P No	Requirement Description	O E	Office Division	NA I C S Code	Contract Vehicle	Competitive	Acquisition Method	Expected Dollar Range	P R Date	R F P _ R F Q Date	Release Q T R	Release FY	Award Date	Final Contract Completion Date	Procurement Number	Small Business Program	Procurement Use By Others
11084	Pilot training; initial, recurrent, instructor pilot, in the AS350 B2, AS350B3, and MD500 helicopters	CBP	Air and Marine\	334511	New	No	Contract(s)	\$500K to \$1M	9/1/2005	9/30/2005	4	2005	12/1/2005	9/30/2009	HSEBP1005D01006	None	Multiple Agency Contract (MAC)
11059	Enhancements, modifications and maintenance to silicon graphics mission equipment in support of radar surveillance systems	CBP	Air and Marine\	541511	New	No	Contract(s)	\$2M to \$5M	8/1/2005	9/1/2005	4	2005	9/30/2005	9/30/2009	HSCE OP-05-Q-00001	Small Business	OE Only
44689	Acquisition Support - Washington, DC Area	CBP	HQ\	561499	New	Yes	Contract(s)	\$100K to \$250K	8/1/2007	8/29/2007	4	2007	9/28/2007	9/30/2011		Small Business	OE Only
29552	Contract services for consultant support for various offices/division within Human Resources Management Office.	CBP	HQ\	541840	New	Yes	Contract(s)	\$2M to \$5M	1/27/2006	3/15/2006	2	2006	9/5/2006	9/28/2007	HSEBP1006A01326 / HSEBP1006A01283	Small Business	OE Only
45876	Provide Administrated and support services to the Office of International Affairs.	CBP	INA\	541614	New	Yes	PO	\$250K to \$500K	9/5/2007	9/28/2007	4	2007	10/24/2007	11/1/2007	HSEBP1006f12685	None	N/A
	Provide support to include planning and issues associated with intaseration																

\$2





Free Research Sources: THE BIG FOUR

FPDS, GSAAAdvantage, SSQ, CCR



Federal Procurement Data System

fpds.gov



FPDS Next Generation

 Log In	 What's New	 Top Requests
<p>Log-In: <input type="text" value="judy.bradt@summiti"/></p> <p>Password: <input type="password" value="xxxxxx"/></p>	<p>New government wide standard reports and improved adhoc reporting is now available.</p> <p>New FPDS-NG enhanced reporting capability!</p> <p>GCE unveils new 'ezSearch' Tool</p>	<p>Current top requests:</p> <p>Hurricane Katrina Contracts</p> <p>Hurricane Rita Contracts</p> <p>Other Hurricane/Disaster Relief</p> <p>Trending Analysis Report for the Last 5 Years</p> <p>FPDS-NG Transaction and User Statistics</p> <p>Performance Based Statistics</p>
<p><input type="button" value="Log In"/></p>	<p>For more information on reports and other new items please click here.</p>	
<p>Forgot Your Password?</p> <p>Security and Privacy</p> <p>About FPDS-NG</p> <p>Contact Help Desk</p>	<p>DoD Data Availability</p> <p>For more information on using and importing the XML data archives please click here.</p> <p>FPDS-NG User's Manual</p>	
 Registration	 Important Links	 Reports
<p>Welcome to the new Federal Procurement Data System (FPDS). If you have not already registered, please do so by clicking the link below. If you are a registered FPDS user, login using the fields provided in the Login section.</p> <p>Not Registered? Register</p> <p>Who Should Register?</p>	<p>FPDS-NG FAQs</p> <p>IAE FAQs</p> <p>List of Agencies Submitting Data to FPDS-NG</p> <p>Find Current Business Opportunities</p> <p>Small Business Services</p> <p>Business Partner Network</p> <p>Register as a Potential Contractor</p> <p>Past Performance Information Retrieval System</p> <p>Federal Technical Data System</p> <p>Official Website for eGov Initiatives</p> <p>FPDS-NG Project Site</p>	<p>The following FPDS reports are available now for download:</p> <p>Small Business Goaling Report FAQs</p> <p>Small Business Goaling Report FY 2006</p> <p>Small Business Goaling Report FY 2005</p> <p>Small Business Goaling Report FY 2004</p> <p>Federal Procurement Report FY 2005</p> <p>Federal Procurement Report FY 2004</p> <p>Federal Procurement Report FY 2003</p> <p>Federal Procurement Report FY 2002</p> <p>Federal Procurement Report FY 2001</p> <p>Federal Procurement Report FY 2000</p> <p>Federal Procurement Report FY 1981-1999</p>

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IN FPDS-NG**

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To submit comments, please [click here](#)

Standard Reports

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Favorites Who What Where When How Adhoc Reports Help Submit Comments

What types of products and services the government has been buying?

Name	Description
Contract Detail Report	NEW This report provides the complete contractual data for the specified PIID.
Federal Contract Actions and Dollars	NEW This report displays the federal contract actions and dollars for the specified date signed range
Procurement History for Market Research Report	NEW This report provides total dollars awarded to all vendors for a Product and Service Code (PSC) given in the search criteria. The dollars are aggregated by the unique entry reported in the Description of Requirements field.
Total Actions by NAICS Report	NEW The report displays actions and dollars for North American Industry Classification System (NAICS) Categories and how many of them are acquired by Commercial Item procedures at the Federal Government level.
Total Actions by PSC Report	NEW The report displays actions and dollars for Product or Service Code (PSC) Categories and how many of them are acquired by Commercial Item procedures at the Federal Government level.



What contract vehicles does the Prime have?

FPDS
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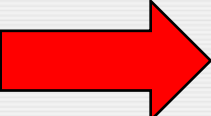
ezSearch BETA

 **SEARCH ON ANY KEYWORD
IN FPDS-NG**

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To submit comments, please [click here](#)

What contract vehicles does the Prime have?



Type one or more keywords you would like to search on :

Go
Clear
Advanced Search

All Contracts
5 Year Contracts

To submit comments, please [click here](#)

Search took 0.03 seconds

Subscribe

Top 10: Department Full Name

- [DEPT OF DEFENSE \(3\)](#)
- [HOMELAND SECURITY, DEPARTMENT OF \(1\)](#)
- [GENERAL SERVICES ADMINISTRATION \(1\)](#)

Top 10: Contracting Agency Name

- [DEPT OF THE AIR FORCE \(3\)](#)
- [U.S. COAST GUARD \(1\)](#)
- [FEDERAL TECHNOLOGY SERVICE \(1\)](#)

Top 10: Vendor Full Name

- [ANTEON CORPORATION \(2\)](#)
- [SIMULATION TECHNOLOGIES INCORP \(1\)](#)
- [ANTEON CORPORATION \(VA\) \(1\)](#)
- [GENERAL DYNAMICS INFORMATION TECHNOLOGY INCORPORATED \(1\)](#)

List Of Contract Actions Matching Your Criteria Results 1 - 5 of 5 as of Mar 6, 2008 3:28:58 PM

Award ID (Mod#): 0016 (0) (View)	Award Type: Delivery Order
Vendor Name: SIMULATION TECHNOLOGIES INCORP	Contracting Agency: DEPT OF THE AIR FORCE
Date Signed: May 24, 2007	Action Obligation: \$1,702,266
Referenced IDV: F3361502D6001	Contracting Office: FA8850 DET 1 AFRL PK
NAICS (Code): RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (541710)	PSC (Code): R&D-OTHER R & D-B RES (AZ11)
Vendor City: BEAVERCREEK	Vendor DUNS: 1878469020000
Vendor State: OH	Vendor ZIP: 45430
<hr/>	
Award ID (Mod#): 0001 (30) (View)	Award Type: Delivery Order
Vendor Name: ANTEON CORPORATION	Contracting Agency: DEPT OF THE AIR FORCE
Date Signed: October 31, 2007	Action Obligation: \$9,390
Referenced IDV: FA86500405710	Contracting Office: FA8850 DET 1 AFRL PK
NAICS (Code): RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (541710)	PSC (Code): R&D-AIRCRAFT-MGMT SUP (AC18)
Vendor City: DAYTON	Vendor DUNS: 9443255700000
Vendor State: OH	Vendor ZIP: 45431
<hr/>	
Award ID (Mod#): GST0707B60082 (0) (View)	Award Type: Delivery Order
Vendor Name: GENERAL DYNAMICS INFORMATION TECHNOLOGY INCORPORATED	Contracting Agency: FEDERAL TECHNOLOGY SERVICE
Date Signed: March 27, 2007	Action Obligation: \$311,568
Referenced IDV: G335F4357D	Contracting Office: GSA/FTS ACQUISITION TEAM
NAICS (Code): ()	PSC (Code): OTHER ADP & TELECOMMUNICATIONS SVCS (D399)
Vendor City: FAIRFAX	Vendor DUNS: 0676415970000
Vendor State: VA	Vendor ZIP: 220302844
<hr/>	
Award ID (Mod#): HSCG2307FDDX200 (0) (View)	Award Type: BPA Call
Vendor Name: ANTEON CORPORATION	Contracting Agency: U.S. COAST GUARD
Date Signed: September 28, 2007	Action Obligation: \$329,683.2
Referenced IDV: HSCG2305AMMM540	Contracting Office: COMMANDANT (G-ACS-3A

Search Criteria ?

To remove the criteria or a portion of the search criteria click the button next to each search level.

GDIT

Sort By ?

This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.

Sort Order: Descending

Relevance

- [Contract Type](#)
- [Agency Code](#)
- [Agency Full Name](#)
- [Date Signed](#)
- [Contracting Agency ID](#)
- [Contracting Agency Name](#)
- [Department Full Name](#)
- [Obligated Amount](#)
- [Principal NAICS Code](#)
- [Product or Service Code](#)
- [Vendor State](#)
- [PoP Country Name](#)
- [PoP State Name](#)

Recent Searches ?

This section maintains a list of recent searches that were performed. Click on the desired search criteria link to conduct the

Who's got the biggest prime contracts for what I do?

HOME Log Off

Type one or more keywords you would like to search on :

All Contracts 5 Year Contracts To submit comments, please [click here](#)

Search took 0.18 seconds

Result Page: 1 2 3 4 5 6 7 8 9 10 Next

Top 10: Department Full Name

- GENERAL SERVICES ADMINISTRATION (675)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (442)
- DEPT OF DEFENSE (199)
- LABOR, DEPARTMENT OF (115)
- COMMERCE, DEPARTMENT OF (97)
- HEALTH AND HUMAN SERVICES, DEPARTMENT OF (79)
- VETERANS AFFAIRS, DEPARTMENT OF (64)
- AGRICULTURE, DEPARTMENT OF (64)
- TRANSPORTATION, DEPARTMENT OF (61)
- INTERIOR, DEPARTMENT OF THE (60)

Top 10: Contracting Agency Name

- FEDERAL TECHNOLOGY SERVICE (600)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (442)
- BUREAU OF LABOR STATISTICS (107)
- DEPT OF THE NAVY (82)
- VETERANS AFFAIRS, DEPARTMENT OF (64)
- DEPT OF THE ARMY (83)
- NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION (83)
- ENVIRONMENTAL PROTECTION AGENCY (46)
- DEPT OF THE AIR FORCE (44)
- PATENT AND TRADEMARK OFFICE (39)

Top 10: Vendor Full Name

- 3H TECHNOLOGY LLC (107)
- BAE SYSTEMS INFORMATION TECHNOLOGY INCORPORATED (106)

List Of Contract Actions Matching Your Criteria

Award ID (Mod#):	Vendor Name:	Date Signed:	Referenced IDV:	NAICS (Code):	Vendor City:	Vendor State:	Award Type:	Contracting Agency:	Action Obligation:	Contracting Office:	PSC (Code):	Vendor DUNS:	Vendor ZIP:
ARC00196193DNAS299038 (62) View	SCIENCE APPLICATION INTL CORP	December 17, 2004		()	SAN DIEGO	CA	Stand Alone Contract	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$28,843,803	AMES RESEARCH CENTER	OPER OF GOVY OTHER ADMIN-SVC BLDGS (M119)	8088037000000	921211006
HSPB1007J16243 (0) View	INTERNATIONAL BUSINESS MACHINE	May 18, 2007	TC2001025	()	BETHESDA	MD	Delivery Order	BUREAU OF CUSTOMS AND BORDER PROTECTION	\$20,313,599	OFFICE OF PROCUREMENT	ADP SYSTEMS DEVELOPMENT SERVICES (D302)	93309367800000	208171826
T0403BF0338 (AO13) View	ANTEON CORPORATION (VA)	September 27, 2004	G509K998HD0001	()	FAIRFAX	VA	Delivery Order	FEDERAL TECHNOLOGY SERVICE	\$15,011,960.77	GSA/FTS INFORMATION TECHNOLOGY SUPPORT BRANCH	COMPUTER AIDED DESGNMFG SVCS (D313)	0676415970000	220302844
LERC0200109DNAS301135 (72) View	GENERAL ELECTRIC COMPANY INC	April 15, 2005					Stand Alone Contract	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$12,354,600	GLENN RESEARCH CENTER			

Search Criteria

To remove the criteria or a portion of the search criteria click the button next to each search level.

application

development

Sort By

This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.

Sort Order:

- [Relevance](#)
- [Contract Type](#)
- [Agency Code](#)
- [Agency Full Name](#)
- [Date Signed](#)
- [Contracting Agency ID](#)
- [Contracting Agency Name](#)
- [Department Full Name](#)
- [Obligated Amount](#)**
- [Principal NAICS Code](#)
- [Product or Service Code](#)
- [Vendor State](#)
- [PoP Country Name](#)
- [PoP State Name](#)

Recent Searches

This section maintains a list of recent searches that were performed. Click on the desired

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New Find My Reports Close Help

Create Report

Report Name: Reset Execute Save

1 Select metrics

 Prompt values

2 Select attributes

 Prompt values

3 Select time, filters and rankings

Time
all available
1 filter(s)

4 Layout and setup

Metrics

- Award - IDV Information

Metric Name	Description	Add
No items.		



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GSA e-Buy | Schedules e-Library | Order History/Status | Profile | Parked Carts | Reports

Shopping Cart
0 items: \$0.00

What are you looking for?

Enter keywords, part#/NSN, manufacturer, contractor, contract #

Look in...

All Categories

Advanced Search **Find it!**

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Thanks for choosing GSA Advantage! For over 10 years now, GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide. GSA Advantage offers the most comprehensive selection of approved products and services from GSA/VA Schedules as well as all GSA Global Supply products.

With over 10 million state-of-the-art high-quality commercial products and services at your fingertips, GSA Advantage provides the most convenient one-stop shopping source to meet all your procurement needs.

What are you looking for?

► Requisition Status
find the status of any GSA requisition

► NSN Quick Order
quickly order GSA managed NSNs

► FEDSTRIP
use this tool to submit FEDSTRIP requisitions

GSA e-Buy

With GSA e-Buy getting quotes is just a click away!

► learn more about e-Buy

Vendor Information

► How do I get a GSA contract?

► How do I get on GSA Advantage?

► How do I register for e-Buy?

► How to download orders and upload status.

► and more...

[Click here to find out!](#)

GSA Advantage Sales

► Advantage Sales

Browse by Category

- Building & Industrial
- Furniture & Furnishings
- Hospitality, Cleaning, & Chemicals
- IT Solutions & Electronics
- Laboratory, Scientific, & Medical
- Law Enforcement, Fire, & Security
- Office Solutions
- Recreation & Apparel
- Services
- Tools, Hardware, & Machinery
- Vehicles & Watercraft

Frequently Asked Questions

- Password assistance
- How do I get order status?
- About Overseas ordering
- How do I get a GSA Supply Catalog?

Specialty Categories

- Strategic Sourcing BPAs**
direct access to Strategic Sourcing and agency specific BPAs
- Environmental**
direct access to a variety of environmental oriented products
- JWOD Program**
one-stop shopping for available JWOD solutions
- Disaster Relief**
identify a full range of products and services for relief and preparedness
- Wildland Fire**
quickly locate available approved NFES products
- Homeland Security**
locate critical Homeland Security products and services

GSA Supports Veterans

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Welcome...
Schedules e-Library is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

Search
enter **Keywords, Contract Number, Contractor/Manufacturer Name, Schedule/SIN/GWAC Number**

in all the words

[View an Alphabetical Listing of available Contractors \(a-z\)](#)


Category Guide

<ul style="list-style-type: none">▶ Fall/Winter▶ Disaster Relief▶ Homeland Security▶ IT Solutions & Electronics▶ Law Enforcement, Fire, & Security▶ Recreation & Apparel▶ Tools, Hardware, & Machinery▶ Vehicles & Watercraft	<ul style="list-style-type: none">▶ Building & Industrial▶ Furniture & Furnishings▶ Hospitality, Cleaning, & Chemicals▶ Laboratory, Scientific, & Medical▶ Office Solutions▶ Services▶ Travel & Transportation Solutions▶ Wildland Fire & Equipment
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e-Library News...

CONSERVE ENERGY- ENERGY MANAGEMENT SERVICES
Are you looking for ways to manage your energy consumption? Energy Management Services are now available under [Schedule 03FAC Facilities Maintenance and Management](#). These services can include: audits and audit plans, resource efficiency management, use of alternative energy sources, and building commissioning services. Also, a variety of energy management program support services are available that can include: energy planning and strategies, billing and management oversight, preparation of statements of work, energy choice analysis, risk management, metering services, and vulnerability assessments. www.gsa.gov/energyservices

Technology Contracts are on Schedules eLibrary



Click here to learn more...

GSA Federal Supply Schedules

▶ Find out more about the GSA Schedules (Multiple Award Schedule) Program

VA Federal Supply Schedules

▶ For more information about the VA Schedules Program

ATTENTION Schedule Partners

If you currently have an MAS contract under schedule 70 or 75, please [click here](#) for an important message.

Quick Schedule

Go to

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

[View Technology Contracts](#)

State and Local Governments

Cooperative Purchasing COOP PURCH

Section 211 of the E-Government Act of 2002 enables states and localities to purchase IT products, services, and support equipment from Federal Supply Schedules.

[View authorized vendors](#)
[Cooperative Purchase FAQ](#)

Disaster Recovery Purchasing DISAST RECOV

Section 833 of the National Defense Authorization Act allows state and local governments to purchase products and services to facilitate recovery from a major disaster.

[View participating vendors](#)
[Disaster Recovery Purchasing FAQ](#)



Category Guide

IT Solutions & Electronics



In today's rapidly changing IT and telecommunications environment, staying on top of the latest developments, evaluating the best products, and getting the most value for your money could be a full-time job. But you've already got important work to do. So GSA has made it our job to stay on top of all of the newest technologies, most reliable contractors, and best prices for you. To this end, we've expanded and improved our entire Group 70 IT Schedule, making it the most comprehensive, convenient telecommunications and IT source on the entire web.

Get all of your general-purpose commercial information technology equipment, software and services here! In addition, this category includes professional audio/video equipment, telecommunications, and security solutions! For additional information, [click here](#).

Source	Description
--------	-------------

- 58 [PROFESSIONAL AUDIO/VIDEO, TELECOMMUNICATIONS, AND SECURITY SOLUTIONS](#)
- 70 [GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES](#) - Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA's Schedule 70 and the Corporate contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.
- 00CORP [THE CONSOLIDATED SCHEDULE \(formerly Corporate Contracts Schedule\)](#) - The Consolidated Schedule encompasses most of the service schedules within the Multiple Awards Schedules program. This schedule provides a streamlined approach to fulfilling requirements that fall within the scope of more than one schedule for acquiring a total solution. Contractors under this schedule hold a single contract that includes two or more combined services from schedules such as: Facilities Maintenance, Office Imaging and Document Solutions, Training, Information Technology, Publications, Financial and Business Solutions, Advertising and Integrated Marketing Solutions, Language, Human Resources, Professional Engineering, MOBIS, Logworld, and Environmental.



Schedule Summary

For general questions, contact:
 IT Acquisition Center
 Phone: (703) 605-2700
 E-mail: it.center@gsa.gov



IT Solutions & Electronics

70

GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES - Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA's Schedule 70 and the Corporate contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.



GSA Contracts Online
Federal Buyers...
 View Contract Clauses >>

Vendors
 Click here to view the current solicitation on **FedBizOpps**

70 Category list:

Category	Description
132 60	Access Certificates for Electronic Services (ACES) Program - AVAILABLE UNDER COOPERATIVE PURCHASING -. This program provides identity management and authentication services and ACES digital certificates for use primarily by external end users to access Federal Government electronic services and transactions in accordance with the X.509 Certificate Policy for the Federal ACES Program.
132 61	Public Key Infrastructure (PKI) Shared Service Providers (PKI SSP) Program - This program provides PKI services and digital certificates for use by Federal employees and contractors to the Federal Government in accordance with the X.509 Certificate Policy for the U.S. Federal PKI Common Policy Framework.
132 62	Homeland Security Presidential Directive 12 (HSPD-12) Product and Service Components - Products and services for agencies to implement the requirements of HSPD-12, FIPS-201 and associated NIST special publications. The HSPD-12 implementation components specified under this SIN are: * PIV enrollment and registration services, * PIV systems infrastructure, * PIV card management and production services, * PIV card finalization services, * Physical access control products and services, * Logical access control products and services, * PIV system integration services, and * Approved FIPS 201-Compliant products and services.
132 3	Leasing of Products - SUBJECT TO COOPERATIVE PURCHASING
132 4	Daily/Short Term Rental - SUBJECT TO COOPERATIVE PURCHASING - Daily or Short Term Rental of Information Technology Equipment is from one day to 365 days.
132 8	Purchase Of Equipment - SUBJECT TO COOPERATIVE PURCHASING - Includes telephone equipment, audio and video teleconferencing equipment, communications security equipment, facsimile equipment, broadcast band radio, two-way radio, microwave radio equipment, satellite communications equipment, radio



What are others offering on GSA?

www.gsa.gov/elibrary


GSA Schedules e-Library GSA e-Buy | GSA Advantage

Home Federal Supply Schedule Listing Basic Schedule Ordering Guidelines Help

Search: all the words

Schedule Details
 For general questions, contact:
IT Acquisition Center
 Phone: (703) 605-2700
 E-mail: it.center@gsa.gov

Need a quote from these vendors?



[Click Here to try GSA e-Buy](#)

70 GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES

Category	Description
132 51	Information Technology Services - SUBJECT TO COOPERATIVE PURCHASING Includes resources and facilities management, database planning and design, systems analysis and design, network services, programming, millennium conversion services, conversion and implementation support, network services project management, data/records management, subscriptions/publications (electronic media), and other services.

BROWSE >> A B C D E F G H I J K L M N O P Q R S T U V W X Y Z **NEXT**

1 - 50 of 38,4 contractors Display:

Download all contractors for this Category (Excel) Hold the 'Ctrl' key to select all that apply

Contractor		Contract #	Phone	(Sort by) City, State	Socio-Economic	Contract Terms & Conditions	View Catalog
1 SOURCE CONSULTING, INC.		GS-35F-0268L	(301)860-0500	LANHAM ,MD	s		GSA Advantage!
1ST JMG & ASSOCIATES, LLC		GS-35F-0570R	(301)782-7340	CLINTON ,MD	s/v		GSA Advantage!
2020 COMPANY, LLC		GS-35F-0345M	(312)953-1527	FALLS CHURCH ,VA	s		GSA Advantage!
21 COMPUTECH INC		GS-35F-0788P	(732)505-2973	TOMS RIVER ,NJ	s/8a		GSA Advantage!
22ND CENTURY TECHNOLOGIES, INC.		GS-35F-0579T	(732)537-9191	SOMERSET ,NJ	s		
270NET TECHNOLOGIES		GS-35F-0719R	(301)865-9370	FREDERICK ,MD	s/v		GSA Advantage!
360 INC		GS-35F-0651R	(301)839-0590	FORT WASHINGTON ,MD	s		GSA Advantage!
361 CONSULTING INC		GS-35F-0089U	(720)956-0998	LOUISVILLE ,CO	s		GSA Advantage!

See other vendors' pricing & contracts. www.gsa.gov/elibrary

1 Source Consulting, Inc. 8(a), MBE
 7501 Forbes Boulevard
 Suite #101
 Seabrook, MD 20706
 POC: Matt Collins
mcollins@1-sc.com
 (p) 202-624-0800
 (c) 703-371-3831

Current Labor Categories: <u>GSA schedule GS-35F-0268L</u>	GSA On-Site Rate	GSA Off-Site Rate
Sr. IT Industry Expert	\$144.19	\$174.18
IT Industry Expert	\$112.04	\$135.34
Project Manager	\$91.39	\$109.87
Sr. Business Analyst, Strategic Planning	\$91.39	\$109.87
Sr. IRM Manager	\$91.39	\$109.87
Sr. Systems Architect	\$91.39	\$109.87
Sr. Business Analyst	\$82.15	\$99.30
Sr. Enterprise Software Engineer, Client Development	\$82.15	\$99.30



Researching GSA Schedule Positioning: ssq.gsa.gov

- Should I get a GSA Schedule?
 - How much is government buying via GSA?
 - Which Schedule to Pursue (Where do I stand out)?
 - How many vendors share total awards?
- Who are potential Schedule Partners (who wins most?)



SSQ Menu Items

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The **Schedule Sales Query (SSQ)** enables you to easily access the sales reported by our Federal Supply Schedule contractors. The report generator allows you to quickly select a preformatted report for the information you need. To facilitate the process, the ten formats were developed based on historically requested data. Some of the reports will instruct you to selected either a Schedule number, a Fiscal Year, a Contract number, or a Company name. Unsure about the Schedule or contract number for your report?? The **Schedules e-Library** is a valuable source of information, so click over if you need extra facts before selecting the report format.

Schedule Sales Query presents sales figures as reported to GSA by contractors. The reports are generated as quarterly reports for the current year and the past five fiscal years. The sales data reported here are updated as contractors' reports are received, but the data may not be up to date. The information on this site is used by GSA for contract administration and fee management. It is not the official source of sales data. This data should be used for informational purposes only.

For inquiries from the press, please contact the GSA Press Line at (202) 501-1231 .

News Last Updated: January 23, 2009

Friday, January 23, 2009

- **FY 2008 Sales:** (2:50:00 PM EST)
Fourth quarter 08 is available for all reports

Friday, September 12, 2008

- **FY 2008 Sales:** (11:00:00 AM EST)
Third quarter 08 is available for all reports

Wednesday, February 13, 2008

- **FY 2008 Sales:** (4:30:00 PM EST)
First quarter 08 is available for all reports





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Schedule Sales Query Report Generation System

Step 2 of 3

We have various report formats from which to choose. Please see the *examples* of each report to determine which one will suit your needs. Please select the type of report you want to view.

- 1. All Schedules by Fiscal Year
- 2. All Schedules by all Available Fiscal Years
- 3. SIN & Schedule Totals by Fiscal Year
- 4. All Contract Sales by Schedule by Fiscal Year
- 5. Schedule Sales Grand Total by Quarter by Fiscal Year
- 6. Total for All Quarters by Contractor by Fiscal Year
- 7. Total by Quarter & SIN by Contract Number and Fiscal Year
- 8. Total for Each Quarter for a Specific SIN by Fiscal Year
- 9. Total by Quarter & Contract for a Specific Contractor and Fiscal Year
- 10. Total by Contractor for a Specific Schedule and Fiscal Year
- 11. All Sales by Fiscal Year for a Specific SIN Number

[View Example](#)

[Generate Report](#)



Schedule Sales Query Report Generation System

ASCII FILE DOWNLOAD

Thank you for using the *Schedule Sales Query Report Generation System*. Your file has been created and is ready for downloading.

This is only an example

Total for each Vendor for a specific Schedule & Fiscal Year.
You will have to select the Schedule & Year.

<u>Vendor Name</u>	<u>19 I</u>	<u>Sales</u>
ABC CO.		500,000
ZZZ Corp.		900,000
A A A INC.		400,000

Total Schedule:		180,000

[Click Here to Download Report](#)

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Schedule Sales Query Online Report Request System

Requested Report

Total by Contractor for a Specific Schedule and Fiscal Year

Requested Fiscal Year: FY07

Schedule: 70

Vendor Name	Total Sales
@XI COMPUTER CORPORATION	\$424,249
1 BEYOND, INC	\$172,688
1 CONSORTIUM INC	\$0
1 SOURCE CONSULTING, INC.	\$2,336,585
1E LTD	\$0
1ST JMG & ASSOCIATES, LLC	\$0
2020 COMPANY, LLC	\$2,322,983
21 COMPUTECH INC	\$103,479
22ND CENTURY TECHNOLOGIES, INC.	\$0
27ONET TECHNOLOGIES	\$0
2M ASSOCIATES INC	\$0
303 MEDIA	\$0
360 INC	\$0
3DI, INC.	\$0
3E TECHNOLOGIES INTERNATIONAL IN	\$0
3H TECHNOLOGY FEDERAL CORP	\$21,500
3H TECHNOLOGY LLC	\$20,950,394
3I PEOPLE INC	\$0
3M COMPANY	\$4,554,308
3RD MILLENNIUM, INC.	\$0
3SG CORPORATION	\$0
3T INTERNATIONAL INC	\$29,181
4 CLICKS SOLUTIONS, LLC	\$143,037
4 SURE.COM INC	\$3,136,102
4 U SERVICES, INC	\$318,427
5D INFORMATION MANAGEMENT, INC	\$0
6K SYSTEMS INC	\$1,447,405
8E6 TECHNOLOGIES	\$623,653
9008 GROUP INC	\$146,803
911 ETC, INC	\$87,572
A & E TECHNOLOGIES, INC	\$0
A & T MARKETING INC	\$4,375,572
A C CABLE & COMMUNICATIONS, INC	\$1,333,757
A J RHEM & ASSOCIATES, INC	\$0
A L T ENTERPRISES INC	\$0
A P SOLUTIONS, INC.	\$0
A PLUS TECHNOLOGIES	\$210,695
A T & T CORP	\$29,318,417
A T PRODUCTS, INC	\$46,147
A W S CONVERGENCE TECHNOLOGIES,	\$0
A&T SYSTEMS, INC	\$545,102
A.I.M. TECHNICAL CONSULTANTS INC	\$0
A.J. BOGGS & COMPANY	\$0
A+ GOVERNMENT SOLUTIONS, INC	\$0
A3 TECHNOLOGY, INC.	\$0
AAA DATA COMMUNICATIONS, INC	\$734
AAC INC.	\$5,549,075
AARDVARKS ANSWERING SERVICE, INC	\$0
AARON B FLOYD ENTERPRISES INC	\$467,703
AAVTEC, INC.	\$63,262
A-B COMPUTER SOLUTIONS INC	\$0
ABACUS CONSULTANCY SERVICES, LLC	\$0
ABACUS TECHNOLOGY CORPORATION	\$0
ABACUS-N-BYTES, INC	\$0
ABALIC INC	\$0
ABATOR INFORMATION SERVICES, INC	\$0
ABBA TECHNOLOGIES, INC	\$0



Central Contractor Registry

Where can I find a partner?

www.ccr.gov



Home | Contractors | Grantees | International Registrants | Small Businesses | Help | 452698 Active Registrants

Start New Registration

Update or Renew Registration

Search CCR

Dynamic Small Business Search

Request Access to CCR Data

Security Notice



Welcome to Central Contractor Registration (CCR)

Central Contractor Registration (CCR) is the primary registrant database for the U.S. Federal Government. CCR collects, validates, stores and disseminates data in support of agency acquisition missions. Click [here](#) to learn more about CCR Policy and Background.

Most Recent Changes

CCR Update Change: On Monday, December 3, 2007, the Central Contractor Registration (CCR) system Update module was updated to release 4.07.3.4. This release includes a realignment of the Corporate Information Page to better define the allowable Business Types with CCR Organization types. This update will require reentry of your CCR Organization and Business types on your next update or renewal. Release Notes are on-line to fill you in on the change at [Release Notes](#)

Posted: 11/26/2007 3:15:20 PM Eastern Time

What do I need to know about registering in CCR? CCR is intended for the

Related Links

[Online Representation and Certification \(ORCA\)](#)

[Small Business Administration \(SBA\)](#)

[D&B Web Form for DUNS Number Request](#)

Home | Contractors | Grantees | International Registrants | Small Businesses | Help |



Where can I find a small partner?

www.ccr.gov

U.S. Small Business Administration
SBA
Your Small Business Resource

Print Exit Help
DSBS Quick Market Search

DSBS **Welcome to the Dynamic Small Business Search** All search form hotlinks open a new browser window.

NEW NEW MARKETING FEATURE FOR CONTRACTING OFFICERS:
Use the "Quick Market Search" button above to go to the **Quick Market Search**

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Firm:

State(s):

[\(How to make multiple selections.\)](#)

TN - Tennessee
TX - Texas
UT - Utah
VT - Vermont
VA - Virginia
VI - Virgin Islands
WA - Washington
WV - West Virginia
WI - Wisconsin
WY - Wyoming

[Congressional District:](#)

*(Requires exactly one state from the list at left.)
2-digit numeric (leading 0 if 1 digit),
or AL for At Large*

[County:](#) [Lookup](#)

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

[Metropolitan Statistical Area](#) (4-digit numeric, leading 0's if fewer digits)

[SBA Servicing Office:](#) (4-digit numeric, leading 0's if fewer digits)

Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)

[8\(a\) Certified](#) or [8\(a\) Joint Venture:](#)

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

[Small Disadvantaged Business:](#)

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

[Disadvantaged Business Enterprise, Certification States:](#)

[HUBZone Certification:](#)

47 - Arizona

Required (Active Certifications only)



Print Exit Help
 DSBS Quick Market Search

SBA Search Results

SBA Search Results

SBA Search Results

Table Listing, where

- the firm is active in searches;
- the firm's business type includes: 'Service';
- the firm is owned by service-disabled veteran(s);
- the profile's phone number begins with "703";
- the profile location is in: 'VA';
- the firm is owned by a woman or women;

and randomized by original start time of search: 2008-03-07 09:10:00 AM.

High Priority:
Veteran-Owned

Data validation took 0.01 seconds. The count and search queries took 1.28 seconds and 1.32 seconds, respectively.

Displaying profiles 1 - 25 (of 26 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	OBERON ASSOCIATES, INC	DAVID L. YOUNG	9700 CAPITAL CT STE 301 MANASSAS, VA 20110-2048	Oberon specializes in systems engineering, integration, and software development services using prototyping and iterative development paradigms. Expertise in C4ISR systems, simulation and modeling, training, and on-site field support of tactical systems.
2	AL BRINKLEY MA HANNAH	MERRY A. BRINKLEY	7530 AMESBURY CT ALEXANDRIA, VA 22315-3833	We are a full service human resources development organization whose principals have over thirty years experience in human resource management and organizational development.
3	CAPITAL CONSULTING CORP	JAMES MCCLIGGOTT	2810 OLD LEE HWY STE 200 FAIRFAX, VA 22031-4331	PROGRAM/FINANCIAL EVALUATION; STATISTICS; AUTO SAFETY DATA EVALUATION; FAMILY ADVOCACY/SOCIAL SERVICES; EDUCATION RESEARCH & TRAINING; CONFERENCE/LOGISTIC MANAGEMENT; TECHNICAL ASSISTANCE; FINANCIAL ANALYSIS; COMMERCIAL, ECONOMIC & SOCIOLOGICAL RESEARCH
4	EMERGING TECHNOLOGIES GROUP, INC, USA, THE	TIFFANNY GATES	205 VAN BUREN ST STE 220 HERNDON, VA 20170-5343	ETG provides computer and network forensics, systems engineering, and technical operations support. We also provide vulnerability assessments and red team services for business critical information systems.
5	LIFE ON POINT CONSULTANTS LLC	BRIAN HAYES	44 OLD FORT LANE STAFFORD, VA 22554-5629	We deliver a broad range of specialized services including operational evaluations and assessments, management consultations/reviews, business coaching, specialized technical training, dependency, competency, employment, lifestyle and ethics challenges.
6	ROBERTS BUSINESS ASSOCIATES, INCORPORATED	DARLA M. ROBERTS	7012 HIGHLAND MEADOWS CT ALEXANDRIA, VA 22315-3963	RBA specializes in manpower assessment, workload measurement, and manning document management. We have many U.S. Army clients who utilize our skills at TDA management and evaluation. We also provide leader and manager training courses.
				SYSTEMS INTEGRATION, SECURITY, PROGRAM MGT., PUBLICATIONS, LOGISTICS, INTERNET DEV.,



The Prime Directive of MARKET RESEARCH

Free, Good, Enough: Pick Any Two.

Other Research Sources

Specialized Consultancies:

Custom Research, Search Tools, Services & Events

- Eagle Eye (& usaspending.org)
- Federal Sources
- Onvia
- E-Pipeline
- INPUT
- Fedxcel
- Fedmine



Summary

These tools lower hard dollar costs to:

- Get federal buying forecasts -- FedBizOpps
- Learn what contracts a Prime has -- FPDS
- Find competitors' GSA pricing -- GSAAdvantage
- Assess potential GSA Schedule partners -- SSQ
- Search for partners with preferred status – CCR.

Only you can decide when to trade time for money.

Research for Strong Strategy, Relationships & Profit!



Questions?



EDUCATION AND ACCESS FOR WOMEN
IN FEDERAL CONTRACTS

Judy Bradt
Summit Insight
(703) 627 1074
Judy.Bradt@
SummitInsight.com



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In Our Nation's Capital

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- Local Instant Impact Teams
- Weekly Policy Updates Relating to Your Business

1-888-488-WIPP

www.wipp.org

WIPP Membership Director: Stephanie McFee

smcfee@wipp.org

(561) 370-9340



The graphic is split into two main sections. The left section has a light blue background with a sunburst pattern. At the top is a red star, followed by the text 'GIVE ME FIVE' in blue. Below that is a large red '5%' with a blue star at the bottom. At the very bottom of this section is the text 'EDUCATION AND ACCESS FOR WOMEN IN FEDERAL CONTRACTS'. The right section has a dark red background. At the top, it says 'Women business owners stand to gain more than \$5 BILLION in increased annual revenues.' Below that, in large white letters, is 'GIVE ME 5 IS MAKING IT HAPPEN BY REACHING THE 5% GOAL.' In the center is a blue star with horizontal lines on either side, and below it is the website 'GIVEME5.COM'. On the bottom left of this section is the WIPP logo with the tagline 'We Decide. The Value for Women in Business.' On the bottom right is the American Express OPEN logo.

Women business owners stand to gain more than **\$5 BILLION** in increased annual revenues.

GIVE ME 5 IS MAKING IT HAPPEN BY REACHING THE 5% GOAL.

WIPP We Decide
The Value for Women in Business.

GIVEME5.COM

AMERICAN EXPRESS OPEN

Give Me 5 has received fantastic media coverage in many publications such as the New York Times and the Wall Street Journal. American Express OPEN & WIPP are working with a major national public relations agency to help spotlight your business and your success in breaking into the federal contracting arena. Contact Megan (mmarkoff@wipp.org) for more information.